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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q110-Q115):

NEW QUESTION # 110

The broker has a single agency relationship with the seller. The broker will show the property to a buyer who is a customer. The broker must disclose that the

- A. seller does not like the next door neighbor.
- B. home has a lake view.
- C. seller needs to move soon.
- D. **home has a leaky roof in heavy rains.**

Answer: D

Explanation:

In Massachusetts, when a broker represents the seller, the buyer is treated as a customer (not a client). While the broker owes fiduciary duties to the seller, they also have a duty of honest dealing and disclosure of material defects to customers.

A leaky roof in heavy rains is a material defect that affects the property's value and safety. The broker must disclose it regardless of agency relationship.

The seller's urgency to move (A) and dislike of a neighbor (D) are not material facts.

A positive feature like a lake view (B) may be marketed but is not a required disclosure.

Thus, the correct answer is C: leaky roof.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency & Disclosure; 254 CMR 3.00 (Licensee Obligations).

NEW QUESTION # 111

A seller has entered into an exclusive right to sell agreement with a broker. The buyer presents the seller with an offer to purchase which is 20% less than the list price. Which of the following is appropriate?

- A. The seller is obligated to make a counteroffer to the buyer if the offer is unacceptable.
- B. The seller is obligated to pay the buyer a commission or the offer price if the seller rejects the offer.
- C. The seller has 72 hours to submit a counteroffer or else the offer is considered to be accepted.
- D. **The seller is under no obligation to accept the offer or make a counteroffer.**

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A listing agreement gives the broker the right to market the property and earn a commission if a ready, willing, and able buyer is found, but it does not obligate the seller to accept any offer. Even if the offer is below asking price, the seller can accept, reject, or counteroffer. The seller has full discretion to decide, and no automatic acceptance or commission liability arises just because the offer is refused.

A: Incorrect, seller never owes buyer a commission.

C: There is no automatic "72-hour" acceptance rule unless specifically written into the offer.

D: Seller is not required to counter.

Thus, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Brokerage Agreements; Agency Duties.

NEW QUESTION # 112

A couple enters into a purchase contract to buy a house, and their parents are providing a \$5,000 earnest money check. The check is deposited in the listing broker's escrow account. The buyers are unable to get financing, and the contract provides for return of the earnest money to the buyers. The buyers and seller agree in writing to the release of the earnest money. The listing broker should

- A. issue a \$5,000 check to the parents.
- **B. issue a \$5,000 check to the buyers.**
- C. return the earnest money check, minus expenses, to the buyers.
- D. return the earnest money check, minus expenses, to the parents.

Answer: B

Explanation:

Under Massachusetts escrow laws, once an earnest money deposit is given, it becomes part of the transaction and must be held in the broker's escrow account until proper written instructions are received. The critical rule is that the earnest money belongs to the buyer, not to the third party who may have supplied the funds.

Therefore, even though the parents wrote the \$5,000 check, the funds legally belong to the buyers under the purchase and sale agreement. When the contract is canceled due to financing failure, and both parties (buyer and seller) agree in writing to release the deposit, the broker must issue the refund to the buyers, not the parents.

Massachusetts regulations (254 CMR 3.00) require brokers to handle escrow strictly according to the agreement and prohibit deductions for "expenses" unless explicitly authorized. Thus, the correct action is to issue the \$5,000 back to the buyers in full.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Trust Funds & Escrow; 254 CMR 3.10 (Board of Registration of Real Estate Brokers and Salespersons).

NEW QUESTION # 113

The provisions of the Real Estate License Law apply to which of the following individuals?

- A. Salespersons who sell their primary residences
- B. A licensed person who for a fee receives a referral from a licensed broker
- **C. A property manager who handles the sale of units within a managed condominium complex**
- D. A regular employee of a property owner who conducts lease transactions on the property

Answer: C

Explanation:

The Massachusetts Real Estate License Law (M.G.L. c. 112, §§ 87PP-87DDD) applies to anyone who engages in the business of buying, selling, leasing, or negotiating real estate transactions for a fee, commission, or other valuable consideration, unless specifically exempt.

Exemptions include:

Regular salaried employees of property owners who lease or manage property owned by their employer (no license needed).

Salespersons selling their own primary residence (no license needed, as owners always may sell their own property).

Referrals: A licensed person may receive compensation, but unlicensed referral fees are prohibited.

A property manager who handles sales of units (not just leasing or maintenance) is engaged in brokerage activities requiring a license. Therefore, the Real Estate License Law applies in this case.

Reference: M.G.L. c. 112, §§ 87QQ, 87RR; Massachusetts Real Estate Candidate Information Bulletin - Licensing Requirements.

NEW QUESTION # 114

Which type of deed provides the purchaser of real estate the greatest protection?

- A. deed in trust
- B. quitclaim deed
- C. trustee's deed
- **D. general warranty deed**

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A general warranty deed offers the highest level of protection to a buyer because the grantor guarantees clear title against all claims, past and present, even those arising before the grantor's ownership. The grantor makes several covenants, including seisin (ownership), right to convey, freedom from encumbrances, quiet enjoyment, further assurances, and warranty forever.

Quitclaim deed (A): contains no warranties; it only conveys whatever interest the grantor may have, if any. In Massachusetts, quitclaim deeds are common for transfers but are not as protective as general warranty deeds.

Trustee's deed (B): conveys property held in trust, usually without full warranties.

Deed in trust (D): transfers property into a trust arrangement, not primarily for buyer protection.

Thus, the general warranty deed provides the greatest buyer protection.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Transfer of Title; Deeds and Warranties.

NEW QUESTION # 115

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