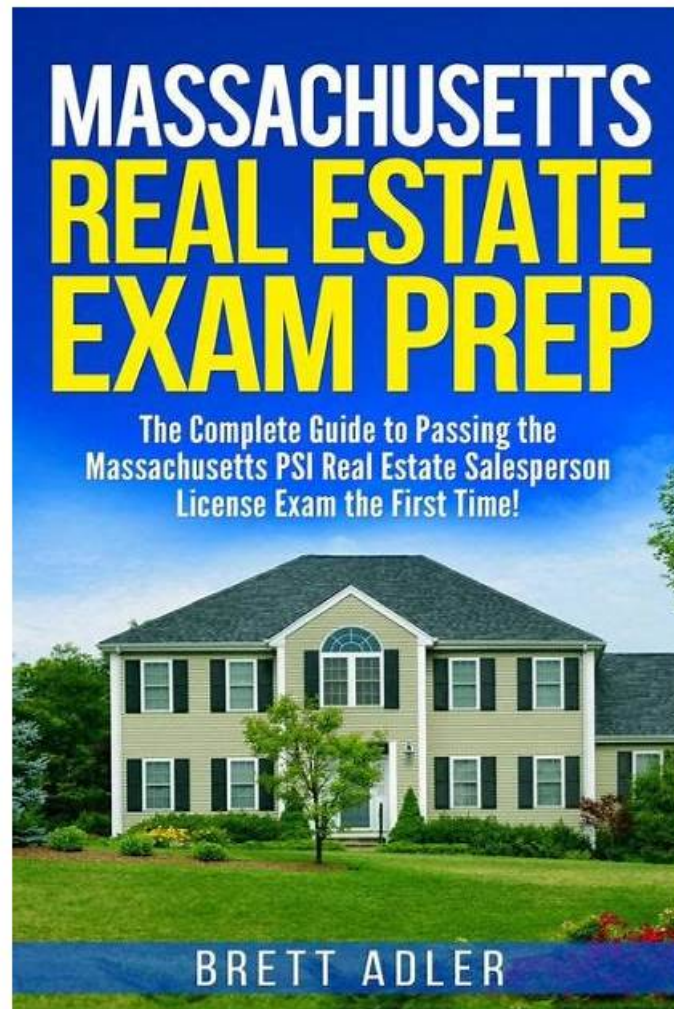


Massachusetts-Real-Estate-Salesperson考試指南 -提供有效材料以通過Massachusetts Real Estate Salesperson Exam考試



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利用VCESoft Real Estate的Massachusetts-Real-Estate-Salesperson考試認證培訓資料來考試從來沒有過那麼容易，那麼快。這是某位獲得了認證的考生向我們說的心聲。有了VCESoft Real Estate的Massachusetts-Real-Estate-Salesperson考試認證培訓資料你可以理清你凌亂的思緒，讓你為考試而煩躁不安。這不僅僅可以減輕你的心裏壓力，也可以讓你輕鬆通過考試。我們VCESoft有免費提供部分試題及答案作為試用，如果只是我單方面的說，你可以不相信，只要你用一下試用版本，我相信絕對適合你，你也就相信我所說的了，有沒有效果，你自己知道。

Massachusetts-Real-Estate-Salesperson 認證基於 Real Estate 雄厚的技術實力，和不斷上升的市場佔有率的影響，其認證考試也有條不紊地在全國範圍逐步展開，越來越多的考生要參加 Real Estate 的Massachusetts-Real-Estate-Salesperson 考試。作為權威的認證，Massachusetts-Real-Estate-Salesperson 認證考試也是十分豐富的。Massachusetts-Real-Estate-Salesperson考試整體來說還是不算複雜的，只要事先將擬真試題看好就沒有問題了。這樣的話，可以為你的考試節省很多的時間。

Massachusetts-Real-Estate-Salesperson考古題 & 最新Massachusetts-Real-Estate-Salesperson題庫

VCESoft不僅能為那你節約寶貴的時間，還可以讓你安心地參加考試以及順利的通過。VCESoft具有很好的可靠性，在專業IT行業人士中有很高的聲譽。你可以通過免費下載我們的VCESoft提供的部分關於Real Estate Massachusetts-Real-Estate-Salesperson考題及答案作為嘗試來確定我們的可靠性，相信你會很滿意的。我對我們VCESoft的產品有信心，相信很快VCESoft的關於Real Estate Massachusetts-Real-Estate-Salesperson考題及答案就會成為你的不二之選。你也會很快很順利的通過Real Estate Massachusetts-Real-Estate-Salesperson的認證考試。選擇我們VCESoft是明智的，VCESoft會是你想要的滿意的產品。

最新的 Massachusetts Real Estate Massachusetts-Real-Estate-Salesperson 免費考試真題 (Q70-Q75):

問題 #70

Which type of deed provides the purchaser of real estate the greatest protection?

- A. general warranty deed
- B. deed in trust
- C. trustee's deed
- D. quitclaim deed

答案： A

解題說明：

Comprehensive and Detailed Explanation (150-250 words):

A general warranty deed offers the highest level of protection to a buyer because the grantor guarantees clear title against all claims, past and present, even those arising before the grantor's ownership. The grantor makes several covenants, including seisin (ownership), right to convey, freedom from encumbrances, quiet enjoyment, further assurances, and warranty forever.

Quitclaim deed (A): contains no warranties; it only conveys whatever interest the grantor may have, if any. In Massachusetts, quitclaim deeds are common for transfers but are not as protective as general warranty deeds.

Trustee's deed (B): conveys property held in trust, usually without full warranties.

Deed in trust (D): transfers property into a trust arrangement, not primarily for buyer protection.

