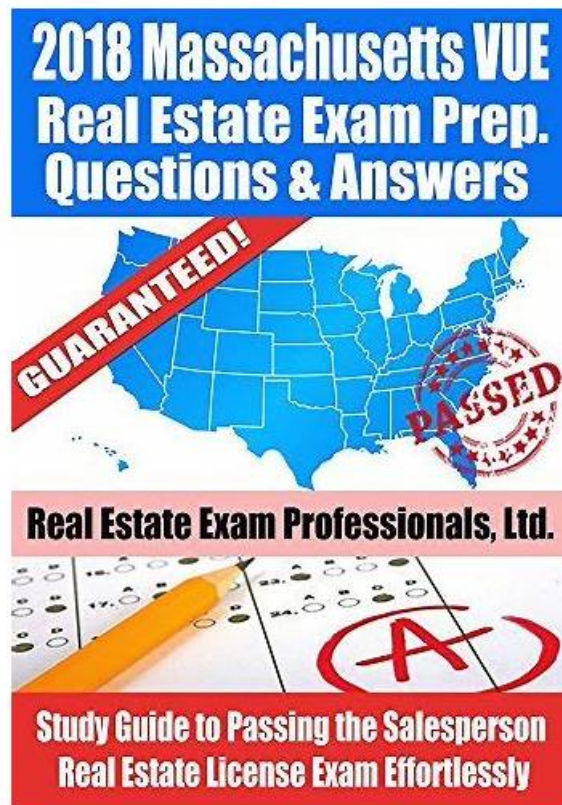


# Massachusetts-Real-Estate-Salesperson Exam Questions Pdf - Guide Massachusetts-Real-Estate-Salesperson Torrent



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### Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q101-Q106):

#### NEW QUESTION # 101

A contract is delivered to the listing broker by a cooperating broker. The listing broker makes an appointment with the owner to present the offer at 7 p.m. of that day. Before 7 p.m., two more offers arrive on the same property. Which offer should be presented to the owner at the 7 p.m. appointment?

- A. The offer with the highest sale price
- **B. All three of the offers**
- C. The offer most favorable to the seller, including price and all terms
- D. The first offer received

**Answer: B**

Explanation:

A Massachusetts real estate licensee has a fiduciary duty of full disclosure and obedience to the client (the seller). That means the listing broker must present all offers promptly and in full to the seller, regardless of the order received or whether one seems more favorable.

The Massachusetts Board of Registration of Real Estate Brokers and Salespersons emphasizes that withholding offers or "screening" them based on price, terms, or timing constitutes a violation of fiduciary duty and can result in disciplinary action. The seller has the exclusive right to decide which offer to accept, reject, or counter. The broker's responsibility is only to deliver all offers in a timely fashion.

Therefore, at the 7 p.m. appointment, the listing broker must present all three offers that had been received. It would be improper to withhold later offers or to select the "best" offer unilaterally.

Reference: Massachusetts Real Estate Salesperson Candidate Information Bulletin; 254 CMR 3.00:

Obligations to the Client; National Association of REALTORS Code of Ethics, Article 1.

#### NEW QUESTION # 102

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

**Answer: A**

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 # 103

A buyer files a complaint against a licensee with the Massachusetts Commission Against Discrimination (MCAD). MCAD denies the complaint because the buyer filed it too long after the discriminatory incident occurred. Within how many days after the alleged incident must a complaint be filed to be considered?

- A. 0
- B. 1
- C. 2
- D. 3

**Answer: C**

Explanation:

The Massachusetts Commission Against Discrimination (MCAD) enforces the state's Fair Housing Law (M.G.L. c. 151B). A person who believes they have experienced housing discrimination must file a written complaint with MCAD within 300 days of the alleged discriminatory act.

Complaints filed after 300 days will be dismissed as untimely. This timeframe aligns with federal Equal Employment Opportunity Commission (EEOC) procedures but is tailored for housing discrimination enforcement at the state level.

Thus, the deadline is 300 days.

Reference: M.G.L. c. 151B, 5; MCAD Complaint Procedures.

### NEW QUESTION # 104

A buyer wants to purchase a home for \$150,000 with a 30% down payment. The lender charges 1.75 points. How much money does the buyer need up front to make the purchase?

- A. \$45,788
- B. \$46,838
- C. \$45,000
- D. \$47,625

**Answer: D**

Explanation:

$45,000 + 1,837.50 = 46,837.50$

Step 1: Calculate the down payment (30% of \$150,000):

$$150,000 \times 0.30 = 45,000$$

Step 2: Determine the loan amount:

$$150,000 - 45,000 = 105,000$$

pass

Step 3: Calculate the cost of points (1.75% of loan):

$$105,000 \times 0.0175 = 1,837.50$$

Step 4: Add the down payment + points:

$$45,000 + 1,837.50 = 46,837.50$$

Rounded, the buyer needs \$47,625 up front.

Thus, the correct answer is B.

Rounded, the buyer needs \$47,625 up front.

Thus, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing & Math (Points, Down Payments, Loan Calculations).

### NEW QUESTION # 105

Two top licensees in a small town have agreed not to show listings of a new real estate firm charging a low commission rate to sellers. This behavior is a violation of the

- A. Blue-Sky laws.
- **B. Sherman Antitrust Act.**
- C. federal fair housing laws.
- D. Equal Credit Opportunity Act.

**Answer: B**

Explanation:

The Sherman Antitrust Act is a federal law that prohibits any contract, combination, or conspiracy that restrains trade or creates monopolies. In the context of real estate, antitrust violations include price fixing, market allocation, group boycotts, and tie-in arrangements.

The situation described - where two licensees agree not to show listings from a competing brokerage charging lower commissions - is a classic example of a group boycott. By conspiring to cut out competition, they are restraining trade and harming both consumers and the new brokerage.

The Equal Credit Opportunity Act (A) deals with lending discrimination, Blue-Sky laws (B) regulate securities, and federal fair housing laws (D) prohibit housing discrimination. Only the Sherman Antitrust Act applies here.

Massachusetts licensees are specifically tested on recognizing antitrust violations. The penalties for Sherman Act violations are severe, including fines, loss of license, and even imprisonment.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Real Estate Practice & Antitrust Laws; Sherman Antitrust Act, 15 U.S.C.1-7.

### NEW QUESTION # 106

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