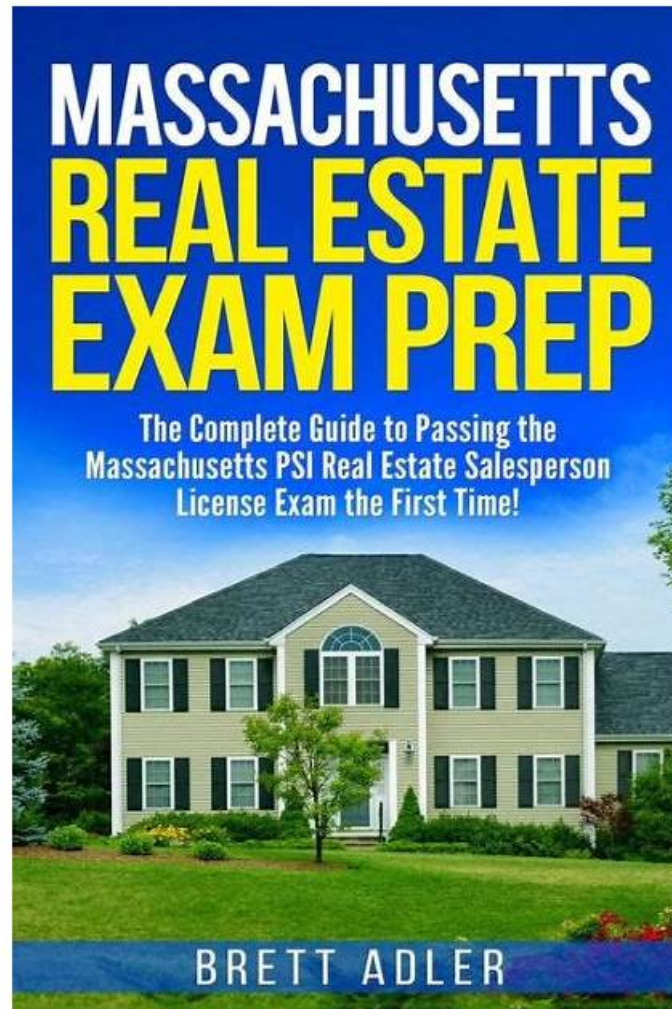


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Passing the Real Estate Massachusetts-Real-Estate-Salesperson certification exam is not a tough thing to do but we make it so. The main reason is that we don't know how to study from the Massachusetts-Real-Estate-Salesperson exam questions we have. We assume that we can study one night and can easily take the Massachusetts Real Estate Salesperson Exam Massachusetts-Real-Estate-Salesperson Exam the next morning. This was possible only when we were the school. Now, it is not possible.

Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q115-Q120):

NEW QUESTION # 115

Which of the following is among the typical responsibilities of a residential property manager?

- A. requesting that the tenant's employer withhold the past due rent from wages
- B. selecting tenants to provide a diverse environment
- C. making decisions about structural changes that will enhance the property value
- D. negotiating leases between the property owner and potential tenants

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A residential property manager typically handles marketing, tenant screening (within fair-housing compliance), lease negotiation and execution, rent collection, coordination of maintenance, and reporting to the owner. Of the choices, negotiating leases between the owner and prospective tenants (D) squarely fits the manager's role. Option A (wage garnishment) is a legal remedy available only through court order-not something a manager can unilaterally request from an employer. Option B (deciding structural changes) exceeds a manager's authority; capital improvements require owner approval. Option C is problematic:

attempting to "select tenants to provide a diverse environment" risks steering or discriminatory practices in violation of fair housing laws; tenant selection must be based on neutral, consistent criteria (income, credit, rental history) applied uniformly. Massachusetts exam content highlights the manager's duty to act within the management agreement, comply with fair housing, and conduct lease negotiations consistent with owner directives. Therefore, D is the correct answer.

References: Massachusetts Real Estate Salesperson Candidate Handbook - Property Management; Fair Housing compliance responsibilities.

