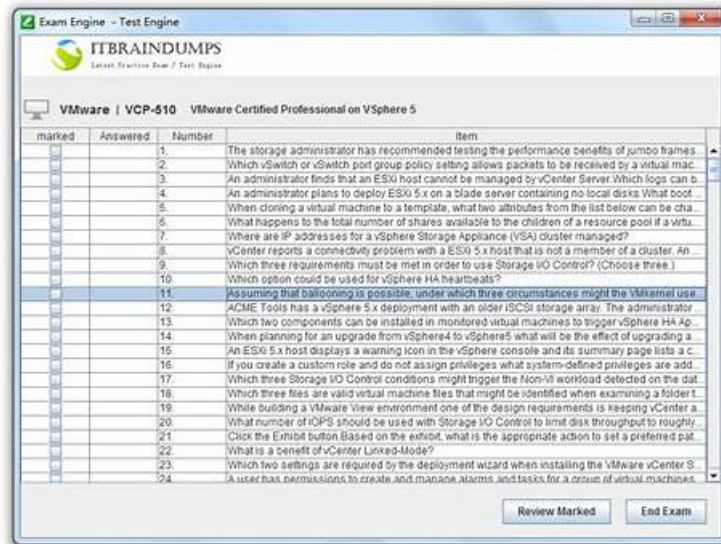


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This is similar to the Massachusetts-Real-Estate-Salesperson desktop format but this is browser-based. It requires an active internet connection to run and is compatible with all browsers such as Google Chrome, Mozilla Firefox, Opera, MS Edge, Safari, Internet Explorer, and others. The Real Estate Massachusetts-Real-Estate-Salesperson Mock Exam helps you self-evaluate your Massachusetts Real Estate Salesperson Exam exam preparation and mistakes. This way you improve consistently and attempt the Massachusetts-Real-Estate-Salesperson certification exam in an optimal way for excellent results in the exam.

## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q99-Q104):

### NEW QUESTION # 99

When a licensee is hired to find a tenant for a summer vacation home on Cape Cod built in 1950, for a period of two weeks,

- A. An unlicensed assistant may handle the transaction.
- B. The Massachusetts Fair Housing Law does not apply.
- C. There is no limit on the amount of the security deposit.
- **D. The Massachusetts Lead Law is not applicable.**

**Answer: D**

Explanation:

The Massachusetts Lead Poisoning Prevention and Control Act (M.G.L. c. 111, §§ 189A-199B) requires that residential property built before 1978 where a child under six will reside must be either deleaded or brought into interim control. However, the law includes a specific exemption: short-term vacation or recreational rentals of 31 days or less are not subject to the Lead Law requirements.

In this case, the home was built in 1950 (pre-1978), but since it is a two-week summer rental, the Lead Law does not apply. All other real estate laws, including Fair Housing, still apply, and an unlicensed assistant may not independently handle transactions. Security deposits remain capped by law (equal to one month's rent maximum).

Reference: Massachusetts Lead Law, M.G.L. c. 111, 189A-199B; Massachusetts Real Estate Candidate Information Bulletin - Environmental Issues.

### NEW QUESTION # 100

Which of the following is incorrect regarding carbon monoxide inspection?

- **A. The inspection must be completed by a building inspector.**
- B. The inspection must be completed by the local fire department.
- C. There is no additional fee if the inspection is done at the same time as the smoke detector inspection.
- D. The inspection must be completed as a prerequisite to sell a residential property burning fossil fuel.

**Answer: A**

Explanation:

Carbon monoxide (CO) inspections are required in Massachusetts for properties that use fossil fuels for heating or other purposes (e.g., natural gas, oil). This is a part of the state's regulations to protect tenants and homeowners from dangerous levels of carbon monoxide exposure.

The inspection is typically done at the same time as the smoke detector inspection, and there is no additional fee if both inspections are conducted at once. However, the inspection must be completed by the local fire department, not a building inspector. This is because the fire department is authorized to ensure that carbon monoxide detectors are in place and functioning properly.

The carbon monoxide inspection is indeed a prerequisite for selling residential property that burns fossil fuel, but it does not need to be conducted by a building inspector.

Thus, the incorrect statement is that the inspection must be done by a building inspector.

Reference: 527 CMR 1.00 - Massachusetts Fire Code; M.G.L. c. 148, § 26F.

### NEW QUESTION # 101

Which of the following are potential remedies for violating Massachusetts General Laws Chapter 93A?

- A. Fine of not more than \$11,000
- B. 1 year probation
- **C. Double or triple damages, attorney's fees and court costs**
- D. Imprisonment

**Answer: C**

Explanation:

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) provides strong remedies against unfair or deceptive trade practices, including real estate transactions. If a licensee or business is found to have willfully or knowingly violated c. 93A, the court may award double or treble damages to the injured consumer, plus reasonable attorney's fees and court costs.

These remedies are civil, not criminal, so imprisonment, probation, or statutory fines are not the primary penalties under Chapter 93A. The law is designed to deter deceptive conduct and encourage settlement of consumer claims by making the consequences of violation financially severe.

For real estate licensees, violations can also overlap with Board of Registration discipline, but under c. 93A specifically, the primary remedies are monetary (compensatory and punitive damages) and reimbursement of legal costs.

Reference: M.G.L. c. 93A, 9-11; Massachusetts Real Estate Candidate Information Bulletin - Consumer Protection Law.

#### NEW QUESTION # 102

Which of the following property valuation estimates or reports would have to be prepared by a licensed or certified appraiser?

- A. a reconciliation report for an FHA loan
- B. a comparative market analysis
- C. a broker's price opinion
- D. a value analysis for a non-residential property valued below \$250,000

**Answer: A**

Explanation:

Under federal law (FIRREA - Financial Institutions Reform, Recovery, and Enforcement Act of 1989), any appraisal used in connection with a federally related transaction (such as FHA-insured or VA-guaranteed loans) must be prepared by a state-licensed or state-certified appraiser.

While brokers and salespersons in Massachusetts may prepare broker price opinions (BPOs) and comparative market analyses (CMAs), these are considered marketing tools and cannot substitute for a certified appraisal in federally related transactions. Likewise, although smaller non-residential properties under \$250,000 may sometimes qualify for alternative valuation methods, FHA loan underwriting requires a formal appraisal with reconciliation prepared by a licensed appraiser.

Thus, the correct answer is C: reconciliation report for an FHA loan.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Appraisal; FIRREA (12 U.S.C. 3331-3351).

#### NEW QUESTION # 103

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) does NOT apply to which of the following persons?

- A. Owners who sell their homes privately
- B. Listing brokers who receive only a percentage of commissions
- C. Builders who sell fewer than ten homes a year
- D. Salespersons since they are obligated to their employing brokers only

**Answer: A**

Explanation:

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) prohibits "unfair or deceptive acts or practices in the conduct of any trade or commerce." This law applies to persons engaged in business transactions, including brokers, salespersons, and builders selling homes.

However, a private homeowner selling their own home without engaging in trade or commerce is exempt.

Courts have consistently held that Chapter 93A applies to persons "engaged in business" and does not cover purely private, non-business transactions such as a homeowner selling their own single residence.

Thus, while brokers, agents, and even builders are covered by c. 93A (even if they build/sell fewer than ten homes), a private owner selling without brokerage or business involvement is exempt.

Reference: M.G.L. c. 93A, § 1; Massachusetts Real Estate Candidate Information Bulletin - Consumer Protection Law.

#### NEW QUESTION # 104

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