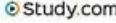


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<http://study.com/academy/practice/quiz-worksheet-massachusetts-real-estate-salesperson-licensure.html> 

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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that many users do not have a large amount of time to learn. In response to this, we have scientifically set the content of the Massachusetts-Real-Estate-Salesperson exam questions. On one hand, we have collected the most important keypoints which will definitely show up in the real exam to the content of the Massachusetts-Real-Estate-Salesperson learning guide. On the other hand, we have simplified the content and make it better to be understood by all of the customers.

Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q31-Q36):

NEW QUESTION # 31

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

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

Answer: D

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 # 32

A broker has listed a property for \$225,000. An offer of \$210,000 contingent upon inspection comes in the first week and the seller accepts it. Another offer of \$205,000 comes in the second week. The seller accepts it as a secondary offer contingent upon the termination of the first offer. The first offeror demands the seller spend \$5,000 in repairs before going through with the purchase. The seller may do any of the following EXCEPT

- A. terminate the first agreement in writing and sell to the second offeror.
- **B. ignore the demand and sell the property to the second offeror.**
- C. refuse to do the repairs and still proceed with the sale in as-is condition.
- D. agree to do the needed repairs and consummate the transaction with the first offeror.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Once the seller accepted the first buyer's offer, they entered into a legally binding contract. Any additional requests for repairs must be negotiated. The seller may:

Agree to the repairs (A)

Refuse and insist on as-is (B)

Terminate by mutual agreement in writing and move to the secondary offer (C) However, the seller cannot simply ignore the buyer's demands and sell to another buyer. Doing so would be a breach of contract. The second offer is valid only as a backup if the first contract is properly terminated.

Thus, the seller may do anything except D.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Secondary Offers.

NEW QUESTION # 33

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. Obtain a building permit.
- B. File an appeal with the local court.
- 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 # 34

A landlord may require that a disabled tenant

- **A. remove the wheelchair ramp from the apartment upon vacating the unit.**
- B. not install grab bars in the tile shower if drilling holes in the tile is required.
- C. pay an additional fee for using the swimming pool to cover the added insurance cost.
- D. pay double the usual \$500 security deposit.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Under the Fair Housing Amendments Act of 1988, landlords must allow tenants with disabilities to make reasonable modifications at their own expense if needed for full enjoyment of the premises. The landlord cannot refuse reasonable modifications (like grab bars) nor charge additional deposits or fees due to disability.

However, the landlord may require that the tenant restore the property to its original condition upon vacating, excluding normal wear and tear.

Therefore:

A: Increasing a security deposit because of disability is illegal.

B: Charging extra for facility use due to disability is discriminatory.

D: Tenants are allowed to install grab bars, even if drilling is required, as this is a reasonable modification.

Only C is consistent with the law: requiring the removal of modifications (like a ramp) when vacating.

Reference: Fair Housing Amendments Act (1988); Massachusetts Real Estate Salesperson Candidate Handbook - Fair Housing and Accessibility.

NEW QUESTION # 35

A client makes an offer on a residential property and provides a check for \$2,000 as earnest money. The client instructs his buyer agent to hold the check for five days so it will clear the bank. What should the agent do with the check?

- A. Refuse to present the offer to the seller's agent until the earnest money can be deposited.
- B. Inform the client that the offer will be presented without any earnest money since the agent is required to submit all offers.
- **C. Provide the check to his broker immediately with the client's instruction to hold it for five days before depositing it in the escrow account.**
- D. Hold it for five days before submitting the check to his broker for deposit in the escrow account.

Answer: C

Explanation:

Under 254 CMR 3.10 and Massachusetts escrow rules, all deposits must be turned over immediately to the broker for deposit into

the escrow account. However, if the buyer gives written instructions that the check is to be held (for example, for a certain number of days), the broker must honor those instructions.

The correct procedure is to deliver the check to the broker right away, along with the buyer's instruction to hold it for five days before depositing. The agent may not personally hold the check, nor may the agent refuse to present the offer due to escrow timing. All offers must be submitted promptly regardless of deposit status.

Reference: 254 CMR 3.10 - Handling of Client Funds; Massachusetts Real Estate Candidate Information Bulletin - Escrow Rules.

NEW QUESTION # 36

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