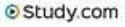


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## Quiz & Worksheet - Massachusetts Real Estate Salesperson Licensure

1. The Division of Professional Licensure (DPL) in Massachusetts regulates over 40 professions and trades, and one of them is the \_\_\_\_\_.  
 National Association of Realtors  
 National Association of Real Estate Brokers  
 Massachusetts Association of Realtors  
 Massachusetts Real Estate Board

2. If a license has been expired for less than two years, the agent must complete continuing education and request a \_\_\_\_\_.  
 recertification form  
 new license  
 reactivation form  
 real estate reservation

3. Real estate agents in Massachusetts are required to successfully complete \_\_\_\_ hours of continuing education courses sometime during the \_\_\_\_ prior to their license renewal date.  
 12, 24 months  
 24, 12 months  
 24, 24  
 18, three years

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## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions

## (Q51-Q56):

### NEW QUESTION # 51

A 2-year lease on a property has expired. The owner permits the tenant to remain in the house while a new lease is being negotiated. Which of the following types of interest does the tenant now have?

- A. tenancy in common
- **B. tenancy at will**
- C. tenancy from year to year
- D. tenancy at sufferance

### Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

When a lease expires and the tenant remains in possession with the landlord's consent, the tenancy becomes a tenancy at will. This means the tenant occupies the property with the owner's permission but without a fixed lease term. Either party may terminate the tenancy with proper notice, as required by law.

A: Tenancy from year to year (periodic tenancy) arises when rent is paid at regular intervals without a defined end.

C: Tenancy in common refers to ownership, not leasing.

D: Tenancy at sufferance occurs when the tenant remains without the landlord's consent.

Since the landlord has permitted occupancy during negotiation, the correct answer is B: tenancy at will.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Leases; M.G.L. c.186 (Landlord- Tenant Law).

### NEW QUESTION # 52

What kind of lease would require the lessee to pay the taxes, insurance, repairs, and other operating expenses of the premises in addition to the regular rental payment?

- **A. net lease**
- B. percentage lease
- C. gross lease
- D. graduated lease

### Answer: A

Explanation:

In a net lease, the tenant (lessee) is responsible not only for the base rent but also for additional property expenses such as real estate taxes, insurance, maintenance, and sometimes repairs. This is common in commercial leasing, particularly for office buildings and retail space.

A gross lease (B) means the landlord pays all expenses, while the tenant pays only rent. A percentage lease (A) bases rent partly on tenant sales (common in retail malls). A graduated lease (C) allows rent increases at set intervals.

Because the question describes a tenant paying rent plus taxes, insurance, and operating expenses, this is a net lease.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Leasing & Property Management; Commercial Leasing Practices.

### NEW QUESTION # 53

The Massachusetts State Sanitary Code requires

- A. Tenants to pay for their own water and/or sewer costs.
- B. The property owner to provide a refrigerator in working order.
- **C. A stove in good repair in any rental unit.**
- D. Separate meters for all heating and electric systems.

### Answer: C

Explanation:

The Massachusetts State Sanitary Code (105 CMR 410) sets minimum standards for safe and habitable housing. One explicit requirement is that every rental unit must be equipped with a stove in good repair provided by the landlord.

Other items:

Refrigerators: Landlords are not required to provide them, but if they do, they must be in working order.

Separate meters: Not required for all systems.

Water/sewer: Landlords generally pay unless specific written agreements allow tenant billing (with proper metering).

Thus, the universal requirement is a stove in good repair.

Reference: Massachusetts Sanitary Code, 105 CMR 410.100.

#### **NEW QUESTION # 54**

A private integrated club refused to rent one of its condos to a minority family. The club explained that it did not rent the condos to the public since the condos were for members only. Is the club in violation of the federal Fair Housing Act, and if so, how?

- A. Yes, because the club had minority members, and therefore was not eligible for exemptions from the federal Fair Housing Act.
- B. No, because a private club may restrict the rental of its own lodgings to its members as long as the lodgings are not operated commercially.
- C. No, because as an integrated club, they could discriminate on the basis of race in renting facilities.
- D. Yes, because when race is involved, no exceptions to the federal Fair Housing Act exist.

#### **Answer: D**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968) prohibits housing discrimination based on race, color, religion, sex, national origin, familial status, or disability. While the Act contains limited exemptions for private clubs and religious organizations, no exemption applies when race is involved.

Therefore, even if the club limits occupancy to members, it cannot refuse to rent based on race. Race discrimination is always illegal, regardless of ownership type or membership restrictions.

B is incorrect: minority membership status does not determine exemption.

C is false: no private club exemption allows racial discrimination.

D misstates the exemption; private clubs may limit lodging to members, but not on the basis of race.

Thus, the correct answer is A: when race is involved, no exemptions apply.

Reference: Fair Housing Act, 42 U.S.C. 3604; Massachusetts Real Estate Salesperson Candidate Handbook  
- Fair Housing.

#### **NEW QUESTION # 55**

In Massachusetts, which of the following statements about smoke detectors prior to closing is always correct?

- A. A smoke detector certificate must be obtained from the local fire department.
- B. All single-family residences must have hard-wired smoke detectors.
- C. A three-family residence can have either battery-operated or hard-wired smoke detectors.
- D. Smoke detectors are optional in single-family houses.

#### **Answer: A**

Explanation:

In Massachusetts, all single-family homes, multifamily properties, and condominiums must comply with smoke detector requirements prior to closing. Massachusetts law mandates that smoke detectors must be installed in residential properties, and a smoke detector certificate must be obtained from the local fire department as part of the closing process.

The certificate ensures that the smoke detectors are properly installed and functioning according to state and local regulations. This certificate is required to transfer ownership of the property.

While hard-wired smoke detectors are required in some cases, they are not mandatory for all single-family residences. The rule applies more strictly to multifamily dwellings or properties built after a specific year. The correct answer is that a smoke detector certificate must be obtained from the local fire department.

Reference: 527 CMR 1.00 - Massachusetts Fire Code; M.G.L. c. 148, 26.

#### **NEW QUESTION # 56**

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