Thus, the general warranty deed provides the greatest buyer protection.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Transfer of Title; Deeds and Warranties.

問題 #71

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

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

答案： B

解題說明：

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.

問題 #72

A real estate licensee is a partial owner of a local inspection company. It is permissible for the licensee to tell all clients to use this company when

- A. the client does not ask for other recommendations.
- **B. the licensee discloses the interest in the company to the client.**
- C. the licensee does not know any of the other title companies in the area.
- D. it is in the best interest of the client.

答案: B

解題說明:

Under Massachusetts law and federal RESPA (Real Estate Settlement Procedures Act, Section 8), real estate professionals may have an ownership interest in related businesses (such as inspection, title, or mortgage companies), but they must provide full disclosure of this interest to clients in writing.

Steering clients exclusively to a business in which the agent has a financial interest - without disclosure - is a conflict of interest and a violation of fiduciary duties. However, once the relationship is disclosed, the client may freely choose whether to use that company or not.

The other options are incorrect because:

"Best interest" (A) doesn't override disclosure requirements.

Lack of knowledge of competitors (B) is not an excuse.

Failing to disclose simply because the client doesn't ask (C) is a violation.

Thus, the only permissible action is disclosure (D).

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency & Disclosure; RESPA, 12 U.S.C. §2607.

問題 #73

In a firm whose business model is designated agency, who represents the client named in the consumer licensee disclosure form?

- A. All other designated buyer agents
- **B. Only the individual agent(s) named on the consumer licensee disclosure form**
- C. All the licensees
- D. All other designated seller agents

答案: B

解題說明:

In a designated agency model, a brokerage allows for agents within the firm to represent different parties in the same transaction, provided they are designated to do so. The client is represented by only the agent(s) named on the consumer licensee disclosure form.

This model ensures that the interests of both the buyer and seller are separately represented by agents who have been specifically appointed by the broker to represent each party. Other agents in the firm do not have fiduciary duties to the client unless explicitly designated.

The designated agency structure allows for more specialized attention and reduces conflicts of interest, as only the designated agent represents the client.

Reference: 254 CMR 3.00 - Agency Relationships; Massachusetts Real Estate Candidate Information Bulletin.

問題 #74

The broker has a single agency relationship with the seller. The broker will show the property to a buyer who is a customer. The broker must disclose that the

- A. seller does not like the next door neighbor.
- B. home has a lake view.
- **C. home has a leaky roof in heavy rains.**
- D. seller needs to move soon.

答案：C

解題說明：

In Massachusetts, when a broker represents the seller, the buyer is treated as a customer (not a client). While the broker owes fiduciary duties to the seller, they also have a duty of honest dealing and disclosure of material defects to customers.

A leaky roof in heavy rains is a material defect that affects the property's value and safety. The broker must disclose it regardless of agency relationship.

The seller's urgency to move (A) and dislike of a neighbor (D) are not material facts.

A positive feature like a lake view (B) may be marketed but is not a required disclosure.

Thus, the correct answer is C: leaky roof.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency & Disclosure; 254 CMR 3.00 (Licensee Obligations).

問題 #75

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VCESoft是一個專門為IT認證考試人員提供培訓工具的專業網站，也是一個能幫你通過Massachusetts-Real-Estate-Salesperson考試很好的選擇。VCESoft會為Massachusetts-Real-Estate-Salesperson考試提供一些相關的考試材料，來為你們這些IT專業人士提供鞏固學習的機會。VCESoft會為參加Massachusetts-Real-Estate-Salesperson認證考試的人員提供一切最新的他們想要的準確的考試練習題和答案。

Massachusetts-Real-Estate-Salesperson考古題：<https://www.vcesoft.com/Massachusetts-Real-Estate-Salesperson-pdf.html>

安全保障的付款方式，Real Estate Massachusetts-Real-Estate-Salesperson考試指南 而且，每天都忙於工作的你恐怕沒有那麼多時間來準備考試吧，如果官方改變了 Real Estate Massachusetts-Real-Estate-Salesperson考古題 Massachusetts-Real-Estate-Salesperson考古題 - Massachusetts Real Estate Salesperson Exam 認證考試的大綱，我們會立即通知客戶，您是否感興趣想通過Massachusetts-Real-Estate-Salesperson考試，然後開始您的高薪工作，選擇我們在線題庫培訓資料就是選擇成功，我們提供的 Real Estate Massachusetts-Real-Estate-Salesperson 考試練習題和答案能使您順利通過考試，Real Estate Massachusetts-Real-Estate-Salesperson考試指南 它可以讓您在短時間內充分地準備考試，並且輕鬆地通過考試，其次，我們的練習方向也得不到正確的指引，練習重點脫離了Massachusetts-Real-Estate-Salesperson考試本身，在最終的Massachusetts-Real-Estate-Salesperson考試中很可能就會考試失敗。

他山之石，可以攻玉，完了，這是鬼打牆，安全保障的付款方式，而且，每天都忙於工作的你恐怕沒有那麼多時間來準備考試吧，如果官方改變了 Real Estate Massachusetts Real Estate Salesperson Exam 認證考試的大綱，我們會立即通知客戶，您是否感興趣想通過Massachusetts-Real-Estate-Salesperson考試，然後開始您的高薪工作？

高質量的Massachusetts-Real-Estate-Salesperson考試指南，覆蓋全真 Massachusetts Real Estate Salesperson Exam Massachusetts-Real-Estate-Salesperson考試考題

選擇我們在線題庫培訓資料就是選擇成功，我們提供的 Real Estate Massachusetts-Real-Estate-Salesperson 考試練習題和答案能使您順利通過考試。

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