

Maine TRELG Associate Broker Practice Test (Sample)

Study Guide



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SAMPLE

Questions

- 1. Where is a licensee most likely to obtain zoning information about a property in Lewiston?**
 - A. Androscoggin County Registry of Deeds**
 - B. Lewiston City Hall**
 - C. Land Use Protection Commission**
 - D. Department of Environmental Protection**
- 2. According to the Maine Real Estate Commission, which signature is required on the Property Disclosure form?**
 - A. Signature of the buyer only**
 - B. Signature of the seller only**
 - C. Signatures of both the buyer and seller**
 - D. No signatures are required**
- 3. Which of the following best describes a 'counteroffer'?**
 - A. A rejection of the original offer**
 - B. An acceptance of the original offer**
 - C. A request for modification of terms**
 - D. An invalid proposition**
- 4. What communication style is best for a client who has an 'I' personality and seeks reassurance in the buying process?**
 - A. Offer factual information and data-driven responses**
 - B. Seek to establish rapport and share personal experiences**
 - C. Encourage them to make quick decisions**
 - D. Focus strictly on property features and details**
- 5. Which of the following enforces requirements for places of public accommodation (such as a real estate office)?**
 - A. Equal Employment Opportunity Commission (EEOC)**
 - B. Maine Real Estate Commission**
 - C. Veterans Administration (VA)**
 - D. Federal Trade Commission (FTC)**

- 6. When can an offeror revoke their offer?**
- A. Any time before it is accepted**
 - B. Within 24 hours of making the offer**
 - C. Any time before closing**
 - D. Only if the offeree requests it**
- 7. True or False: All veterans automatically qualify for a veteran exemption on municipal property taxes.**
- A. True**
 - B. False**
 - C. Only if they are disabled**
 - D. Depends on the state**
- 8. Where can a licensee find information on private land use restrictions?**
- A. At the county Registry of Deeds**
 - B. From the Code Enforcement Officer**
 - C. From Planning Board meeting minutes**
 - D. At Probate Court**
- 9. Who is qualified to determine and document the existence of a vernal pool?**
- A. An officer in the Maine Marine Patrol**
 - B. A biologist with training in wetland ecology**
 - C. The municipality's Code Enforcement Officer**
 - D. A manager in the Department of Environmental Protection**
- 10. Which fiduciary duty did Lionel violate by delaying communication of a counteroffer?**
- A. Due diligence**
 - B. Confidentiality**
 - C. Obedience**
 - D. Disclosure**

Answers

SAMPLE

- 1. B**
- 2. D**
- 3. A**
- 4. B**
- 5. A**
- 6. A**
- 7. B**
- 8. A**
- 9. B**
- 10. A**

SAMPLE

Explanations

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1. Where is a licensee most likely to obtain zoning information about a property in Lewiston?

A. Androscoggin County Registry of Deeds

B. Lewiston City Hall

C. Land Use Protection Commission

D. Department of Environmental Protection

A licensee is most likely to obtain zoning information about a property in Lewiston from Lewiston City Hall. City Hall is usually the primary source for local administrative information, including zoning regulations, land use, and property codes specific to the municipality. It houses the planning and zoning department, which manages the zoning ordinances, maps, and any current regulations that apply to properties within the city. While the other options may contain relevant information related to property ownership or environmental regulations, they do not serve the same direct purpose as City Hall in providing specific zoning details. The Androscoggin County Registry of Deeds focuses on property records, such as ownership and liens. The Land Use Protection Commission generally deals with broader land use issues and may not have the local zoning details specific to Lewiston. The Department of Environmental Protection manages environmental regulations and concerns but is not focused on the city-specific zoning laws that pertain to property development and use.

