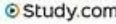


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Quiz & Worksheet - Massachusetts Real Estate Salesperson Licensure

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 (Q118-Q123):

NEW QUESTION # 118

A prescriptive easement is proven by a

- A. previous recorded deed.
- B. recorded abstract.
- C. title policy.
- D. quiet title action.

Answer: D

Explanation:

A prescriptive easement is established through open, notorious, continuous, and adverse use of another's land for a statutory period (in Massachusetts, typically 20 years).

To legally recognize and establish the easement, the claimant must usually bring a quiet title action in court.

This court proceeding clarifies ownership rights and confirms the existence of the easement.

A (deed): not applicable since prescriptive easements arise without written agreements.

C (abstract): summarizes recorded documents but would not establish prescriptive rights.

D (title policy): insures title, does not prove an easement.

Thus, the correct answer is B: quiet title action.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Easements & Rights; M.G.L. c. 187, §2.

NEW QUESTION # 119

The Massachusetts Consumer Protection Act requires that

- A. The buyer be informed of all offers.
- B. The seller disclose all offers received.
- C. The broker disclose known material defects.
- D. The seller's information be kept confidential.

Answer: C

Explanation:

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) prohibits unfair or deceptive practices in trade or commerce. In real estate, this means that a broker must disclose known material defects to prospective buyers. Failing to do so constitutes a deceptive act and can subject the broker to liability, including double or treble damages, attorney's fees, and court costs.

While sellers and buyers have their own disclosure obligations, the statute specifically imposes consumer protection responsibilities on businesses, including real estate brokers. Confidentiality of client information is a fiduciary duty under agency law, not a requirement of Chapter 93A. Offers themselves must always be presented to clients, but Chapter 93A focuses primarily on material misrepresentation and nondisclosure.

Reference: M.G.L. c. 93A; 254 CMR 3.00; Massachusetts Real Estate Candidate Information Bulletin - Consumer Protection Law.

NEW QUESTION # 120

Which of the following statements about the leasing of apartments in Massachusetts is correct?

- A. Tenancies at will are enforceable under the law.
- B. Interest on security deposits begins after the first year of tenancy.
- C. Leases terminate when the property is sold.
- D. Death of the landlord terminates residential leases.

Answer: A

Explanation:

In Massachusetts, tenancies at will are legally enforceable and governed by M.G.L. c. 186, 12. This type of tenancy exists without a

fixed lease term and continues until terminated by proper notice (30 days or one full rental period, whichever is longer).
Other options are incorrect:
Security deposits (M.G.L. c. 186, 15B) accrue interest from the date received, not after one year.
Leases do not terminate when property is sold; the new owner assumes the landlord's obligations under the lease.
Death of the landlord does not terminate a lease; the landlord's estate or heirs become the landlord under Massachusetts law.
Therefore, the correct statement is that tenancies at will are enforceable under the law.
Reference: M.G.L. c. 186, 12 & 15B; Massachusetts Sanitary Code 105 CMR 410.

NEW QUESTION # 121

If a seller defaults in performance of a contract, any of the following actions would be likely to help the buyer recover any losses EXCEPT

- A. filing a complaint with the Real Estate Commission.
- B. bringing an action against the seller for payment of compensatory damages.
- C. canceling the contract and recovering the earnest money.
- D. suing the seller for specific performance.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

When a seller defaults on a purchase agreement, the buyer's remedies typically include:

Specific performance (A): Court order requiring the seller to perform.

Canceling and recovering earnest money (C).

Suing for damages (D).

However, filing a complaint with the Real Estate Commission (B) is not a legal remedy against the seller because the Commission regulates licensees, not private sellers. Unless the seller is also a licensee, the Commission cannot enforce the contract or award damages.

Thus, the correct answer is B: filing a complaint with the Real Estate Commission.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Buyer Remedies.

NEW QUESTION # 122

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

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

Answer: B

Explanation:

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.

NEW QUESTION # 123

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