

# Massachusetts Real Estate Salesperson Practice Exam (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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**SAMPLE**

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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. What is the primary hazard associated with friable asbestos?**
  - A. It is completely harmless in any state**
  - B. It can be extremely hazardous when airborne**
  - C. It can be safely handled without precautions**
  - D. It is safe if wrapped and not damaged**
- 2. What is the definition of Metes and Bounds in real estate?**
  - A. A method of zoning properties**
  - B. A type of appraisal method**
  - C. Methods of measurements of real estate**
  - D. A form of property taxation**
- 3. How high must landlords remove lead paint hazards from the floor?**
  - A. 3 ft**
  - B. 5 ft**
  - C. 7 ft**
  - D. 10 ft**
- 4. What typically happens to property if there are no heirs?**
  - A. The property is sold on the open market**
  - B. Ownership reverts to the state**
  - C. The property is auctioned for charity**
  - D. The property is maintained indefinitely**
- 5. What type of lien is a mortgage classified as?**
  - A. Involuntary lien**
  - B. Voluntary lien**
  - C. Statutory lien**
  - D. Judicial lien**



- 6. What does "sitting on an asset" imply in terms of mineral rights?**
- A. Maintaining ownership**
  - B. Loss of the asset if not extracted**
  - C. Increased value over time**
  - D. Liability for damages**
- 7. Which of the following is a potential external disclosure that may affect property value?**
- A. Septic system details**
  - B. Property insurance details**
  - C. Neighborhood income levels**
  - D. Access to public transit**
- 8. What is a second mortgage?**
- A. A debt that is subordinate to the primary loan**
  - B. A loan that has no lien on the property**
  - C. A type of loan taken out to purchase a primary residence**
  - D. A loan that allows the borrower to skip payments**
- 9. At what point must an agent present a broker disclosure during their initial meeting?**
- A. When presenting a property**
  - B. At the signing of the contract**
  - C. Before discussing any real estate**
  - D. At the closing**
- 10. Which of the following is required for a contract to be legally valid?**
- A. It must be verbally agreed upon**
  - B. It must involve at least one minor**
  - C. It must be for a legal product or service**
  - D. It must have a formal witness present**

## **Answers**

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

SAMPLE

## **Explanations**

**1. What is the primary hazard associated with friable asbestos?**

- A. It is completely harmless in any state**
- B. It can be extremely hazardous when airborne**
- C. It can be safely handled without precautions**
- D. It is safe if wrapped and not damaged**

Friable asbestos poses a significant health risk primarily because it can easily become airborne when disturbed or damaged. This means that when friable asbestos is present within structures such as older buildings, it can release microscopic particles into the air. When inhaled, these particles can lead to serious respiratory diseases, including asbestosis, lung cancer, and mesothelioma. The distinction of friable asbestos is key; it refers to asbestos materials that can crumble easily, thus liberating fibers into the air. In contrast, encapsulated or non-friable forms of asbestos pose significantly less risk as they remain intact and do not release fibers unless they are improperly handled. Hence, the correct understanding is crucial for safety, compliance, and health initiatives surrounding materials containing asbestos, particularly in real estate transactions and property management.

**2. What is the definition of Metes and Bounds in real estate?**

- A. A method of zoning properties**
- B. A type of appraisal method**
- C. Methods of measurements of real estate**
- D. A form of property taxation**

Metes and bounds is a method used to define the boundaries of a parcel of land by describing its shape and location through specific measurements and landmarks. This technique is essential in real estate as it provides a precise description of property lines, which can include physical features like trees, rivers, roads, and angles between points. This method relies on two key aspects: 'metes' refers to the measure of distance and direction, often expressed in units such as feet or meters, while 'bounds' refer to the identifiable boundaries and landmarks marking the edges of the property. This combination allows for a clear and detailed representation of property dimensions and limits, which is crucial for ownership disputes, development, and real estate transactions. In contrast, zoning properties pertains to local government regulations concerning land use, appraisal methods focus on valuing property, and property taxation involves assessing and levying taxes based on property value. Such concepts, while important in real estate, do not pertain specifically to the method of defining property boundaries as metes and bounds does.

**3. How high must landlords remove lead paint hazards from the floor?**

- A. 3 ft
- B. 5 ft**
- C. 7 ft
- D. 10 ft

Landlords are required to remove lead paint hazards from the floor to a height of 5 feet. This regulation is primarily established to protect young children who are at a higher risk of lead poisoning from exposure to lead dust and deteriorating paint, which are common in older homes. By addressing lead hazards up to 5 feet, landlords help ensure that areas frequently occupied by children, such as their play spaces or areas where they might crawl or reach, are safe from harmful lead exposure. This height requirement matches with safety regulations aimed at reducing the risks associated with lead exposure, which is a significant public health concern. The other height options, such as 3 feet, 7 feet, and 10 feet, are either not sufficient or unnecessarily high when assessing typical indoor environments where children are active, thus not aligning with regulatory standards focused on practical safety measures.

**4. What typically happens to property if there are no heirs?**

- A. The property is sold on the open market
- B. Ownership reverts to the state**
- C. The property is auctioned for charity
- D. The property is maintained indefinitely

When there are no heirs to inherit the property, the ownership typically reverts to the state through a legal process known as escheat. This process occurs when a person dies intestate (without a valid will) and there are no surviving relatives to inherit the remaining estate. The state takes control of the property to ensure it is managed properly and can benefit the public or the government. The state's claim to the property is based on the principle that property cannot remain ownerless; therefore, the government steps in to take care of it. This process also helps prevent the potential for abandoned properties to become a burden on the community. The state may eventually choose to sell the property or repurpose it, but the key point is that it does not simply remain unclaimed or maintained indefinitely without ownership reverting to the state.

