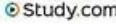


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Quiz & Worksheet - Massachusetts Real Estate Salesperson Licensure

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 (Q135-Q140):

NEW QUESTION # 135

A building was purchased for \$350,000 with a 20% down payment. If the lender charged the buyer three discount points, how much will the buyer need to close?

- A. \$61,600
- B. \$78,400
- C. \$80,500
- D. \$360,500

Answer: C

NEW QUESTION # 136

If owners ask a broker not to show a property to recipients of government assistance, the broker must

- A. Refuse the listing.
- B. Inform the Board of Registration.
- C. Accept the listing.
- D. Inform the Massachusetts Commission Against Discrimination.

Answer: A

Explanation:

Massachusetts law (M.G.L. c. 151B, § 4) prohibits discrimination in housing based on receipt of public assistance, such as Section 8 housing vouchers or other government aid. If a seller instructs a broker not to show a property to prospective buyers or renters receiving government assistance, the broker cannot legally comply with that request.

The broker's fiduciary duty to the client does not extend to violating fair housing law. In such cases, the broker must refuse the listing because accepting it would require them to engage in unlawful discriminatory practices. Reporting to the Board or MCAD is not required; the appropriate action is simply to refuse participation in illegal activity.

This aligns with the Massachusetts Real Estate Licensing Law and MCAD enforcement rules, which hold licensees personally responsible for discriminatory conduct in real estate transactions.

Reference: Massachusetts General Laws c. 151B, Massachusetts Fair Housing Law; MCAD Fair Housing Guidelines; 254 CMR 3.00.

NEW QUESTION # 137

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: D

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 # 138

A private integrated club refused to rent one of its condos to a minority family. The club explained that it did not rent the condos to the public since the condos were for members only. Is the club in violation of the federal Fair Housing Act, and if so, how?

- A. No, because as an integrated club, they could discriminate on the basis of race in renting facilities.
- **B. Yes, because when race is involved, no exceptions to the federal Fair Housing Act exist.**
- C. No, because a private club may restrict the rental of its own lodgings to its members as long as the lodgings are not operated commercially.
- D. Yes, because the club had minority members, and therefore was not eligible for exemptions from the federal Fair Housing Act.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968) prohibits housing discrimination based on race, color, religion, sex, national origin, familial status, or disability. While the Act contains limited exemptions for private clubs and religious organizations, no exemption applies when race is involved.

Therefore, even if the club limits occupancy to members, it cannot refuse to rent based on race. Race discrimination is always illegal, regardless of ownership type or membership restrictions.

B is incorrect: minority membership status does not determine exemption.

C is false: no private club exemption allows racial discrimination.

D misstates the exemption; private clubs may limit lodging to members, but not on the basis of race.

Thus, the correct answer is A: when race is involved, no exemptions apply.

Reference: Fair Housing Act, 42 U.S.C. 3604; Massachusetts Real Estate Salesperson Candidate Handbook

- Fair Housing.

NEW QUESTION # 139

According to the Massachusetts Fair Housing Law, it is unlawful to ask prospective tenants questions about their

- A. Occupation.
- B. Income.
- C. Criminal history.
- **D. Place of birth.**

Answer: D

Explanation:

The Massachusetts Fair Housing Law (M.G.L. c. 151B) prohibits discrimination in housing based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, ancestry, veteran status, familial status, disability, or receipt of public assistance. Asking about a tenant's place of birth could reveal information about national origin or ancestry, which are protected classes under both state and federal fair housing law.

By contrast, landlords and brokers are legally permitted to verify income and occupation to determine financial qualifications, and Massachusetts law also permits certain criminal history checks in compliance with state and federal guidelines. However, questioning applicants about their place of birth is directly discriminatory and unlawful.

Reference: M.G.L. c. 151B, 4; HUD Fair Housing Act Guidelines.

NEW QUESTION # 140

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