NEW QUESTION # 116

A licensee must provide disclosure of licensed status when acting as a principal if

- A. any relative of the licensee has ever lived in the residence.
- B. the licensee has any economic interest in the property.
- C. the agent of the other party asks about this specifically.
- D. the licensee does not have errors and omission insurance.

Answer: B

Explanation:

Under Massachusetts license law (254 CMR 3.00), a real estate licensee who acts as a principal in a transaction (buyer, seller, lessor, or lessee) must disclose in writing that they are a licensed broker or salesperson if they hold any direct or indirect ownership or economic interest in the property.

This rule is intended to protect the public from potential conflicts of interest and ensure transparency. The disclosure must be made in writing before entering into any binding contract.

Simply being asked (A) is not enough; disclosure is mandatory regardless.

Insurance coverage (B) is irrelevant.

Family members (D) may trigger disclosure if the licensee has an ownership/economic interest, but not merely because they lived there.

Correct answer: C.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - License Law & Disclosure; 254 CMR 3.00.

NEW QUESTION # 117

A buyer is purchasing a 3-acre property and is paying \$12,000 per acre. The cooperating fee is 3½% of the sale price. The buyer's agent will receive 55% of the cooperating fee from a broker. How much commission did the buyer's agent receive?

- A. \$231
- B. \$1,260
- C. \$1,386
- **D. \$693**

Answer: D

Explanation:

Step 1: Calculate sale price.

$$3 \text{ acres} \times 12,000 = 36,000$$

Step 2: Calculate cooperating fee (3.5%).


$$36,000 \times 0.035 = 1,260$$

Step 3: Buyer's agent split (55%).

$$1,260 \times 0.55 = 693$$

Thus, the buyer's agent receives \$693.

Correct answer: B.



Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Math & Commissions.

NEW QUESTION # 118

A first-year licensee without either a degree in finance, or a strong background in real estate investment should generally refrain from

- A. representing a first time home buyer.
- **B. listing commercial income property.**
- C. acting as the seller's agent in selling an oceanfront lot to a retiree.
- D. representing an owner who wants to sell raw land to a developer.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Commercial income property brokerage requires specialized competencies: analyzing rent rolls, operating statements, cap rates, cash flow, expense recoveries, lease structures (NNN, modified gross), and investment metrics (IRR, NOI, debt coverage). A first-year licensee lacking finance/investment background typically does not yet possess these skills. Massachusetts licensing materials stress competence and reasonable care

/diligence as fiduciary duties; taking assignments beyond one's expertise can breach those duties. While raw land or unique residential properties can also be complex, the exam recognizes commercial income listings as particularly finance-heavy and analysis-driven. New licensees should seek mentorship, co-list with experienced commercial practitioners, or refer such opportunities until competency is established.

Representation of first-time homebuyers (C) is a common early-career practice area, provided the agent understands agency, disclosures, financing basics, and transaction timelines. Therefore, the prudent, exam- correct choice is to refrain from listing commercial income property without appropriate background.

References: Massachusetts Real Estate Salesperson Candidate Handbook - Agency/Fiduciary Duties; Real Estate Brokerage Practice sections on competence and scope of services.

NEW QUESTION # 119

If a lender has granted a VA-guaranteed loan to a veteran, the veteran

- A. cannot apply for another VA loan in the veteran's lifetime.
- **B. may sell the property to another veteran who assumes the loan.**
- C. makes the down payment directly to the VA.
- D. cannot prepay any of the principal amount of the loan.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A VA-guaranteed loan allows veterans to purchase with little or no down payment. Once the loan is made, the veteran deals directly with the lender - not the VA. The VA guarantees repayment to the lender if default occurs.

A: Down payments, if required, are paid to the lender, not the VA.

B: Veterans may obtain multiple VA loans in a lifetime, depending on eligibility and entitlement.

C: VA loans allow prepayment without penalty.

D: VA loans are assumable, meaning another veteran (or even non-veteran, with lender approval) may assume the existing financing, often a benefit if the loan has a favorable interest rate.

Correct answer: D.

Reference: VA Lender's Handbook; Massachusetts Real Estate Salesperson Candidate Handbook - Financing /VA Loans.

NEW QUESTION # 120

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