

# Massachusetts-Real-Estate-Salesperson Training Materials & Massachusetts-Real-Estate-Salesperson Test Topics Pdf



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>> **Massachusetts-Real-Estate-Salesperson Training Materials** <<

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## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q67-Q72):

### NEW QUESTION # 67

Disclosure of licensee relationships to prospective buyers and sellers is required

- A. When listing commercial properties.

- B. At the first personal meeting to discuss a specific single-family property.
- C. When responding to a telephone or internet inquiry.
- D. When discussing any real estate issue.

**Answer: B**

Explanation:

In Massachusetts, licensee relationship disclosure is governed by M.G.L. c. 112, § 87AAA and 254 CMR 3.00. State law requires that real estate agents disclose their agency relationship to prospective buyers and sellers at the first personal meeting to discuss a specific property. This requirement is primarily intended for residential transactions involving one- to four-family properties.

This disclosure clarifies whether the agent represents the seller, the buyer, or is functioning in another capacity (such as a facilitator). It ensures that consumers are fully informed about where the licensee's loyalty lies before substantive discussions occur.

The law does not require agency disclosure for mere inquiries (phone or internet), for general real estate discussions, or for commercial property listings. The specific trigger is the first personal meeting to discuss a specific single-family property.

Reference: 254 CMR 3.00; Massachusetts Real Estate License Law Summary; Consumer Guide to Real Estate Agency Relationships.

### NEW QUESTION # 68

What is the difference between a license to use property and an easement?

- A. A license can be cancelled by the issuer.
- B. An easement can be cancelled by the issuer.
- C. There must be consideration paid for a license.
- D. There must be consideration paid for an easement.

**Answer: A**

Explanation:

A license is a personal, revocable privilege to enter or use another person's land for a specific purpose (e.g., a ticket to a sporting event). A license does not create an interest in land and may be revoked at any time by the issuer.

An easement, however, is a non-possessory interest in land that grants a legal right to use the property of another (e.g., a right-of-way). Easements are generally permanent, run with the land, and cannot simply be canceled by the property owner at will.

Massachusetts law distinguishes between the two: easements are formal property interests that usually require a written grant and may only be terminated by agreement, expiration, or court action, while licenses are informal, temporary, and revocable.

Thus, the correct answer is A: A license can be cancelled by the issuer.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Interests and Rights; M.G. L. c. 183.

### NEW QUESTION # 69

Which of the following is incorrect regarding carbon monoxide inspection?

- A. The inspection must be completed by the local fire department.
- B. The inspection must be completed by a building inspector.
- C. There is no additional fee if the inspection is done at the same time as the smoke detector inspection.
- D. The inspection must be completed as a prerequisite to sell a residential property burning fossil fuel.

**Answer: B**

Explanation:

Carbon monoxide (CO) inspections are required in Massachusetts for properties that use fossil fuels for heating or other purposes (e.g., natural gas, oil). This is a part of the state's regulations to protect tenants and homeowners from dangerous levels of carbon monoxide exposure.

The inspection is typically done at the same time as the smoke detector inspection, and there is no additional fee if both inspections are conducted at once. However, the inspection must be completed by the local fire department, not a building inspector. This is because the fire department is authorized to ensure that carbon monoxide detectors are in place and functioning properly.

The carbon monoxide inspection is indeed a prerequisite for selling residential property that burns fossil fuel, but it does not need to be conducted by a building inspector.

Thus, the incorrect statement is that the inspection must be done by a building inspector.

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

### NEW QUESTION # 70

In Massachusetts, deeds are recorded at the

- A. State registry.
- **B. County registry.**
- C. City or town hall.
- D. Massachusetts Board of Registration.

**Answer: B**

Explanation:

In Massachusetts, deeds are recorded at the county registry of deeds. The county registry is where all real estate documents (such as deeds, mortgages, and liens) are officially recorded. These records are public and provide legal notice of ownership and other property rights.

City or town halls may have certain records, such as local property tax assessments, but deeds must be recorded at the county level. The Massachusetts Board of Registration handles licensing and disciplinary actions for real estate professionals, but it does not record deeds.

Reference: M.G.L. c. 36, 1-10; Massachusetts Real Estate Candidate Information Bulletin - Property Records.

### NEW QUESTION # 71

Quality Supermarkets has taken occupancy of a retail building and has a long-term lease. As part of their fit-up, they bolt to the floor their meat and dairy coolers, shelves, and check-out stands.

When Quality Supermarkets vacates the property at the end of the lease, will Quality Supermarkets be legally entitled to remove these fixtures?

- **A. Yes, if removed prior to the end of the lease.**
- B. No, because they are bolted to the floor.
- C. No, because they are trade fixtures.
- D. Yes, because they are appurtenances.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Trade fixtures are items of personal property installed by a commercial tenant for the purpose of conducting business (such as refrigeration units, shelving, or check-out counters). Even though they may be attached (bolted, wired, or plumbed) to the property, they legally remain the tenant's property as long as they are removed before the lease ends and without substantial damage to the premises.

A is incorrect: they are trade fixtures, but trade fixtures are removable by the tenant.

B is incorrect: appurtenances are rights or benefits that run with the land.

C is incorrect: attachment does not override the legal classification of trade fixtures.

Thus, the correct answer is D: Yes, if removed prior to the end of the lease.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership; Fixtures vs. Trade Fixtures.

### NEW QUESTION # 72

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