

Real Estate Massachusetts-Real-Estate-Salesperson Exam Questions Come With Free 12 Months Updates

Real Estate Salesperson exam 174 Questions with Answers 2024

What agency issues real estate licenses?
 New York State Dept of State (NYDOS) Division of Services

At what age can you become a real estate sales person?
 18

Do you need experience in the field to become a salesperson?
 No

What is the minimum age to become a real estate broker?
 20

Do you need experience in the field to become a broker?
 2 years and 3500 points

If your license is revoked, how long do you have to wait to re-apply for it?
 1 year

As a licensed salesperson, I can receive compensation from _____.
 Sponsoring broker

As a real estate licensee, you will more often than not be an _____, will receive a _____ from your broker, and will file a _____ on your tax return to detail your earning vs your expenses.
 Independent contractor, 1099, schedule C

Attorneys admitted to the bar in NYS are _____ from the licensure law, unless they take on salesperson.
 Exempt

If you mix your client's money with the office operating funds, its called _____ and you have violated which of the fiduciary obligations?
 Commingling, accountability

For how long does a broker need to keep all of his/her paperwork and records?
 3 years

If my license has expired, for how long can I continue to practice real estate sales? In other words, what is the grace period?
 30 days

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>> Massachusetts-Real-Estate-Salesperson Hot Questions <<

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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q83-Q88):

NEW QUESTION # 83

The need to protect the public's health and safety against poor construction practices has resulted in the enactment of

- A. zoning committees.
- **B. building codes.**
- C. restrictive deed conditions.
- D. zoning ordinances.

Answer: B

Explanation:

Building codes establish minimum standards for construction and materials to protect public health and safety. These codes regulate structural integrity, electrical systems, plumbing, mechanical installations, and fire prevention requirements.

In Massachusetts, the State Building Code (780 CMR) governs these practices and is enforced by local building inspectors. Building codes ensure that properties meet safe construction standards and prevent hazardous conditions.

Zoning ordinances (A) regulate land use (e.g., residential vs. commercial), restrictive deed conditions (B) are private limitations placed in deeds, and zoning committees (D) are administrative, not regulatory. Therefore, only building codes directly address the protection of health and safety from poor construction practices.

Reference: Massachusetts State Building Code (780 CMR); Massachusetts Real Estate Salesperson Candidate Handbook - Land Use Controls.

NEW QUESTION # 84

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. Inform the client that the offer will be presented without any earnest money since the agent is required to submit all offers.
- B. Refuse to present the offer to the seller's agent until the earnest money can be deposited.
- **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 # 85

In a jurisdiction where the common law of agency applies, a broker has listed a home and then presented to the seller an offer from another client of the broker. The offer has been accepted. The broker has what type of agency relationship with the parties?

- A. seller agency, buyer sub-agency

- B. seller agency, no agency relationship with buyer
- C. no agency relationship; in this situation the broker becomes a facilitator only
- **D. dual agency**

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Under the common law of agency, an agent owes fiduciary duties to the party they represent. If a broker represents a seller under a listing agreement but also brings a buyer who is their client, the broker now represents both parties in the same transaction. This creates a dual agency relationship.

Dual agency is lawful in Massachusetts only if there is full disclosure and written informed consent from both parties. Without disclosure, it would be an undisclosed dual agency, which is illegal.

A: Incorrect - the broker does represent the buyer.

B: Facilitation is a non-agency relationship, but that's not the case here.

C: Buyer is not a sub-agent of the seller; they are a client.

Correct answer: D: dual agency.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency Law; 254 CMR 3.00.

NEW QUESTION # 86

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

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

Answer: D

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 # 87

Disclosure of licensee relationships to prospective buyers and sellers is required

- **A. At the first personal meeting to discuss a specific single-family property.**
- B. When listing commercial properties.
- C. When discussing any real estate issue.
- D. When responding to a telephone or internet inquiry.

Answer: A

Explanation:

In Massachusetts, licensee relationship disclosure is governed by M.G.L. c. 112, § 87AAA and 254 CMR

3.00. State law requires that real estate agents disclose their agency relationship to prospective buyers and sellers at the first personal meeting to discuss a specific property. This requirement is primarily intended for residential transactions involving one- to four-family properties.

This disclosure clarifies whether the agent represents the seller, the buyer, or is functioning in another capacity (such as a facilitator). It ensures that consumers are fully informed about where the licensee's loyalty lies before substantive discussions occur.

The law does not require agency disclosure for mere inquiries (phone or internet), for general real estate discussions, or for commercial property listings. The specific trigger is the first personal meeting to discuss a specific single-family property.

Reference: 254 CMR 3.00; Massachusetts Real Estate License Law Summary; Consumer Guide to Real Estate Agency

Relationships.

NEW QUESTION # 88

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