

# 100% Pass Quiz 2026 Fantastic Real Estate Massachusetts-Real-Estate-Salesperson Reliable Exam Papers

## PSI REAL ESTATE SALESPERSON PRACTICE EXAM CORRECT 100%

A couple listed their home with a broker. After 2 months, the seller found a buyer, and the sale closed. The seller was not obligated to pay a commission to the broker. This listing was MOST likely

1. an exclusive agency listing.
2. an exclusive right to sell listing.
3. a net listing.
4. an advance fee listing. - ANSWER an exclusive agency listing

What critical aspect of the property inspection process MUST licensees convey to prospective buyers?

1. Difficulty of finding competent inspectors.
2. Appropriate fee splitting between inspectors and brokers.
3. Need for inspections to be completed within the time stated in the contract.
4. Likelihood that the inspection will generate a list of items sellers must repair. - ANSWER Need for inspections to be completed within the time stated in the contract.

An exception to title insurance coverage is

1. forged documents.
2. defects found in public newspapers.
3. incorrect records of marital status.
4. defects that clearly appear in the title search. - ANSWER defects that clearly appear in the title search.

If a borrower can afford to make monthly principal and interest payments of \$1,000 and the lender will make a 30-year loan at 5-1/2%, or a 20-year loan at 4-1/2%, what is the largest loan (rounded to the nearest \$100) this buyer can afford? (BE SURE TO USE THE AMORTIZATION TABLE.)

1. \$158,100
2. \$158,300
3. \$175,900
4. \$176,100 - ANSWER \$176,100

State laws differ on whether a buyer is entitled to know about

1. a suicide that occurred in the house last year.
2. possible lead paint in the property.
3. the flooding of the basement every spring.
4. the fact that the sellers are getting a divorce. - ANSWER a suicide that occurred in the house last year.

2025 Latest CramPDF Massachusetts-Real-Estate-Salesperson PDF Dumps and Massachusetts-Real-Estate-Salesperson Exam Engine Free Share: <https://drive.google.com/open?id=14x3yPnOEOTVye0x9pfDWytV7DEV3bqu>

Do you still worry about that you can't find an ideal job and earn low wage? Do you still complain that your working abilities can't be recognized and you have not been promoted for a long time? You can try to obtain the Massachusetts-Real-Estate-Salesperson certification and if you pass the exam you will have a high possibility to find a good job with a high income. If you buy our Massachusetts-Real-Estate-Salesperson Questions torrent you will pass the exam easily and successfully. Our Massachusetts-Real-Estate-Salesperson study materials are compiled by experts and approved by professionals with experiences for many years.

Originating the Massachusetts-Real-Estate-Salesperson exam questions of our company from tenets of offering the most reliable backup for customers, and outstanding results have captured exam candidates' heart for their functions. Our practice materials can be subdivided into three versions. All those versions of usage has been well-accepted by them. There is not much disparity among these versions of Massachusetts-Real-Estate-Salesperson simulating practice, but they do helpful to beef up your capacity and speed up your review process to master more knowledge about the Massachusetts-Real-Estate-Salesperson exam, so the review process will be unencumbered.

>> **Massachusetts-Real-Estate-Salesperson Reliable Exam Papers <<**

## **Valid Massachusetts-Real-Estate-Salesperson Exam Voucher & Reliable Massachusetts-Real-Estate-Salesperson Dumps Questions**

If you want to own a better and bright development in the IT your IT career, it is the only way for you to pass Massachusetts-Real-Estate-Salesperson exam. Don't complain how difficult the Massachusetts-Real-Estate-Salesperson exam is. Because our CramPDF experienced technicians have provided efficient way for you to easily get Massachusetts-Real-Estate-Salesperson Exam Certification. We constantly update test simulation software in order to help you who are preparing for Massachusetts-Real-Estate-Salesperson exam by efforts to get the satisfactory results.

### **Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q35-Q40):**

#### **NEW QUESTION # 35**

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. no agency relationship; in this situation the broker becomes a facilitator only
- B. seller agency, buyer sub-agency
- C. seller agency, no agency relationship with buyer
- 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 # 36**

Active licensees renewing a real estate license must have completed how many hours of continuing education during the two years prior to the scheduled renewal?

