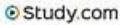


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<http://study.com/academy/practice/quiz-worksheet-massachusetts-real-estate-salesperson-licensure.html> 

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 ____.

- ☐ a. National Association of Realtors
- ☐ b. National Association of Real Estate Brokers
- ☐ c. Massachusetts Association of Realtors
- ☐ d. 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 ____.

- ☐ a. recertification form
- ☐ b. new license
- ☐ c. reactivation form
- ☐ d. 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.

- ☐ a. 12, 24 months
- ☐ b. 24, 12 months
- ☐ c. 24, 24
- ☐ d. 18, three years


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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q22-Q27):

NEW QUESTION # 22

The commission rate included in a listing contract is determined by

- **A. negotiation.**
- B. national trade organizations.
- C. local custom.
- D. state statute.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Real estate commissions are always negotiable between the broker and the client. Neither the state, local customs, nor trade associations (like NAR) may fix commission rates, as that would violate the Sherman Antitrust Act (prohibiting price-fixing and restraint of trade).

A: Massachusetts does not set commission rates by statute.

B: Local custom does not determine commissions.

C: Trade organizations may publish surveys but cannot set rates.

Thus, commission terms are agreed to by negotiation between the broker and client in the listing contract.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Brokerage Agreements; Sherman Antitrust Act (15 U.S.C. 1).

NEW QUESTION # 23

If a lender has granted a VA-guaranteed loan to a veteran, the veteran

- **A. may sell the property to another veteran who assumes the loan.**
- B. cannot prepay any of the principal amount of the loan.
- C. cannot apply for another VA loan in the veteran's lifetime.
- D. makes the down payment directly to the VA.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A VA-guaranteed loan allows veterans to purchase with little or no down payment. Once the loan is made, the veteran deals directly with the lender - not the VA. The VA guarantees repayment to the lender if default occurs.

A: Down payments, if required, are paid to the lender, not the VA.

B: Veterans may obtain multiple VA loans in a lifetime, depending on eligibility and entitlement.

C: VA loans allow prepayment without penalty.

D: VA loans are assumable, meaning another veteran (or even non-veteran, with lender approval) may assume the existing financing, often a benefit if the loan has a favorable interest rate.

Correct answer: D.

Reference: VA Lender's Handbook; Massachusetts Real Estate Salesperson Candidate Handbook - Financing /VA Loans.

NEW QUESTION # 24

Inactive salespersons are permitted to perform which of the following activities?

- A. Refer potential listings to an active broker in exchange for a fee from the active broker.
- B. Refer potential buyers to an active salesperson in exchange for a fee from the salesperson.
- C. List homes by telephone.
- D. Affiliate with inactive brokers.

Answer: A

Explanation:

An inactive salesperson in Massachusetts holds a license that is not active for brokerage activities (buying, selling, leasing). They may not list homes, show property, or handle transactions.

However, under M.G.L. c. 112, an inactive licensee may receive a referral fee from an active broker for referring potential business. This is because the inactive license keeps the person legally affiliated with the licensing system, even though they cannot directly engage in brokerage.

They may not be paid directly by other salespersons, nor may they affiliate with inactive brokers. Referrals and fee-sharing must always flow through an active broker.

Reference: M.G.L. c. 112, 87RR, 87SS; 254 CMR 2.00.

NEW QUESTION # 25

The Massachusetts Sanitary Code requires landlords to

- A. Maintain their properties in a safe and habitable condition.
- B. Provide a statement of condition within 30 days of the lease.
- C. Notify a tenant 24 hours prior to entering a property.
- D. Inspect the property every six months.

Answer: A

Explanation:

The Massachusetts State Sanitary Code (105 CMR 410) establishes minimum standards for human habitation.

Landlords are required to ensure that rental units are kept in a safe, sanitary, and habitable condition at all times. This includes maintaining heating systems, hot water, structural integrity, pest control, and ensuring compliance with health and safety standards.

While landlords may provide a statement of condition when collecting a security deposit (per M.G.L. c. 186, § 15B), this is not part of the Sanitary Code itself. Similarly, no law requires inspections every six months or a 24-hour notice of entry (although reasonable notice is considered best practice and is recommended in case law).

The essential legal requirement is habitability. Tenants have the right to withhold rent or seek remedies if the landlord fails to maintain the property in compliance with the Sanitary Code. Local boards of health enforce these regulations.

Reference: Massachusetts Sanitary Code, 105 CMR 410; M.G.L. c. 186, § 14; Massachusetts Real Estate Salesperson Study Guide - Landlord/Tenant Law.

NEW QUESTION # 26

A buyer receives a seller's property condition disclosure in which the buyer's agent believes the seller has misrepresented the condition of the property. The buyer's agent should

- A. remain silent as the agent does not know for certain that the seller has misrepresented the property.
- B. point out this concern to the buyer and recommend further inspection or investigation before proceeding.
- C. recommend that the buyer withdraw from the transaction.
- D. call the listing agent and express this concern.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

An agent owes a fiduciary duty of care, loyalty, and disclosure to their client. If a buyer's agent suspects misrepresentation in a seller disclosure, they cannot remain silent (A) because that fails fiduciary duty. They also cannot simply instruct withdrawal (B) without investigation. Communicating only with the listing agent (C) does not fulfill the duty to protect the buyer.

The proper action is to disclose the concern to the buyer and recommend further investigation, inspections, or professional evaluations before proceeding. This allows the buyer to make an informed decision and protects the agent from liability.

Correct answer: D.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency Obligations; Seller Disclosure Laws.

NEW QUESTION # 27

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