

# Maine TRELG Associate Broker Practice Test (Sample)

## Study Guide



**Everything you need from our exam experts!**

**This is a sample study guide. To access the full version with hundreds of questions,**

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# Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

# How to Use This Guide

**This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:**

## **1. Start with a Diagnostic Review**

**Skim through the questions to get a sense of what you know and what you need to focus on. Don't worry about getting everything right, your goal is to identify knowledge gaps early.**

## **2. Study in Short, Focused Sessions**

**Break your study time into manageable blocks (e.g. 30 - 45 minutes). Review a handful of questions, reflect on the explanations, and take breaks to retain information better.**

## **3. Learn from the Explanations**

**After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.**

## **4. Track Your Progress**

**Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.**

## **5. Simulate the Real Exam**

**Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.**

## **6. Repeat and Review**

**Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning.**

## **7. Use Other Tools**

**Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.**

**There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly — adapt the tips above to fit your pace and learning style. You've got this!**

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## Questions

- 1. An exchange of value or promises in a contract is referred to as what?**
  - A. Execution**
  - B. Consideration**
  - C. Performance**
  - D. Agreement**
- 2. The Maine Non-resident Withholding tax applies to which of the following?**
  - A. Commercial property only**
  - B. Residents of Maine who are selling property in states other than Maine**
  - C. Residents of states other than Maine who are selling property located in Maine**
  - D. All residents of Maine**
- 3. Which program in Maine offers property tax relief to qualified property owners?**
  - A. Open Space**
  - B. Tree Growth**
  - C. Homestead**
  - D. All of the above**
- 4. What is the primary purpose of property assessment?**
  - A. To determine market value**
  - B. To establish tax rates**
  - C. To facilitate zoning changes**
- 5. Which of the following scenarios would be categorized as a material defect?**
  - A. The house has a history of ghost sightings**
  - B. The roof has leaked in the past**
  - C. The dishwasher is malfunctioning**
  - D. The sellers are going through a divorce**



- 6. All contracts for the sale of real estate must be in writing to comply with what?**
- A. Maine Real Estate Commission**
  - B. Statute of Frauds**
  - C. Federal Housing Authority (FHA)**
  - D. National Association of Realtors**
- 7. Which of the following is a scenario that qualifies as a material fact?**
- A. The roof leaked once**
  - B. The dishwasher can wash dishes but not dry them**
  - C. The sellers are getting a divorce**
  - D. There are no ground fault receptacles in the bathroom**
- 8. During the golf tournament, discussing a rumor about an appraisal company owner constitutes what type of behavior?**
- A. Anti-trust behavior**
  - B. No concern**
  - C. Unethical behavior**
  - D. Collusion**
- 9. What is the status of a roof that leaked once ten years ago?**
- A. Material defect**
  - B. Material fact**
  - C. Historical defect**
  - D. Negligible fact**
- 10. What does a missing ground fault receptacle in a bathroom demonstrate?**
- A. Material defect**
  - B. Material fact**
  - C. Permissible fact**
  - D. Safety consideration**

## **Answers**

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

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## **Explanations**

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**1. An exchange of value or promises in a contract is referred to as what?**

**A. Execution**

**B. Consideration**

**C. Performance**

**D. Agreement**

In the context of contract law, the term that describes an exchange of value or promises is known as consideration. Consideration represents the benefit or value that each party agrees to give up in order to fulfill the contract. It can take various forms, including monetary payments, services, goods, or specific actions or forbearances. Consideration is a fundamental element of a valid contract, as it distinguishes contractual agreements from mere promises or gifts. Without consideration, a contract may not be enforceable in a court of law, because it lacks the necessary reciprocal exchange that indicates a commitment by both parties. Therefore, this underscores the importance of consideration in establishing the legal binding of a contract. The other terms, while related to contract law, refer to different concepts: execution pertains to the act of signing or formally completing a contract, performance refers to fulfilling the duties stipulated in the contract, and agreement signifies the mutual understanding and acceptance of terms but does not inherently imply the exchange of value.