- A. Four
- B. Sixteen
- C. Twelve
- D. **Six**

#### **Answer: D**

Explanation:

In Massachusetts, active real estate licensees are required to complete 12 hours of continuing education (CE) during the two-year period prior to their license renewal. This education is essential to ensure that real estate professionals stay updated on industry changes, including legal updates, ethical practices, and the latest regulations.

Among the 12 hours, 3 hours must be focused on the legal aspects of real estate, while the remaining 9 hours can be chosen from various real estate topics, such as ethics, property management, or fair housing laws.

Thus, the correct answer is that six hours are required for continuing education, not 4, 12, or 16.

Reference: 254 CMR 6.00 - Continuing Education Requirements; Massachusetts Real Estate License Law.

#### **NEW QUESTION # 37**

When performing its duties, the Board of Registration protects and safeguards the interests of the

- A. Licensees.
- B. State legislature.
- C. General public.
- D. Governor's office.

**Answer: C**

Explanation:

The Massachusetts Board of Registration of Real Estate Brokers and Salespersons is a regulatory agency under the Division of Professional Licensure. Its mission is to protect the general public, not licensees.

The Board enforces the real estate licensing laws (M.G.L. c. 112, §§ 87PP-87DDD), establishes regulations (254 CMR), administers licensing exams, investigates complaints, and disciplines licensees for violations.

Although the Board interacts with licensees, its role is to ensure consumers are protected from fraud, incompetence, or misconduct in real estate transactions.

Thus, the Board's primary duty is safeguarding the general public, not serving the interests of licensees or government branches.

Reference: M.G.L. c. 13, § 54; M.G.L. c. 112, 87PP-87DDD.

#### NEW QUESTION # 38

A seller wants \$120,000 for a home and still owes \$20,000 of the original loan at 7% interest. The current interest rate is 12%. A buyer can pay \$60,000 down and wants to carry a mortgage that includes the seller's

\$20,000 existing mortgage and the remaining \$40,000 for a total of \$60,000 at an interest rate of 10%. What kind of mortgage loan is this?

- A. buydown
- B. equity
- C. blanket
- D. wraparound

**Answer: D**

Explanation:

A wraparound mortgage is a type of seller financing in which the new loan "wraps around" an existing loan.

The buyer makes one combined payment to the seller, who continues paying the original loan while retaining the difference.

In this case:

The seller owes \$20,000 at 7%.

The buyer wants to borrow \$60,000 total (\$20,000 existing + \$40,000 new).

The new loan is structured at 10% interest, covering both debts.

This is exactly how a wraparound mortgage works: the seller finances the buyer's loan, keeps the existing mortgage in place, and earns the difference between the interest rates.

The other options:

Blanket mortgage (A): covers multiple parcels.

Equity loan (B): based on homeowner equity.

Buydown (D): involves prepaying interest to reduce borrower's rate.

Correct answer: C: wraparound.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing; Real Estate Finance Principles.

#### NEW QUESTION # 39

Which of the following acts does NOT require notifying the Board of Registration?

- A. A broker changes his or her mailing address.
- B. A broker conducts business under the broker's own name.
- C. A broker commences business under the trade name of ABC Realty.
- D. A salesperson terminates employment with one broker and affiliates with another.

**Answer: B**

Explanation:

Massachusetts real estate law requires licensees to notify the Board of Registration of Real Estate Brokers and Salespersons of any changes that affect their license status or operations. This includes:

Change of mailing address (M.G.L. c. 112, 87YY).

Change of broker affiliation for salespersons.

Operating under a trade name (which requires Board approval and proper business certificates).

However, a broker who conducts business under their own legal name does not need to notify the Board separately of this fact. The license is already issued in the broker's name, so no additional approval is required unless a trade or business name is used.

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

## NEW QUESTION # 40

.....

Our Real Estate Massachusetts-Real-Estate-Salesperson preparation questions deserve you to have a try. As long as you free download the demos on our website, then you will love our Massachusetts-Real-Estate-Salesperson preparation braindumps for its high quality and efficiency. All you have learned on our Massachusetts-Real-Estate-Salesperson Study Materials will play an important role in your practice. We really want to help you solve all your troubles about learning the Real Estate Massachusetts-Real-Estate-Salesperson exam.

