

# Exam Massachusetts-Real-Estate-Salesperson Certification Cost & Massachusetts-Real-Estate-Salesperson Passing Score Feedback



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## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q104-Q109):

### NEW QUESTION # 104

Active licensees renewing a real estate license must have completed how many hours of continuing education during the two years prior to the scheduled renewal?

- A. Four
- B. Twelve
- C. Sixteen
- **D. Six**

Answer: D

Explanation:

In Massachusetts, active real estate licensees are required to complete 12 hours of continuing education (CE) during the two-year period prior to their license renewal. This education is essential to ensure that real estate professionals stay updated on industry changes, including legal updates, ethical practices, and the latest regulations.

Among the 12 hours, 3 hours must be focused on the legal aspects of real estate, while the remaining 9 hours can be chosen from various real estate topics, such as ethics, property management, or fair housing laws.

Thus, the correct answer is that six hours are required for continuing education, not 4, 12, or 16.

Reference: 254 CMR 6.00 - Continuing Education Requirements; Massachusetts Real Estate License Law.

### NEW QUESTION # 105

A broker maintains a trust or escrow account. A \$10,000 earnest money deposit is received from a buyer and deposited in the account. Several weeks later and prior to closing, the broker withdraws \$7,000 from the account and puts it in an operating account. This transaction is

- A. an instance of illegal conversion of funds.
- B. a violation of federal banking regulations.
- C. permissible if the seller was informed about the transfer of funds.
- D. permissible as long as the broker is entitled to at least \$7,000 in commission.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Escrow (trust) accounts must hold client funds untouched until proper disbursement (closing, termination, or mutual written instructions). Withdrawing funds prematurely is considered conversion, the illegal taking or use of another's money.

A: Brokers may only disburse commission funds after closing, not in advance.

B: This is not primarily a banking violation, but a license law violation.

D: Disclosure to the seller does not legalize misappropriation.

Massachusetts law (254 CMR 3.10) strictly prohibits commingling and conversion of escrow funds.

Violations can result in loss of license and criminal liability.

Correct answer: C.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Escrow Accounts; 254 CMR 3.10.

### NEW QUESTION # 106

According to the Massachusetts Fair Housing Law, it is unlawful to ask prospective tenants questions about their

- A. Occupation.
- B. Criminal history.
- C. Income.
- D. Place of birth.

**Answer: D**

Explanation:

The Massachusetts Fair Housing Law (M.G.L. c. 151B) prohibits discrimination in housing based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, ancestry, veteran status, familial status, disability, or receipt of public assistance. Asking about a tenant's place of birth could reveal information about national origin or ancestry, which are protected classes under both state and federal fair housing law.

By contrast, landlords and brokers are legally permitted to verify income and occupation to determine financial qualifications, and Massachusetts law also permits certain criminal history checks in compliance with state and federal guidelines. However, questioning applicants about their place of birth is directly discriminatory and unlawful.

Reference: M.G.L. c. 151B, 4; HUD Fair Housing Act Guidelines.

### NEW QUESTION # 107

Under Housing and Urban Development guidelines, when an advertisement includes the phrase "walk to bus-stop," the advertisement is

- A. Not discriminatory against disabled individuals.
- B. Only discriminatory against disabled individuals in some cases.
- C. Only discriminatory if the statement is false.
- D. Discriminatory against individuals with disabilities.

**Answer: A**

Explanation:

HUD guidelines on advertising under the Fair Housing Act (42 U.S.C. §§ 3601-3619) prohibit language that expresses limitations, preferences, or discrimination based on a protected class (race, color, religion, sex, disability, familial status, or national origin). However, phrases describing the property's location or proximity to amenities (such as "walk to bus-stop" or "near shopping center") are not considered discriminatory under HUD's advertising rules.

HUD distinguishes between "steering language" and neutral descriptors. References to nearby services are acceptable because they do not discourage or exclude individuals with disabilities; they simply describe a geographic fact. HUD specifically lists "walk to transportation" as non-discriminatory advertising language in its Fair Housing Advertising Guidelines.

Reference: HUD Fair Housing Advertising Guidelines; Fair Housing Act (42 U.S.C. § 3604(c)).

### NEW QUESTION # 108

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. File an appeal with the local court.
- B. Obtain a building permit.
- 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 # 109

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