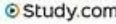


Real Estate Massachusetts-Real-Estate-Salesperson PDF Questions Learning Material in Three Different Formats

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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 (Q55-Q60):

NEW QUESTION # 55

A seller has entered into an exclusive right to sell agreement with a broker. The buyer presents the seller with an offer to purchase which is 20% less than the list price. Which of the following is appropriate?

- A. The seller is obligated to make a counteroffer to the buyer if the offer is unacceptable.
- **B. The seller is under no obligation to accept the offer or make a counteroffer.**
- C. The seller has 72 hours to submit a counteroffer or else the offer is considered to be accepted.
- D. The seller is obligated to pay the buyer a commission or the offer price if the seller rejects the offer.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A listing agreement gives the broker the right to market the property and earn a commission if a ready, willing, and able buyer is found, but it does not obligate the seller to accept any offer. Even if the offer is below asking price, the seller can accept, reject, or counteroffer. The seller has full discretion to decide, and no automatic acceptance or commission liability arises just because the offer is refused.

A: Incorrect, seller never owes buyer a commission.

C: There is no automatic "72-hour" acceptance rule unless specifically written into the offer.

D: Seller is not required to counter.

Thus, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Brokerage Agreements; Agency Duties.

NEW QUESTION # 56

To avoid triggering full disclosure under TILA when advertising financing availability on a listed property, which of the following statements must a real estate licensee avoid using?

- A. FHA and VA financing available
- B. owner willing to finance
- C. assumable loan
- **D. buy for less than \$650 per month**

Answer: D

Explanation:

The Truth in Lending Act (TILA, Regulation Z) regulates advertising of credit terms. If an advertisement contains a triggering term such as the amount of down payment, monthly payment, interest rate, or repayment period, then full disclosure of all financing terms must be provided.

"Buy for less than \$650 per month" (D) is a triggering term because it states a specific monthly payment. This requires full disclosure of the APR, down payment, term, and total cost of financing.

"Assumable loan" (A), "owner willing to finance" (B), and "FHA and VA financing available" (C) are general financing terms that do not trigger mandatory disclosure.

Thus, the correct answer is D.

Reference: Federal TILA (Regulation Z), 12 C.F.R.1026; Massachusetts Real Estate Salesperson Candidate Handbook - Financing.

NEW QUESTION # 57

Prospective buyers for a house want to operate a recycling center in their backyard. Local zoning laws do not allow this. What do they need to do first?

- A. File an appeal with the local court.
- B. Obtain a building permit.
- C. Obtain a modification to the local master plan.

- D. Obtain a variance or special exception.

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

When a property use is prohibited by zoning, the property owner must apply for a variance or special exception/permit through the local zoning board of appeals. These are administrative remedies that allow deviations from zoning requirements in specific circumstances.

Variance: granted when strict application of zoning causes hardship.

Special exception: allows certain uses if standards are met.

A building permit (A) only authorizes construction consistent with zoning and cannot override use restrictions. A modification to the master plan (B) is a long legislative process, not an individual remedy. A court appeal (D) may follow if variance or exception requests are denied, but it is not the first step.

Thus, the correct first action is C: variance or special exception.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Land Use Controls; M.G.L. c.40A (Zoning Act).

NEW QUESTION # 58

A salesperson owns an apartment complex in Boston. The salesperson has decided to advertise the property for sale in a local newspaper and personally sell it. If the salesperson proceeds in this manner, the salesperson is

- A. Not violating the law because the salesperson has all the rights of a non-salesperson owner.
- B. Not violating the law because the broker-salesperson distinction does not apply to commercial properties.
- C. Violating the law because the salesperson is not a broker and cannot advertise.
- D. Violating the law because a salesperson may not sell an income-producing property.

Answer: A

Explanation:

A salesperson in Massachusetts, when selling their own property, has the same rights as a non-salesperson owner. The broker-salesperson distinction does not apply when an individual is selling their own property. A salesperson is not restricted from selling their own property, even if it is an income-producing property like an apartment complex.

The key distinction is that salespersons are prohibited from engaging in real estate activities for others without the supervision of a licensed broker. However, in this scenario, the salesperson is acting as an individual property owner and is free to advertise and sell the apartment complex without violating the law.

Therefore, the salesperson is not violating the law and has all the rights of a non-salesperson property owner.

Reference: M.G.L. c. 112, 87RR - Licensee Requirements; Massachusetts Real Estate Candidate Information Bulletin.

NEW QUESTION # 59

A ranch house with a double garage is being valued. The house next door, which is similar except that it lacks a garage and has an outside deck, was sold last month for \$138,000. Experience in that area shows that a two- car garage is probably worth \$10,000 to buyers, while in general, they will pay only \$500 extra for a deck.

The ranch house is most likely to sell for around

- A. \$147,500
- B. \$123,500
- C. \$148,500
- D. \$128,500

Answer: A

Explanation:

□

NEW QUESTION # 60

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