**2. The Maine Non-resident Withholding tax applies to which of the following?**

**A. Commercial property only**

**B. Residents of Maine who are selling property in states other than Maine**

**C. Residents of states other than Maine who are selling property located in Maine**

**D. All residents of Maine**

The Maine Non-resident Withholding tax is specifically designed to apply to residents of states other than Maine who are selling property located in Maine. This withholding tax is a mechanism to ensure that non-residents fulfill their tax obligations on income generated from the sale of real estate in Maine. When a person who is not a resident of Maine sells property located within the state, the state requires a portion of the proceeds from the sale to be withheld and sent to the Maine Revenue Services. This acts as a safeguard to ensure the state collects any taxes owed by non-residents on the sale of the property. The tax is calculated based on the gain from the sale, and the withheld amount is subtracted from any tax liability that the seller may have at the time they file their tax return for the year. Other options do not align with the purpose and application of the non-resident withholding tax. For example, it does not apply solely to commercial property, nor does it concern residents of Maine selling property in other states or all residents of Maine in general. The focus is exclusively on non-resident sellers of real estate in Maine, which makes this choice the correct application of the Maine Non-resident Withholding tax.

**3. Which program in Maine offers property tax relief to qualified property owners?**

- A. Open Space**
- B. Tree Growth**
- C. Homestead**
- D. All of the above**

The Homestead program is specifically designed to provide property tax relief to qualified property owners in Maine. This program allows eligible homeowners to receive a reduction in their property taxes, making homeownership more affordable for those who meet certain criteria, such as age, residency, and ownership duration. Open Space and Tree Growth programs also offer tax benefits, but they cater to different types of properties and land use. The Open Space program encourages preservation of land that contributes to natural resources, while the Tree Growth program is aimed at landowners who manage their land for forestry. Since all three programs — Homestead, Open Space, and Tree Growth — provide ways in which property tax relief can be achieved for eligible property owners in different contexts, the most comprehensive answer is that all of the above programs contribute to property tax relief in Maine. This reflects a broader understanding of the various mechanisms available to support property owners in managing their tax burdens.

**4. What is the primary purpose of property assessment?**

- A. To determine market value**
- B. To establish tax rates**
- C. To facilitate zoning changes**

The primary purpose of property assessment is to inform local governments of the value of properties within their jurisdiction so that they can accurately levy property taxes. Assessments provide a basis upon which taxes are calculated, ensuring that residents contribute equitably according to the value of their properties. By establishing these values, municipalities can fund essential services like schools, public safety, and infrastructure. While determining market value is a significant aspect of property assessments, it primarily serves the indirect function of facilitating tax calculations rather than being the main aim of the assessment process itself. Zoning changes, on the other hand, involve land-use regulations and do not directly relate to the evaluation or valuation of property for tax purposes. Therefore, the focus of property assessment lies in establishing a fair and consistent valuation system that supports tax administration.

**5. Which of the following scenarios would be categorized as a material defect?**

- A. The house has a history of ghost sightings**
- B. The roof has leaked in the past**
- C. The dishwasher is malfunctioning**
- D. The sellers are going through a divorce**

A material defect in real estate refers to a significant issue that affects the value of the property or poses a risk to the health and safety of the occupants. When considering the provided scenarios, the situation where the roof has leaked in the past is a clear example of a material defect. A leaking roof can lead to further damage, such as structural issues, mold growth, and water damage to the interior of the home. This not only affects the integrity and longevity of the property but can also result in costly repairs, making it a crucial factor for potential buyers. In contrast, the history of ghost sightings is more of an anecdotal concern and does not have a direct impact on the physical condition of the property; it is not something that materially affects its value. A malfunctioning dishwasher, while inconvenient, is considered a minor issue compared to a major structural defect like a leaking roof. Lastly, the sellers going through a divorce relates to personal circumstances that do not bear any physical or monetary implications on the property itself. Therefore, identifying the roof's past leak as a material defect is justified, as it represents a significant issue that cannot be overlooked in a real estate transaction.

**6. All contracts for the sale of real estate must be in writing to comply with what?**

- A. Maine Real Estate Commission**
- B. Statute of Frauds**
- C. Federal Housing Authority (FHA)**
- D. National Association of Realtors**

The requirement for contracts for the sale of real estate to be in writing stems from the Statute of Frauds. This legal principle, which exists in many jurisdictions, mandates that certain types of contracts, including those involving the sale of real property, must be in writing to be enforceable in a court of law. The purpose of the Statute of Frauds is to prevent fraudulent claims and misunderstandings by requiring a written record of the agreement, which helps establish clear terms and intentions of the parties involved. In real estate transactions, having a Written contract protects both buyer and seller by ensuring that all aspects of the agreement are documented, thus providing a tangible reference in case of disputes. Without this written documentation, a verbal agreement may not hold up in legal situations, leading to complications or lack of enforceability. The other options, while important in the realm of real estate, do not specifically address the requirement for contracts to be in writing. The Maine Real Estate Commission regulates real estate practices, but it does not establish this particular requirement. The Federal Housing Authority is concerned with promoting home ownership and providing loan insurance, and the National Association of Realtors is a trade organization focused on supporting realtors. None of these directly govern the Statute of Frauds or its