2. According to the Maine Real Estate Commission, which signature is required on the Property Disclosure form?

A. Signature of the buyer only

B. Signature of the seller only

C. Signatures of both the buyer and seller

D. No signatures are required

The requirement regarding the Property Disclosure form in Maine is that no signatures are required for the form itself to be valid. The form serves as a disclosure document that informs potential buyers about the condition of the property and its known issues, rather than a binding contract that necessitates signatures from the buyer or seller. In practice, while it is advisable for both parties to review and acknowledge the contents of the Disclosure form, especially for clarity and future reference, the absence of a required signature means that the document is not contingent upon being signed to fulfill its purpose of informing the buyer. This aligns with the intention of transparency in real estate transactions, ensuring that buyers are aware of the property's condition without making the form a formal contract requiring consent. Understanding this aspect of the Property Disclosure form is crucial, as it emphasizes the importance of knowledge and communication in real estate practices, rather than formal agreements alone.

3. Which of the following best describes a 'counteroffer'?

- A. A rejection of the original offer**
- B. An acceptance of the original offer**
- C. A request for modification of terms**
- D. An invalid proposition**

A counteroffer is most accurately described as a rejection of the original offer, and then proposing new terms. When one party makes an offer, the other party can respond with a counteroffer, which effectively negates the original offer. This indicates that the second party does not accept the initial terms but is instead suggesting alternative conditions. Recognizing this eliminates the possibility of ambiguity in negotiations. Once a counteroffer is made, the original offer is no longer active, and the negotiations shift to the new terms suggested in the counteroffer. This dynamic is crucial in real estate transactions, where terms of sale, price, and other conditions must be clearly established and agreed upon by both parties involved. Understanding this concept is fundamental, as it clarifies the nature of negotiations and the importance of precise communication in contract law. Other options, while describing different aspects of offers and negotiations, do not encapsulate the true essence of a counteroffer as succinctly as the correct choice does.

4. What communication style is best for a client who has an 'I' personality and seeks reassurance in the buying process?

- A. Offer factual information and data-driven responses**
- B. Seek to establish rapport and share personal experiences**
- C. Encourage them to make quick decisions**
- D. Focus strictly on property features and details**

The communication style that involves seeking to establish rapport and sharing personal experiences is most effective for a client who has an 'I' personality. Individuals with this personality type typically value relationships, emotional connections, and tend to be more expressive. They thrive on interaction and often look for reassurance throughout the buying process, making it crucial to engage them on a personal level. By sharing personal stories and experiences, you create a bond that fosters trust and comfort. This approach reassures the client and aligns with their interpersonal nature, making them feel understood and valued. A focus on rapport resonates with 'I' personalities, as they prefer collaboration and personal connections over the purely transactional aspects of real estate. Other communication styles may not resonate as well with this type of client. For instance, providing only factual information or data-driven responses might feel cold and detached, whereas encouraging quick decisions could create pressure, which 'I' personalities generally do not respond well to. Similarly, focusing strictly on property features without incorporating personal connection may lead to disengagement, as they appreciate a more relational approach.

5. Which of the following enforces requirements for places of public accommodation (such as a real estate office)?

A. Equal Employment Opportunity Commission (EEOC)

B. Maine Real Estate Commission

C. Veterans Administration (VA)

D. Federal Trade Commission (FTC)

The Equal Employment Opportunity Commission (EEOC) is responsible for enforcing federal laws that make it illegal to discriminate against a job applicant or an employee based on certain protected characteristics, such as race, color, religion, sex, national origin, age, disability, or genetic information. However, it does not specifically enforce requirements for places of public accommodation, such as a real estate office. The correct enforcement agency for public accommodations is typically found in the Civil Rights Act, specifically under Title II, which is enforced by the Department of Justice. In Maine, the Maine Human Rights Commission also plays a vital role in ensuring that places of public accommodation do not discriminate. The Maine Real Estate Commission regulates real estate practices in the state but does not directly enforce requirements for public accommodations, rather focusing on licensing and other regulatory aspects of real estate. The Veterans Administration (VA) primarily focuses on the support and services for military veterans and is not associated with regulating public accommodations. The Federal Trade Commission (FTC) primarily deals with protecting consumers and preventing anti-competitive business practices, which does not specifically include enforcements related to public accommodations. Understanding the specific roles of each agency is crucial to grasping the legal landscape surrounding discrimination and public accommodation requirements.

