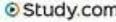


# Massachusetts-Real-Estate-Salesperson Quiz - Massachusetts-Real-Estate-Salesperson Reliable Exam Cost

<http://study.com/academy/practice/quiz-worksheet-massachusetts-real-estate-salesperson-licensure.html> 

### 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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notes as you like and help you to memorize your knowledge.

## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q28-Q33):

### NEW QUESTION # 28

In a jurisdiction where a seller's property condition disclosure is required, the licensee is responsible for

- A. ensuring that the seller complete the property condition disclosure before closing.
- B. completing the property condition disclosure.
- C. ensuring that the buyer receives the property disclosure before the contract is finalized.
- D. checking the disclosure for accuracy and ensuring that the buyer receives it before closing.

**Answer: C**

Explanation:

In Massachusetts, property disclosure laws are strict about timing and delivery but do not place the responsibility of accuracy on the real estate licensee. The property condition disclosure is completed and signed by the seller, not the agent. The agent's duty is to facilitate compliance with disclosure requirements, specifically ensuring that the buyer has received the disclosure before the purchase and sale agreement is finalized.

This requirement protects buyers by allowing them to make informed decisions about the condition of the property before entering into a binding contract. Licensees are not required to fill out or verify the accuracy of the disclosure; their duty is limited to ensuring delivery. Massachusetts regulations (M.G.L. c. 93, §114) and the Massachusetts Real Estate Salesperson Exam materials clearly emphasize that:

Sellers complete the disclosure themselves.

Buyers must receive the disclosure before signing binding documents.

Licensees are responsible only for delivery, not for content accuracy.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook; Massachusetts General Laws c.93, §114.

### NEW QUESTION # 29

The Massachusetts Consumer Protection Act requires that

- A. The broker disclose known material defects.
- B. The seller disclose all offers received.
- C. The seller's information be kept confidential.
- D. The buyer be informed of all offers.

**Answer: A**

Explanation:

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) prohibits unfair or deceptive practices in trade or commerce. In real estate, this means that a broker must disclose known material defects to prospective buyers. Failing to do so constitutes a deceptive act and can subject the broker to liability, including double or treble damages, attorney's fees, and court costs.

While sellers and buyers have their own disclosure obligations, the statute specifically imposes consumer protection responsibilities on businesses, including real estate brokers. Confidentiality of client information is a fiduciary duty under agency law, not a requirement of Chapter 93A. Offers themselves must always be presented to clients, but Chapter 93A focuses primarily on material misrepresentation and nondisclosure.

Reference: M.G.L. c. 93A; 254 CMR 3.00; Massachusetts Real Estate Candidate Information Bulletin - Consumer Protection Law.

### NEW QUESTION # 30

The Massachusetts Consumer Protection Act (M.G.L. c. 93A)

- A. Prohibits use of unfair and deceptive practices in business.
- B. Prohibits use of only deceptive practices in landlord-tenant law.
- C. Protects tenants from personal property disputes.
- D. Protects homeowners who sell their homes without a broker.

**Answer: A**

Explanation:

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) prohibits unfair and deceptive business practices. It applies to a broad range of commercial transactions, including real estate transactions. The law is designed to protect consumers from unethical practices and to ensure transparency and fairness in the marketplace.

This act does not specifically apply to homeowners selling without a broker, nor does it protect tenants from personal property disputes or only from deceptive practices in landlord-tenant law. It is a comprehensive law aimed at regulating the business practices of all commercial entities, including real estate professionals.

Reference: M.G.L. c. 93A; Massachusetts Real Estate Candidate Information Bulletin - Consumer Protection Law.

### NEW QUESTION # 31

A prospective tenant wishes to rent an apartment and is told by the owner that the owner does not want to rent to anyone with children because of the lead paint. The prospective tenant, who has children ages four, six, and nine years old, is not concerned about lead paint and wants to rent the apartment for six months. The owner agrees to lease them the unit. Concerning the lead paint, the owner must

- A. Wait to de-lead until the owner has sufficient funds.
- B. Not de-lead because this is only a six-month lease.
- C. Write into the lease that the tenant has agreed that de-leading is not necessary.
- **D. De-lead or make lead-safe whether the tenant requires it or not.**

**Answer: D**

Explanation:

Under the Massachusetts Lead Law (M.G.L. c. 111, 189A-199B), the presence of lead paint in any residential property built before 1978 where children under six will be residing requires that the property be either delead or brought into interim control (made lead-safe). The law does not exempt short-term leases, and the landlord must comply regardless of the lease term (even for a six-month rental).

Since the tenant has children ages four, six, and nine, the landlord must take appropriate action to either de-lead or make the property lead-safe. The tenant's lack of concern does not exempt the owner from the obligation to comply with the law.

Reference: M.G.L. c. 111, 189A-199B; Massachusetts Lead Poisoning Prevention and Control Law.

### NEW QUESTION # 32

An advertisement emphasizes information meant to appeal to a particular ethnic or national group in an effort to maintain the character of the neighborhood. From the viewpoint of the federal Fair Housing Act, this could constitute a violation known as

- A. redlining.
- **B. steering.**
- C. blockbusting.
- D. panic selling.

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The Fair Housing Act prohibits discriminatory advertising that suggests preference, limitation, or discrimination based on race, color, national origin, religion, sex, familial status, or disability. Advertising designed to appeal to a particular ethnic or national group in order to "maintain neighborhood character" is an example of steering - influencing or directing prospective buyers or sellers based on protected class considerations.

Blockbusting (C) involves inducing owners to sell due to fear of demographic changes.

Redlining (B) refers to lenders refusing loans in certain neighborhoods.

Panic selling (D) is essentially synonymous with blockbusting, not advertising.

Thus, targeted ethnic advertising with the intent to control neighborhood composition is considered steering.

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

### NEW QUESTION # 33

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