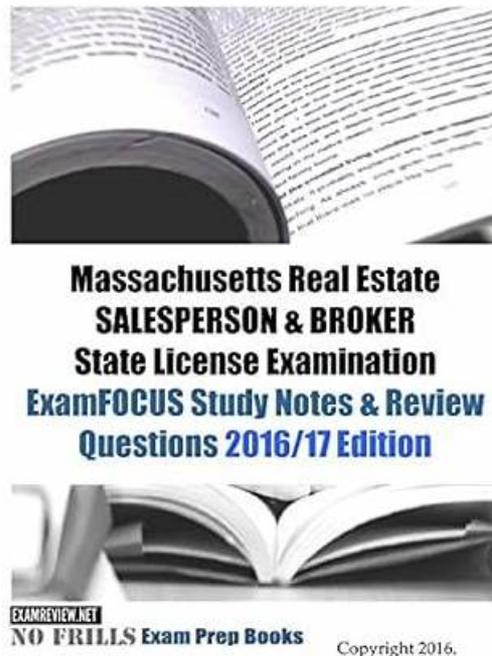


Real Estate Massachusetts-Real-Estate-Salesperson Study Materials Review & New Massachusetts-Real-Estate-Salesperson Test Syllabus



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Massachusetts Real Estate Salesperson Exam

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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q48-Q53):

NEW QUESTION # 48

A buyer is considering a property in one of the subdivisions of a Planned Unit Development (PUD). The buyer noticed nearby properties having detached garages and workshops. The buyer mentions to their agent that they want to build a detached building on the back of the lot for a home business. There is an HOA for this subdivision. Additionally, there are overarching covenants, conditions, and restrictions (CC&Rs) for the PUD. What actions, if any, should be taken by the broker to assure the buyer can use the property as they wish?

- A. Determine if home business use is allowed in the subdivision.
- B. Recommend the buyer determine if architectural review requirements exist for the subdivision.
- **C. Recommend the buyer obtain the current CC&Rs and all current HOA documents.**
- D. Take no action because other properties have detached buildings.

Answer: C

Explanation:

In a Planned Unit Development (PUD), buyers are subject to both subdivision-level rules (via HOAs) and overarching covenants, conditions, and restrictions (CC&Rs) that govern the entire development. Even if other neighbors have similar structures, this does not guarantee that new construction or business use will be allowed.

The broker's role is to protect the buyer's interests by ensuring they review all current CC&Rs and HOA governing documents. These documents will reveal architectural review requirements, use restrictions (including home businesses), and other limitations. The broker should not assume permissibility based on observation alone.

Thus, the best and legally correct advice is D.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership & PUDs; Restrictive Covenants.

NEW QUESTION # 49

Which of the following statements concerning a security deposit is correct?

- **A. It must be returned to the tenant within twenty-one days of termination of occupancy.**
- B. It must be transferred to the tenant when the building is sold.
- C. It may not exceed the first month's rent.
- D. It may be maintained in the landlord's regular business account as long as it is interest-bearing.

Answer: A

Explanation:

Under M.G.L. c. 186, 15B, Massachusetts law regulates security deposits strictly:

The maximum allowable deposit is one month's rent.

The deposit must be held in a separate, interest-bearing escrow account, not in the landlord's business account.

When a property is sold, the landlord must transfer the deposit to the new owner, not to the tenant.

Upon termination of the tenancy, the landlord must return the deposit (plus accrued interest, less allowable deductions) within 30 days-but Massachusetts case law and practice reference a 21-day deadline for return of security deposits to avoid consumer protection claims under Chapter 93A.

Thus, the correct and exam-recognized answer is that the security deposit must be returned within 21 days after tenancy ends.

Reference: M.G.L. c. 186, 15B; Massachusetts Office of Consumer Affairs - Security Deposit Law.

NEW QUESTION # 50

A married couple owns property as tenants by the entirety. If they were to divorce, their ownership would be

- A. Tenancy by the entirety.
- B. Joint tenancy.
- C. Tenancy in severalty.
- **D. Tenancy in common.**

Answer: D

Explanation:

Tenancy by the entirety is a special form of ownership available only to married couples in Massachusetts. It provides rights of survivorship and protection from individual creditors of one spouse.

Upon divorce, the law automatically converts a tenancy by the entirety into a tenancy in common, unless otherwise stated in the divorce decree. In tenancy in common, each former spouse owns an undivided share of the property without survivorship rights, and they are free to transfer or sell their interest independently.

It does not convert into joint tenancy or tenancy in severalty unless agreed to or ordered by the court.

Reference: M.G.L. c. 209, 1; Massachusetts Real Estate Candidate Information Bulletin - Forms of Ownership.

NEW QUESTION # 51

A licensee must provide disclosure of licensed status when acting as a principal if

- A. the licensee does not have errors and omission insurance.
- B. the agent of the other party asks about this specifically.
- **C. the licensee has any economic interest in the property.**
- D. any relative of the licensee has ever lived in the residence.

Answer: C

Explanation:

Under Massachusetts license law (254 CMR 3.00), a real estate licensee who acts as a principal in a transaction (buyer, seller, lessor, or lessee) must disclose in writing that they are a licensed broker or salesperson if they hold any direct or indirect ownership or economic interest in the property.

This rule is intended to protect the public from potential conflicts of interest and ensure transparency. The disclosure must be made in writing before entering into any binding contract.

Simply being asked (A) is not enough; disclosure is mandatory regardless.

Insurance coverage (B) is irrelevant.

Family members (D) may trigger disclosure if the licensee has an ownership/economic interest, but not merely because they lived there.

Correct answer: C.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - License Law & Disclosure; 254 CMR 3.00.

NEW QUESTION # 52

A buyer is looking in several different cities for land to purchase for a shopping center. The buyer has decided to hire several real estate licensees, each representing the buyer in that licensee's city. Which type of agreement would protect the buyer from owing multiple commissions?

- **A. nonexclusive buyer-agency**
- B. exclusive agency representation
- C. exclusive right to sell
- D. nonexclusive right-to-lease

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A nonexclusive buyer-agency agreement allows the buyer to work with multiple agents at the same time. The buyer is only responsible for paying commission to the agent who actually finds the property they purchase.

This prevents the buyer from being obligated to pay multiple commissions.

A (exclusive agency representation): binds the buyer to only one agent, but allows self-procurement.

B: Refers to leases, not purchases.

D: Exclusive right-to-sell applies to sellers, not buyers.

Thus, the correct agreement is C: nonexclusive buyer-agency.

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

NEW QUESTION # 53

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