**7. Which of the following is a scenario that qualifies as a material fact?**

- A. The roof leaked once**
- B. The dishwasher can wash dishes but not dry them**
- C. The sellers are getting a divorce**
- D. There are no ground fault receptacles in the bathroom**

A scenario that qualifies as a material fact must directly affect a property's value or the decision of a potential buyer. In the case of sellers getting a divorce, this can have significant implications on the sale, such as urgency to sell, possible price reductions, or even the ability of the sellers to convey clear title. Such personal circumstances can impact the negotiation process and influence a buyer's decision, thereby making it a material fact. In contrast, the other options, while they may present important information, do not carry the same weight in terms of impacting the property's value or buyer's decision regarding the purchase. For instance, a roof that has leaked only once may not signify an ongoing issue, which keeps it from being a material fact. Similarly, a dishwasher that can wash but not dry does not generally alter the overall condition of the home to the extent it would be considered material. Lastly, the absence of ground fault receptacles in the bathroom is a code compliance issue that inspectors may flag, but it typically does not have the same immediate impact on the desirability or marketability of the home as the personal situation of the sellers.

**8. During the golf tournament, discussing a rumor about an appraisal company owner constitutes what type of behavior?**

- A. Anti-trust behavior**
- B. No concern**
- C. Unethical behavior**
- D. Collusion**

The situation described involves discussing a rumor about an appraisal company owner during a golf tournament, which raises questions about professional conduct and ethics in real estate practices. The most appropriate characterization of this behavior is unethical behavior. Engaging in gossip or rumors about someone in the industry can undermine trust and contribute to a toxic environment, regardless of the setting. Such discussions may lead to misinformation and could potentially harm the reputation and business of the appraisal company owner. In the context of real estate, where transparency and integrity are paramount, spreading rumors is generally seen as a breach of ethical standards. Unethical behavior encompasses actions that do not align with the professional code of conduct and can be detrimental to the industry's integrity. While some may argue that casual conversations have little consequence, the impact of such discussions can ripple through professional networks, affecting relationships and business dealings. Therefore, the most relevant categorization for this behavior is indeed unethical, as it points to a lapse in professional decorum rather than being a benign or inconsequential matter.



**9. What is the status of a roof that leaked once ten years ago?**

- A. Material defect**
- B. Material fact**
- C. Historical defect**
- D. Negligible fact**

A roof that leaked once ten years ago can be considered a material defect. Material defects refer to significant issues with a property that could affect its value or safety. In real estate, any ongoing or previously significant issues, especially those relating to structural integrity or major systems like the roof, are categorized as material defects. Even if the leak hasn't recurred in a long time, the history of a leak is essential information for potential buyers, as it may indicate underlying problems such as previous damage or the need for repairs. The other terms do not appropriately capture the significance of the situation. A material fact relates to information that must be disclosed during transactions but does not imply past issues. A historical defect would suggest that the problem is past and resolved, which does not quite indicate the potential concerns involved with a roof's history. Lastly, a negligible fact implies an issue that poses little to no concern, which underestimates the importance of a prior leak in evaluating the property's condition and future implications. Therefore, categorizing the roof's previous leak as a material defect is fitting as it establishes the potential risks that could still affect the property today.

**10. What does a missing ground fault receptacle in a bathroom demonstrate?**

- A. Material defect**
- B. Material fact**
- C. Permissible fact**
- D. Safety consideration**

A missing ground fault receptacle in a bathroom demonstrates a material defect. This is because ground fault circuit interrupters (GFCIs) are specifically required in areas where electrical devices may come into contact with water, such as bathrooms, in order to prevent electrical shock hazards. The absence of such a receptacle indicates that the electrical system does not meet current safety standards and poses a significant risk to occupants. This is a serious condition that would likely need to be addressed to ensure the safety and compliance of the property. In real estate terms, a material defect refers to a significant issue with a property's physical condition or systems that could affect its safety, habitability, or value. Therefore, the missing GFCI receptacle fits this definition, as it represents a critical safety feature that is not present where it should be.

## Next Steps

**Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.**

**As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.**

**If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at [hello@examzify.com](mailto:hello@examzify.com).**

**Or visit your dedicated course page for more study tools and resources:**

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**We wish you the very best on your exam journey. You've got this!**