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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q50-Q55):

NEW QUESTION # 50

Active licensees renewing a real estate license must have completed how many hours of continuing education during the two years prior to the scheduled renewal?

- A. Four
- **B. Six**
- C. Sixteen
- D. Twelve

Answer: B

Explanation:

In Massachusetts, active real estate licensees are required to complete 12 hours of continuing education (CE) during the two-year period prior to their license renewal. This education is essential to ensure that real estate professionals stay updated on industry changes, including legal updates, ethical practices, and the latest regulations.

Among the 12 hours, 3 hours must be focused on the legal aspects of real estate, while the remaining 9 hours can be chosen from various real estate topics, such as ethics, property management, or fair housing laws.

Thus, the correct answer is that six hours are required for continuing education, not 4, 12, or 16.

Reference: 254 CMR 6.00 - Continuing Education Requirements; Massachusetts Real Estate License Law.

NEW QUESTION # 51

Which of the following statements about the leasing of apartments in Massachusetts is correct?

- **A. Tenancies at will are enforceable under the law.**
- B. Interest on security deposits begins after the first year of tenancy.
- C. Leases terminate when the property is sold.
- D. Death of the landlord terminates residential leases.

Answer: A

Explanation:

In Massachusetts, tenancies at will are legally enforceable and governed by M.G.L. c. 186, 12. This type of tenancy exists without a fixed lease term and continues until terminated by proper notice (30 days or one full rental period, whichever is longer).

Other options are incorrect:

Security deposits (M.G.L. c. 186, 15B) accrue interest from the date received, not after one year.

Leases do not terminate when property is sold; the new owner assumes the landlord's obligations under the lease.

Death of the landlord does not terminate a lease; the landlord's estate or heirs become the landlord under Massachusetts law.

Therefore, the correct statement is that tenancies at will are enforceable under the law.

Reference: M.G.L. c. 186, 12 & 15B; Massachusetts Sanitary Code 105 CMR 410.

NEW QUESTION # 52

Which of the following best completes the following metes and bounds description? "Beginning at the intersection of Bunker Hill Road and Munson Avenue, thence 150 feet south; thence 85 feet west; thence 150 feet north; thence"

- A. 150 feet west to the Point of Beginning.
- B. 150 feet south to the Point of Beginning.
- **C. 85 feet east to the Point of Beginning.**
- D. 85 feet west to the Point of Beginning.

Answer: C

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A metes and bounds description closes by returning to the Point of Beginning (POB) using the necessary final course to complete the perimeter. Here, the sequence runs: 150 feet south, 85 feet west, and 150 feet north.

After going south 150' and later north 150', you are back aligned with the original east-west line at the POB but 85 feet west of it.

To close, you must travel 85 feet east back to the POB. Therefore, the only correct final call is "85 feet east to the Point of Beginning." This reflects the standard principle that metes and bounds must form a closed polygon, ending exactly where they started. Massachusetts exam content treats metes and bounds as a valid legal description method emphasizing a closed traverse that returns to the POB and uses calls of direction and distance to define boundaries precisely.

References: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership & Legal Descriptions; Modern Real Estate Practice (legal descriptions: metes and bounds).

NEW QUESTION # 53

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 agency listing.
- C. Exclusive right-to-sell listing.
- D. Open listing.

Answer: C

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 # 54

A buyer and seller agreed upon a selling price for a property and both signed a written agreement. As part of the contract, the buyer reserved the right to cancel the sale if the buyer's house, which was on the market, did not sell within 30 days. This contract is

- A. an implied contract.
- B. an executory contract.
- C. an executed contract.
- D. a unilateral contract.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

An executory contract is one in which one or more terms remain to be performed. In this case, although the purchase agreement is signed, the buyer's performance is contingent upon selling their home within 30 days.

Until that contingency is satisfied, the contract remains executory.

A (executed contract): would mean all terms have been performed.

B (unilateral contract): involves only one party making a promise, e.g., an option. This is bilateral.

D (implied contract): arises by conduct, not by a written agreement.

Thus, the correct answer is C: executory contract.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Executory vs. Executed Contracts.

NEW QUESTION # 55

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