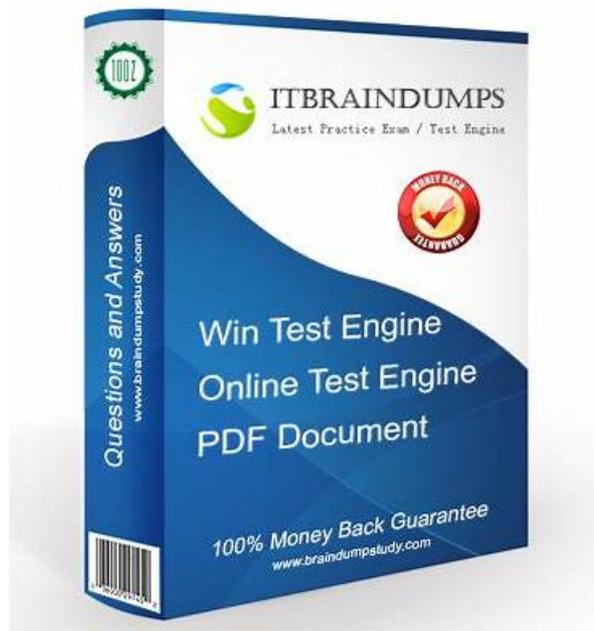


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## **Massachusetts-Real-Estate-Salesperson Exam Certification - 100% Pass Massachusetts-Real-Estate-Salesperson: Massachusetts Real Estate Salesperson Exam First-grade Dumps Reviews**

Remember that this is a crucial part of your career, and you must keep pace with the changing time to achieve something substantial in terms of a certification or a degree. So do avail yourself of this chance to get help from our exceptional Massachusetts Real Estate Salesperson Exam (Massachusetts-Real-Estate-Salesperson) dumps to grab the most competitive Real Estate Massachusetts-Real-Estate-Salesperson certificate. ValidExam has formulated the Massachusetts Real Estate Salesperson Exam (Massachusetts-Real-

Estate-Salesperson) product in three versions. You will find their specifications below to understand them better.

## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q61-Q66):

### NEW QUESTION # 61

A broker lists a property abutting a pond. A potential buyer is interested in the property but plans to build an addition onto a boathouse. The buyer will need

- A. A letter of interim control.
- **B. Approval from the local conservation commission.**
- C. Approval from the State Sanitary Commission.
- D. A certificate of compliance.

**Answer: B**

Explanation:

If a property abuts a pond, the potential construction of any addition, especially near water, may require approval from the local conservation commission. This is because Massachusetts law, under the Massachusetts Wetlands Protection Act (M.G.L. c. 131, § 40), regulates activities near water bodies, wetlands, and other protected areas to preserve the environment and control construction near these sensitive areas.

The local conservation commission is responsible for approving construction projects that could affect the pond or surrounding wetlands. If the buyer intends to build near the pond, especially on land that may fall under these regulations, they must seek the approval of the local conservation commission before proceeding with construction.

Reference: M.G.L. c. 131, § 40 - Wetlands Protection Act; Massachusetts Real Estate Candidate Information Bulletin - Environmental Issues.

### NEW QUESTION # 62

An owner signed a contract to sell an apartment building. Just before closing, the owner informed the buyers that the owner would NOT sell the property. A lawsuit filed by the buyers would be for

- A. quiet title action.
- B. a deficiency judgment.
- **C. specific performance.**
- D. lis pendens.

**Answer: C**

Explanation:

In real estate contract law, when a seller refuses to close after entering into a valid purchase and sale agreement, the buyer can sue for specific performance. This legal remedy compels the seller to perform the exact terms of the contract, meaning they must proceed with the sale.

A lis pendens (B) is merely a recorded notice that litigation is pending, not a lawsuit itself. A quiet title action (C) is used to resolve disputes over property ownership or defects in title, not to enforce a sales contract. A deficiency judgment (D) arises when a foreclosure sale does not produce enough funds to cover the outstanding loan, which is unrelated to this scenario.

Massachusetts recognizes specific performance as an equitable remedy available to real estate buyers because each parcel of real estate is unique. Courts often side with the buyer in such cases, ordering the seller to transfer title as originally agreed.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts Section; Massachusetts General Laws, Contract Remedies in Real Estate Transactions.

### NEW QUESTION # 63

The provisions of the Real Estate License Law apply to which of the following individuals?

- **A. A property manager who handles the sale of units within a managed condominium complex**
- B. Salespersons who sell their primary residences
- C. A licensed person who for a fee receives a referral from a licensed broker
- D. A regular employee of a property owner who conducts lease transactions on the property

**Answer: A**

Explanation:

The Massachusetts Real Estate License Law (M.G.L. c. 112, §§ 87PP-87DDD) applies to anyone who engages in the business of buying, selling, leasing, or negotiating real estate transactions for a fee, commission, or other valuable consideration, unless specifically exempt.

Exemptions include:

Regular salaried employees of property owners who lease or manage property owned by their employer (no license needed).

Salespersons selling their own primary residence (no license needed, as owners always may sell their own property).

Referrals: A licensed person may receive compensation, but unlicensed referral fees are prohibited.

A property manager who handles sales of units (not just leasing or maintenance) is engaged in brokerage activities requiring a license. Therefore, the Real Estate License Law applies in this case.

Reference: M.G.L. c. 112, §§ 87QQ, 87RR; Massachusetts Real Estate Candidate Information Bulletin - Licensing Requirements.

#### NEW QUESTION # 64

A buyer makes an offer on a property and asks the Seller's broker to recommend a good home inspector. The Seller's broker may

- A. Recommend a specific home inspector.
- **B. Provide the complete list of home inspectors prepared by the Commonwealth of Massachusetts.**
- C. Provide a list of no fewer than 20 licensed home inspectors in the county where the property is located.
- D. Provide business cards of local home inspectors.

**Answer: B**

Explanation:

Massachusetts law (M.G.L. c. 112, 221-226, Home Inspector Licensing Act) regulates the relationship between real estate agents and home inspectors. To prevent conflicts of interest and protect consumers, a real estate broker or salesperson may not directly recommend one specific home inspector. Instead, they are required to provide buyers with the official list of licensed home inspectors prepared by the Commonwealth of Massachusetts.

This rule ensures impartiality and prevents brokers from steering buyers to inspectors who might be biased.

Giving out business cards or providing a shortened list of inspectors violates this regulation. The buyer is free to choose any licensed inspector from the state-approved list.

Reference: M.G.L. c. 112, 221-226; 266 CMR (Massachusetts Home Inspector Regulations).

#### NEW QUESTION # 65

Under an option to buy, the ownership of land will change when the

- A. optionor does not fulfill the obligation.
- B. specified time has expired.
- **C. optionee exercises the option.**
- D. option is signed by the parties.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

An option to buy is a unilateral contract where the seller (optionor) gives the buyer (optionee) the exclusive right to purchase property within a set period at agreed terms. Ownership does not transfer when the option is signed - only when the optionee exercises the option and a purchase contract is completed.

A: The option itself does not transfer ownership.

B: Optionor has no further obligations beyond honoring the option.

D: Expiration ends the option with no transfer.

Thus, title passes only after the optionee exercises the option and proceeds with purchase.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Options in Real Estate.

#### NEW QUESTION # 66

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