



# Massachusetts Real Estate Salesperson & Broker State Licensure Examinations ExamFOCUS Study Notes & Review Questions 2013

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In Massachusetts, the Massachusetts Division of Professional Licensure DPL regulates the real estate professions through the Massachusetts Real Estate Board. Throughout the book we try to use the term “agent” instead of “salesperson”/“sales associate” because in many states people use these terms interchangeably. Also note that many of the real estate skills and knowledge actually apply to both salespersons/sales associates and brokers. The underlying concepts and principles are in many circumstances almost identical. We give you knowledge information relevant to the exam specification. To be able to succeed in the real exam, you’ll need to apply your earned knowledge to the question scenarios. Many of the exam questions are written to be less straight forward. They tend to be framed within the context of short scenarios. An advice: Do NOT rely on a single source for exam preparation. To secure exam success, always use multiple sources and read as much as possible!

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