

# Interactive Real Estate Massachusetts-Real-Estate-Salesperson Course | Massachusetts-Real-Estate-Salesperson Valid Test Tips



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## Massachusetts-Real-Estate-Salesperson Valid Test Tips & Valid Massachusetts-Real-Estate-Salesperson Exam Materials

Tech firms award high-paying job contracts to Massachusetts Real Estate Salesperson Exam (Massachusetts-Real-Estate-Salesperson) certification holders. Every year many aspirants appear in the Massachusetts-Real-Estate-Salesperson test of the certification, but few of them cannot crack it because of not finding reliable Massachusetts Real Estate Salesperson Exam prep materials. So, you must prepare with real exam questions to pass the certification exam. If you don't rely on actual exam questions, you will fail and loss time and money.

## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q100-Q105):

### NEW QUESTION # 100

A licensee whose license has been suspended is required to

- A. Stop working, but may still make referrals.
- **B. Surrender the license to the Board of Registration.**
- C. Do nothing; no action is required.
- D. Appeal the decision within 14 days.

**Answer: B**

Explanation:

When a real estate license is suspended in Massachusetts, the licensee must surrender their license to the Board of Registration immediately. Suspension means the licensee is temporarily prohibited from engaging in real estate activities.

The licensee cannot continue to work, make referrals, or conduct any real estate transactions during the suspension period. They must follow the suspension terms set by the Board, and the license will be reinstated after the suspension period has ended, provided they comply with any further requirements. The licensee may appeal the decision, but this must be done separately from the

immediate surrender requirement.

Reference: M.G.L. c. 112, § 87FF; 254 CMR 5.00 - Disciplinary Action.

### NEW QUESTION # 101

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 # 102

When practicing as a facilitator, the facilitator

- A. Has an agency obligation of disclosure to the seller.
- B. Must have signed Disclosed Dual Agency.
- **C. Does not represent the seller or the buyer.**
- D. Must represent a seller or a buyer.

**Answer: C**

Explanation:

A facilitator is a neutral party who assists both the buyer and the seller in a real estate transaction but does not have the agency responsibilities of an agent. Facilitators do not represent either party (seller or buyer) and do not owe fiduciary duties to either. The role of a facilitator is limited to helping both parties complete the transaction by providing guidance on the process, preparing documents, and ensuring that all procedural steps are followed.

Unlike agents, facilitators are not required to disclose confidential information or negotiate on behalf of either party. Their primary function is to assist with the logistics of the transaction without representing one party's interests over the other.

Reference: 254 CMR 3.00 - Agency Relationships; Massachusetts Real Estate Candidate Information Bulletin - Facilitator Role.

### NEW QUESTION # 103

A property manager has successfully negotiated the lease of a home built in 1965 to tenants who have no children. Regarding disclosure of lead-based paint, the property manager should

- A. give the tenants 10 days to test the home and provide them with the required booklet.
- B. do nothing, as regulations only apply when children are present.
- **C. have the tenants sign the disclosure form and provide them with the required booklet.**
- D. have all the lead-based paint covered or removed by licensed mitigators.

**Answer: C**

Explanation:

The Residential Lead-Based Paint Hazard Reduction Act (Title X, 1992) requires that landlords and sellers of housing built before 1978 disclose any known lead-based paint hazards to prospective tenants or buyers.

Massachusetts enforces this rule strictly due to its older housing stock.

The law applies regardless of whether children are present. Tenants must receive:

An EPA-approved lead hazard information booklet.

A disclosure form confirming acknowledgment.

Tenants must be informed of their right to test for lead, but in a lease situation they do not automatically get a

10-day inspection period (that applies to sales, not rentals). Covering or removing lead paint (B) is only required if a child under six will occupy the property in Massachusetts, under the Lead Law (M.G.L. c.111 §197).

Thus, the correct answer is D.

Reference: EPA Lead-Based Paint Disclosure Rule; Massachusetts Lead Law; Massachusetts Real Estate Salesperson Candidate Handbook - Environmental Issues.

#### NEW QUESTION # 104

A ranch house with a double garage is being valued. The house next door, which is similar except that it lacks a garage and has an outside deck, was sold last month for \$138,000. Experience in that area shows that a two- car garage is probably worth \$10,000 to buyers, while in general, they will pay only \$500 extra for a deck.

The ranch house is most likely to sell for around

- A. \$147,500
- B. \$123,500
- C. \$128,500
- D. \$148,500

**Answer: A**

Explanation:

#### Comprehensive and Detailed Explanation:

This is a **sales comparison approach** problem. Adjustments are made to the comparable property (the neighbor's sale) to estimate the subject property's value.

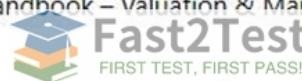
Comparable property: \$138,000

- Add value for garage (subject has one, comparable doesn't): +\$10,000
- Subtract value for deck (comparable has one, subject doesn't): -\$500

$$138,000 + 10,000 - 500 = 147,500$$

Thus, the estimated value of the ranch house is **\$147,500**.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook – Valuation & Market Analysis; Sales Comparison Method.



#### NEW QUESTION # 105

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