

# Free PDF Quiz 2026 Real Estate Efficient Massachusetts-Real-Estate-Salesperson New Real Test

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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 (Q82-Q87):

### NEW QUESTION # 82

A motel is the subject of an appraisal and it is determined that a rerouting of a county highway has limited customer access to the motel. This is an example of

- A. landlocked property.
- B. regression.
- C. functional obsolescence.
- D. economic obsolescence.

**Answer: D**

Explanation:

Economic obsolescence (also known as external obsolescence) occurs when property value declines due to factors outside the property itself that the owner cannot control. In this case, rerouting of a county highway reduces customer access, negatively impacting business and property value. This is entirely external and beyond the motel owner's ability to correct.

By contrast:

Regression (B) refers to when a higher-value property loses value due to surrounding lower-value properties.

Functional obsolescence (C) is caused by design flaws or outdated features within the property itself.

Landlocked property (D) refers to a parcel with no legal access, which is not the case here.

Therefore, the correct answer is economic obsolescence.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Valuation and Market Analysis; Principles of Appraisal.

### NEW QUESTION # 83

According to the CAN-SPAM Act, every email advertisement for real estate services must do all of the following EXCEPT

- A. allow a method for the recipient to opt out and not receive future emails.
- B. clearly indicate the nature of the content of the email.
- C. advise the recipient that it will take 180 days to remove the recipient's name from this email list.
- D. inform the recipient of the name and location of the brokerage firm.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The CAN-SPAM Act of 2003 governs commercial email. Key requirements include:

Emails must not use misleading subject lines (A).

Must include the sender's valid physical postal address (B).

Must provide a clear, simple way to opt out of future emails (C).

Opt-out requests must be honored within 10 business days, not 180 days.

Thus, advising that it will take 180 days to remove an email address is not compliant.

Correct answer: D.

Reference: CAN-SPAM Act (15 U.S.C. 7704); Massachusetts Real Estate Salesperson Candidate Handbook - Advertising Compliance.

### NEW QUESTION # 84

An example of modular construction is

- A. an apartment building.
- B. a log cabin.
- C. a home used as a model.
- D. prefabricated housing.

**Answer: D**

Explanation:

In real estate and construction terminology, modular construction refers to a building method where sections of the home are manufactured in a factory setting, transported to the building site, and then assembled on a permanent foundation. This is a form of prefabricated housing, but different from mobile homes because modular homes are considered real property once placed on their permanent foundation.

Massachusetts licensing materials classify modular homes under prefabricated housing because they are built off-site to precise specifications and then joined together at the location. This method provides greater efficiency, lower cost, and adherence to state and local building codes. By contrast, apartment buildings (B) are traditionally built on-site, a model home (C) is only a sales demonstration, and a log cabin (D) may be site-built but not considered modular unless pre-manufactured in sections.

Therefore, the correct answer is A: prefabricated housing.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership and Land Use Controls section; Modern Real Estate Practice, 20th Edition, Construction Methods.

### NEW QUESTION # 85

A seller has entered into an exclusive right to sell agreement with a broker. The buyer presents the seller with an offer to purchase which is 20% less than the list price. Which of the following is appropriate?

- A. The seller is obligated to pay the buyer a commission or the offer price if the seller rejects the offer.
- B. The seller is obligated to make a counteroffer to the buyer if the offer is unacceptable.
- C. The seller has 72 hours to submit a counteroffer or else the offer is considered to be accepted.
- **D. The seller is under no obligation to accept the offer or make a counteroffer.**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A listing agreement gives the broker the right to market the property and earn a commission if a ready, willing, and able buyer is found, but it does not obligate the seller to accept any offer. Even if the offer is below asking price, the seller can accept, reject, or counteroffer. The seller has full discretion to decide, and no automatic acceptance or commission liability arises just because the offer is refused.

A: Incorrect, seller never owes buyer a commission.

C: There is no automatic "72-hour" acceptance rule unless specifically written into the offer.

D: Seller is not required to counter.

Thus, the correct answer is B.

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

### NEW QUESTION # 86

A person acquires an option to purchase a parcel of another person's land. Which of the following statements is correct?

- A. The consideration for the option right, plus interest, will be automatically applied to the purchase price if the option is exercised.
- B. An option is a promise by the optionee to enter into a contract in the future.
- **C. The terms and conditions of the sale must be stated if the option is to be a valid contract.**
- D. The potential buyer is the optionor and the seller is the optionee.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

An option contract is a unilateral contract in which the seller (optionor) grants the buyer (optionee) the exclusive right to purchase property at a specified price within a set time. For the option to be valid, the terms and conditions of the future sale must be clearly stated (price, property description, and time period).

Consideration (option money) must also be given.

A: Incorrect because only the optionor (seller) is obligated; the optionee (buyer) is not required to purchase.

C: Option consideration is not automatically applied unless the contract specifically states it.

D: Reverses the roles; the seller is the optionor, the buyer is the optionee.

Thus, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Options in Real Estate.

## NEW QUESTION # 87

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