

New Massachusetts-Real-Estate-Salesperson Practice Materials - Massachusetts-Real-Estate-Salesperson Cert



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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q106-Q111):

NEW QUESTION # 106

The need to protect the public's health and safety against poor construction practices has resulted in the enactment of

- A. building codes.

- B. zoning ordinances.
- C. zoning committees.
- D. restrictive deed conditions.

Answer: A

Explanation:

Building codes establish minimum standards for construction and materials to protect public health and safety. These codes regulate structural integrity, electrical systems, plumbing, mechanical installations, and fire prevention requirements.

In Massachusetts, the State Building Code (780 CMR) governs these practices and is enforced by local building inspectors. Building codes ensure that properties meet safe construction standards and prevent hazardous conditions.

Zoning ordinances (A) regulate land use (e.g., residential vs. commercial), restrictive deed conditions (B) are private limitations placed in deeds, and zoning committees (D) are administrative, not regulatory. Therefore, only building codes directly address the protection of health and safety from poor construction practices.

Reference: Massachusetts State Building Code (780 CMR); Massachusetts Real Estate Salesperson Candidate Handbook - Land Use Controls.

NEW QUESTION # 107

A salesperson owns an apartment complex in Boston. The salesperson has decided to advertise the property for sale in a local newspaper and personally sell it. If the salesperson proceeds in this manner, the salesperson is

- A. Not violating the law because the broker-salesperson distinction does not apply to commercial properties.
- B. Violating the law because the salesperson is not a broker and cannot advertise.
- **C. Not violating the law because the salesperson has all the rights of a non-salesperson owner.**
- D. Violating the law because a salesperson may not sell an income-producing property.

Answer: C

Explanation:

A salesperson in Massachusetts, when selling their own property, has the same rights as a non-salesperson owner. The broker-salesperson distinction does not apply when an individual is selling their own property. A salesperson is not restricted from selling their own property, even if it is an income-producing property like an apartment complex.

The key distinction is that salespersons are prohibited from engaging in real estate activities for others without the supervision of a licensed broker. However, in this scenario, the salesperson is acting as an individual property owner and is free to advertise and sell the apartment complex without violating the law.

Therefore, the salesperson is not violating the law and has all the rights of a non-salesperson property owner.

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

NEW QUESTION # 108

A broker lists a property for ninety days. A buyer stops at the owner's residence and makes an offer for the property, which the owner accepts. The broker has no knowledge of the sales agreement between the buyer and the owner. The broker is entitled to a commission from the sale if the agreement the broker had with the owner was a(n)

- A. Net listing.
- **B. Exclusive right-to-sell listing.**
- C. Exclusive agency listing.
- D. Open listing.

Answer: B

Explanation:

An exclusive right-to-sell listing guarantees that the broker will receive a commission no matter who finds the buyer - even if the owner sells the property themselves. If the broker had an exclusive right-to-sell listing with the owner, the broker is entitled to a commission if the property sells during the listing period, regardless of whether the broker was involved in the sale or not.

Exclusive agency listing only entitles the broker to a commission if they or another agent find the buyer; if the owner sells the property themselves, they do not owe the broker a commission.

Open listing allows the owner to sell the property themselves without owing the broker a commission unless the broker finds the buyer.

Net listing is illegal in Massachusetts as it could encourage brokers to manipulate the sale price for their own benefit.

Thus, the broker is entitled to a commission if the listing was an exclusive right-to-sell.

Reference: Massachusetts Real Estate License Law, M.G.L. c. 112, §§ 87PP-87DDD; 254 CMR 2.00 - Listings.

NEW QUESTION # 109

Which of the following is used in the cost approach when estimating the value of improvements?

- A. The price per square foot of comparable properties.
- **B. How much it would cost to build a similar building at today's cost.**
- C. Location, available financing, and depreciation.
- D. The assessed value of the property including the land.

Answer: B

Explanation:

The cost approach to value is based on the principle of substitution, which states that a buyer will not pay more for a property than the cost to build a comparable one. In this method, the appraiser estimates the current cost of constructing the improvements using either the replacement cost (cost to build a similar building with modern materials and methods) or the reproduction cost (exact duplicate of the original).

The appraiser then subtracts depreciation (physical deterioration, functional obsolescence, or economic obsolescence) and adds the land value (determined separately). This approach is most often used for special- purpose properties (schools, churches, government buildings) where comparable sales are limited.

The other options are incorrect:

Assessed value (A) is for taxation, not appraisal.

Price per square foot (C) is a sales comparison method.

Location/financing (D) are factors but not a direct step in the cost approach.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Appraisal Methods; USPAP Standards.

NEW QUESTION # 110

Which of the following groups are protected under the Massachusetts Fair Housing Laws?

- A. Smokers
- B. Sex offenders
- C. Students
- **D. Public assistance recipients**

Answer: D

Explanation:

The Massachusetts Fair Housing Law (M.G.L. c. 151B) prohibits discrimination based on race, color, religion, sex, sexual orientation, gender identity, national origin, familial status, disability, and receipt of public assistance.

This includes protection for individuals who are recipients of public assistance (e.g., Section 8 housing voucher recipients). Sex offenders, students, and smokers are not protected classes under the law. While landlords can regulate smoking and may have policies on students or criminal history, they cannot discriminate based on receipt of public assistance, which is a specifically protected category under Massachusetts law.

Reference: M.G.L. c. 151B; Massachusetts Fair Housing Guidelines.

NEW QUESTION # 111

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