**Valid Massachusetts-Real-Estate-Salesperson Exam Voucher:** <https://www.crampdf.com/Massachusetts-Real-Estate-Salesperson-exam-prep-dumps.html>

In the present market you are hard to buy the valid study materials which are used to prepare the Massachusetts-Real-Estate-Salesperson certification like our Massachusetts-Real-Estate-Salesperson latest question, One trait of our Massachusetts-Real-Estate-Salesperson exam prepare is that you can freely download a demo to have a try, There is no shortcut to Real Estate Massachusetts-Real-Estate-Salesperson exam questions success except hard work, Real Estate Massachusetts-Real-Estate-Salesperson Reliable Exam Papers You will earn a high salary in a short time.

Changes in Enterprise Networks, Selecting our ITCertKey's Massachusetts-Real-Estate-Salesperson exam materials, it will help you successfully pass your IT exams, In the present market you are hard to buy the valid study materials which are used to prepare the Massachusetts-Real-Estate-Salesperson Certification like our Massachusetts-Real-Estate-Salesperson latest question.

## 100% Pass 2026 Real Estate Massachusetts-Real-Estate-Salesperson: Massachusetts Real Estate Salesperson Exam Fantastic Reliable Exam Papers

One trait of our Massachusetts-Real-Estate-Salesperson exam prepare is that you can freely download a demo to have a try, There is no shortcut to Real Estate Massachusetts-Real-Estate-Salesperson exam questions success except hard work.

You will earn a high salary in a short time, Our Massachusetts-Real-Estate-Salesperson study guide will be always your good helper.

- 2026 The Best Accurate Massachusetts-Real-Estate-Salesperson Reliable Exam Papers Help You Pass Massachusetts-Real-Estate-Salesperson Easily  Download ✓ Massachusetts-Real-Estate-Salesperson  ✓  for free by simply searching on ➤ [www.practicevce.com](http://www.practicevce.com)   Massachusetts-Real-Estate-Salesperson New Dumps Questions
- Massachusetts-Real-Estate-Salesperson training study torrent - Massachusetts-Real-Estate-Salesperson guaranteed valid questions - Massachusetts-Real-Estate-Salesperson exam test simulator  Search for { Massachusetts-Real-Estate-Salesperson } and easily obtain a free download on ✓ [www.pdfvce.com](http://www.pdfvce.com)  ✓   Regular Massachusetts-Real-Estate-Salesperson Update
- Free PDF Quiz 2026 Real Estate Massachusetts-Real-Estate-Salesperson: Pass-Sure Massachusetts Real Estate Salesperson Exam Reliable Exam Papers  Open website [ [www.testkingpass.com](http://www.testkingpass.com) ] and search for ➡ Massachusetts-Real-Estate-Salesperson  for free download  Massachusetts-Real-Estate-Salesperson 100% Accuracy
- Reliable Massachusetts-Real-Estate-Salesperson Exam Materials ↑ Massachusetts-Real-Estate-Salesperson Practice Test Fee  Reliable Massachusetts-Real-Estate-Salesperson Dumps  Search for ( Massachusetts-Real-Estate-Salesperson ) and download it for free on ➡ [www.pdfvce.com](http://www.pdfvce.com)  website  Study Massachusetts-Real-Estate-Salesperson Demo
- Real Estate Massachusetts-Real-Estate-Salesperson Dumps For Quick Exam Preparation 2026  Open “ [www.practicevce.com](http://www.practicevce.com) ” and search for  Massachusetts-Real-Estate-Salesperson  to download exam materials for free   Study Massachusetts-Real-Estate-Salesperson Demo
- Quiz 2026 Massachusetts-Real-Estate-Salesperson: Massachusetts Real Estate Salesperson Exam Pass-Sure Reliable Exam

Papers  Enter ⇒ [www.pdfvce.com](http://www.pdfvce.com) ⇄ and search for 「 Massachusetts-Real-Estate-Salesperson 」 to download for free  
 Reliable Massachusetts-Real-Estate-Salesperson Dumps

DOWNLOAD the newest CramPDF Massachusetts-Real-Estate-Salesperson PDF dumps from Cloud Storage for free:

<https://drive.google.com/open?id=14x3yPnOEOTVysc0x9pfldWytV7DEV3bqu>