6. When can an offeror revoke their offer?

A. Any time before it is accepted

B. Within 24 hours of making the offer

C. Any time before closing

D. Only if the offeree requests it

The correct answer is that an offeror can revoke their offer at any time before it is accepted. This principle is rooted in contract law, which states that an offer remains open and can be retracted until the moment the offeree communicates acceptance to the offeror. Once the offer is accepted, a binding contract is formed, and the offeror no longer has the right to revoke the offer without facing potential legal consequences. In this context, while the other choices suggest specific scenarios or limitations regarding the timing of revocation, they do not accurately reflect the broader principle of contract law that allows for revocation at any point before acceptance. Thus, understanding the ability to revoke an offer up until its acceptance is crucial for both offerors and offerees in real estate transactions and other contractual agreements.

7. True or False: All veterans automatically qualify for a veteran exemption on municipal property taxes.

A. True

B. False

C. Only if they are disabled

D. Depends on the state

The answer is false. In general, not all veterans automatically qualify for a veteran exemption on municipal property taxes. Qualification often depends on specific criteria set by state or local governments, which may include factors such as the length of service, type of discharge, and residency status. Certain states may offer property tax exemptions, but these usually require veterans to apply for the exemption and fulfill specific conditions. For example, some exemptions might be available only to veterans who are disabled or who served during particular conflicts. Therefore, it is crucial for veterans to check the guidelines applicable in their specific state or municipality to determine if they qualify for such exemptions.

8. Where can a licensee find information on private land use restrictions?

A. At the county Registry of Deeds

B. From the Code Enforcement Officer

C. From Planning Board meeting minutes

D. At Probate Court

A licensee can find information on private land use restrictions at the county Registry of Deeds because this office maintains public records related to property ownership and land use. When reviewing property titles, the Registry of Deeds will include various documents such as easements, covenants, and other restrictions that may apply to a piece of property. These documents outline the rights and responsibilities of property owners and can provide critical information concerning any limitations on how the land can be used. While the Code Enforcement Officer and Planning Board meeting minutes may provide some information regarding local regulations and zoning laws, they typically do not contain specific details about private land use restrictions. Probate Court is focused on matters related to wills and estates, which would not pertain directly to the land use restrictions affecting a property. Thus, the Registry of Deeds remains the most direct source for discovering specific private land use restrictions.

9. Who is qualified to determine and document the existence of a vernal pool?

- A. An officer in the Maine Marine Patrol**
- B. A biologist with training in wetland ecology**
- C. The municipality's Code Enforcement Officer**
- D. A manager in the Department of Environmental Protection**

The determination and documentation of the existence of a vernal pool require specialized knowledge of wetland ecology and the specific characteristics that define a vernal pool. A biologist with training in this area possesses the expertise to properly identify the biological and ecological criteria necessary for classifying a vernal pool, including understanding its seasonal hydrology and the types of species that may inhabit or rely on such environments for breeding and survival. While other professionals, such as Code Enforcement Officers or individuals in environmental organizations, may play roles in related legal or regulatory aspects, they typically do not have the detailed ecological training required to make such determinations. The role of an officer in the Maine Marine Patrol mainly focuses on marine environments rather than wetland habitats, and a manager in the Department of Environmental Protection may oversee policies but would not necessarily be involved on the ground with ecological surveys unless they were trained as biologists.

10. Which fiduciary duty did Lionel violate by delaying communication of a counteroffer?

- A. Due diligence**
- B. Confidentiality**
- C. Obedience**
- D. Disclosure**

Lionel violated the fiduciary duty of due diligence by delaying communication of a counteroffer. This duty requires real estate agents and brokers to act with care and promptness in all dealings to protect their clients' best interests. In the context of real estate transactions, timely communication is critical. If an agent delays in communicating important information, such as a counteroffer, it can negatively impact the client's ability to respond effectively to offers or negotiate terms. In this scenario, Lionel's delay could have deprived his client of opportunities or caused a loss in negotiating power. Due diligence encompasses proactively advocating for a client and ensuring that all critical developments are communicated in a timely manner. Maintaining the momentum of negotiations and ensuring that the client is informed allows them to make well-informed decisions, which is a key aspect of fulfilling the responsibility of due diligence. The other options, while relevant to fiduciary duties, do not apply in this situation as directly as due diligence.