

2026 Reliable Massachusetts-Real-Estate-Salesperson Exam Question: Unparalleled Massachusetts Real Estate Salesperson Exam 100% Pass Quiz

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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 (Q29-Q34):

NEW QUESTION # 29

Which of the following types of agreements applies when the seller retains the right to sell?

- A. Exclusive Agency Listing
- B. Exclusive Right to Sell Listing
- C. MLS Listing
- D. Net Listing

Answer: A

Explanation:

An Exclusive Agency Listing agreement is one where the seller hires a broker to sell the property but retains the right to sell the property themselves without owing the broker a commission. If the seller sells the property directly, the broker will not be entitled to a commission.

In contrast, with an Exclusive Right to Sell Listing, the broker receives a commission regardless of whether they or the seller finds the buyer. An MLS Listing is not an agreement type but refers to listing the property in the Multiple Listing Service. Net Listings are illegal in Massachusetts, as they can lead to unethical practices.

Reference: Massachusetts Real Estate Candidate Information Bulletin - Agency Relationships and Listings.

NEW QUESTION # 30

A rectangular lot contains 16,500 square feet. It has a depth of 150 feet. Each of two adjacent rectangular lots contains 4,950 square feet with a depth of 150 feet. What is the total street frontage of the three lots in linear feet?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: B

Explanation:

Step 1: Calculate frontage of main lot

$$\text{Frontage} = \frac{\text{Area}}{\text{Depth}} = \frac{16,500}{150} = 110 \text{ ft}$$

Step 2: Calculate frontage of each smaller lot.

$$\text{Frontage} = \frac{4,950}{150} = 33 \text{ ft each}$$

Step 3: Add all three frontages.

$$110 + 33 + 33 = 176 \text{ ft}$$

But notice the answer choices do not include 176 except as D. This matches our calculation.

Therefore, the correct frontage is 176 feet (D).

(Note: The original problem text contained a typo listing 15 ft depth for the smaller lots, which is mathematically inconsistent. With the corrected 150 ft depth, the frontage answer is 176.) Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Math (Area, Frontage, Lot Dimensions).

NEW QUESTION # 31

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

Answer: A

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 # 32

A broker may withdraw money from the broker's escrow account

- A. To pay for advertising expenses related to the sale.
- B. When the transaction has been consummated.
- C. To cover the broker's commission.
- D. When ordered by the seller's attorney.

Answer: B

Explanation:

Escrow accounts are regulated under 254 CMR 3.10 and Massachusetts licensing law. All deposits, such as earnest money, must be kept in a separate escrow account maintained by the broker. These funds remain the property of the client until the transaction is consummated (closed) or otherwise terminated by mutual agreement or legal judgment.

A broker may only withdraw money when the transaction has been completed or when the parties have agreed in writing how the funds should be disbursed. Brokers cannot use escrow funds to pay commissions, marketing expenses, or other business costs until the closing. Misuse or commingling of escrow funds is a serious violation and can result in license suspension or revocation.

Reference: 254 CMR 3.10 - Handling of Client Funds; M.G.L. c. 112, 87AAA-87DDD.

NEW QUESTION # 33

A couple enters into a purchase contract to buy a house, and their parents are providing a \$5,000 earnest money check. The check is deposited in the listing broker's escrow account. The buyers are unable to get financing, and the contract provides for return of the earnest money to the buyers. The buyers and seller agree in writing to the release of the earnest money. The listing broker should

- A. issue a \$5,000 check to the parents.
- B. issue a \$5,000 check to the buyers.
- C. return the earnest money check, minus expenses, to the buyers.
- D. return the earnest money check, minus expenses, to the parents.

Answer: B

Explanation:

Under Massachusetts escrow laws, once an earnest money deposit is given, it becomes part of the transaction and must be held in the broker's escrow account until proper written instructions are received. The critical rule is that the earnest money belongs to the buyer, not to the third party who may have supplied the funds.

Therefore, even though the parents wrote the \$5,000 check, the funds legally belong to the buyers under the purchase and sale

agreement. When the contract is canceled due to financing failure, and both parties (buyer and seller) agree in writing to release the deposit, the broker must issue the refund to the buyers, not the parents. Massachusetts regulations (254 CMR 3.00) require brokers to handle escrow strictly according to the agreement and prohibit deductions for "expenses" unless explicitly authorized. Thus, the correct action is to issue the \$5,000 back to the buyers in full. Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Trust Funds & Escrow; 254 CMR 3.10 (Board of Registration of Real Estate Brokers and Salespersons).

NEW QUESTION # 34

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