**5. What type of lien is a mortgage classified as?**

- A. Involuntary lien
- B. Voluntary lien**
- C. Statutory lien
- D. Judicial lien

A mortgage is classified as a voluntary lien because it is created with the consent of the property owner, who agrees to use the property as collateral for a loan. When a borrower takes out a mortgage, they willingly enter into a legal agreement with a lender, thus establishing a lien on the property that secures the repayment of the loan. This type of lien is distinct from an involuntary lien, which is imposed without the consent of the property owner, such as a tax lien. Statutory liens are created by law, while judicial liens arise from court actions. In contrast, a mortgage represents a mutual agreement between the borrower and lender, highlighting its nature as a voluntary transaction.

**6. What does "sitting on an asset" imply in terms of mineral rights?**

- A. Maintaining ownership**
- B. Loss of the asset if not extracted**
- C. Increased value over time**
- D. Liability for damages**

The phrase "sitting on an asset" in the context of mineral rights indicates that the owner has rights to minerals buried beneath their land but is not actively extracting or utilizing those resources. This situation often leads to the possibility of losing out on significant economic benefits if the minerals are not extracted in a timely manner. This concept reflects the importance of timely exploration and extraction in mineral rights management; failure to act can mean that not only could the asset decrease in value due to changes in market conditions, but it may also eventually be at risk of being forfeited in favor of other parties who may wish to exploit those resources. Considering this, the understanding of "sitting on an asset" underscores the time-sensitive nature of mineral rights ownership, where inaction could lead to missed opportunities or potential loss of rights, making it an important consideration for landowners and investors in this area.

**7. Which of the following is a potential external disclosure that may affect property value?**

- A. Septic system details**
- B. Property insurance details**
- C. Neighborhood income levels**
- D. Access to public transit**

Access to public transit is a significant external factor that can greatly influence property value. When properties are situated near reliable public transportation options, they often become more desirable to potential buyers or renters. This is because convenient access to transit can enhance everyday commuting, reduce transportation costs, and improve the overall quality of life for residents. Locations that provide easy access to bus or train services are frequently viewed as more accessible and can attract a broader demographic, from young professionals to families and retirees. In contrast, while factors like septic system details and property insurance details are important for property ownership, they are typically internal to the property and do not significantly influence property value on a larger scale. Neighborhood income levels can reflect the demographic qualities of an area, but that information is more indirect in terms of its effect on value compared to the immediate access to transport options. Public transit stands out as a direct and tangible feature that prospective buyers consider when assessing the allure and salability of a property.

## 8. What is a second mortgage?

- A. A debt that is subordinate to the primary loan**
- B. A loan that has no lien on the property**
- C. A type of loan taken out to purchase a primary residence**
- D. A loan that allows the borrower to skip payments**

A second mortgage refers to a loan that is secured by the borrower's property, but it ranks behind the primary mortgage in terms of claim on the property. This means that if the borrower defaults on their loans, the primary mortgage holder has the first claim to the proceeds from the sale of the property. Because of this subordinate position, second mortgages typically carry higher interest rates compared to first mortgages; the lender assumes more risk due to the potential for loss in the event of foreclosure. The other options do not accurately define a second mortgage: a second mortgage must have a lien on the property, so the description of a loan without a lien does not apply; while it could be used to finance aspects of a primary residence, it is not limited to that purpose; and a second mortgage does not allow borrowers to skip payments, as that would typically describe a specific type of loan agreement or program, which does not characterize a second mortgage in general.

## 9. At what point must an agent present a broker disclosure during their initial meeting?

- A. When presenting a property**
- B. At the signing of the contract**
- C. Before discussing any real estate**
- D. At the closing**

The requirement for an agent to present a broker disclosure during their initial meeting is crucial for compliance with Massachusetts real estate laws, which prioritize transparency and informed consent in agent-client relationships. By presenting the broker disclosure before discussing any real estate, the agent ensures that the client is fully aware of the nature of the agency relationship and the responsibilities of both parties. This timing allows the potential client to make an informed decision about representation and sets a professional tone for the interaction. Presenting this disclosure at the beginning of the conversation reinforces the importance of understanding the agent's role, whether as a seller's agent, buyer's agent, or dual agent, and establishes the legal framework for the forthcoming discussions, which might involve sensitive information or decisions. This proactive approach helps protect both the client and the agent throughout the real estate transaction process. In other contexts, such as discussions surrounding the signing of the contract, at the closing, or when presenting a property, the opportunity to address the client's understanding of the agency relationship may already be too late, potentially leading to misunderstandings or disputes later on.



**10. Which of the following is required for a contract to be legally valid?**

- A. It must be verbally agreed upon**
- B. It must involve at least one minor**
- C. It must be for a legal product or service**
- D. It must have a formal witness present**

For a contract to be legally valid, it is essential that it involves a legal product or service. This requirement ensures that the content of the contract does not promote or involve illegal activities, which would otherwise render the contract void. Contracts that enforce or stipulate illegal acts violate public policy and cannot be upheld in a court of law. Hence, this condition serves as a fundamental principle in contract law, ensuring the legality and enforceability of the agreement. The other options, while related to elements of verbal agreements, age of parties involved, and formalities such as witnessing, do not universally apply to the basic legality of a contract. For instance, contracts can be valid even if they are not verbally agreed upon, as written contracts are common and enforceable as well. Additionally, involving a minor may complicate aspects of contract enforceability, but it does not affect the legality of the product or service being contracted. Lastly, the presence of a formal witness is not a requirement for all contracts. Therefore, the necessity for the contract to revolve around legal products or services stands as the critical criterion for legal validity.

## 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:**

**<https://marealestatesalesperson.examzify.com>**

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