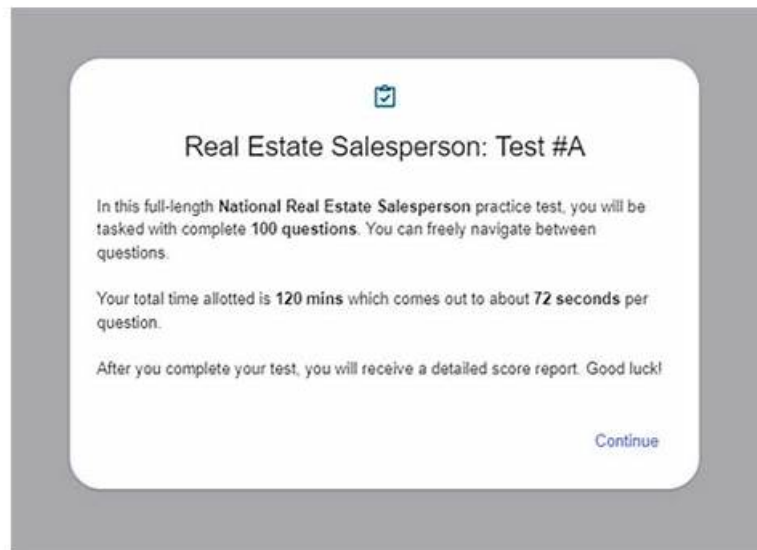


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## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q98-Q103):

NEW QUESTION # 98

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 south to the Point of Beginning.
- B. 150 feet west 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 # 99**

A broker lists a property abutting a pond. A potential buyer is interested in the property but plans to build an addition onto a boathouse. The buyer will need

- **A. Approval from the local conservation commission.**
- B. A certificate of compliance.
- C. A letter of interim control.
- D. Approval from the State Sanitary Commission.

**Answer: A**

Explanation:

If a property abuts a pond, the potential construction of any addition, especially near water, may require approval from the local conservation commission. This is because Massachusetts law, under the Massachusetts Wetlands Protection Act (M.G.L. c. 131, § 40), regulates activities near water bodies, wetlands, and other protected areas to preserve the environment and control construction near these sensitive areas.

The local conservation commission is responsible for approving construction projects that could affect the pond or surrounding wetlands. If the buyer intends to build near the pond, especially on land that may fall under these regulations, they must seek the approval of the local conservation commission before proceeding with construction.

Reference: M.G.L. c. 131, § 40 - Wetlands Protection Act; Massachusetts Real Estate Candidate Information Bulletin - Environmental Issues.

#### **NEW QUESTION # 100**

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

**Answer: A**

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 # 101

An advertisement emphasizes information meant to appeal to a particular ethnic or national group in an effort to maintain the character of the neighborhood. From the viewpoint of the federal Fair Housing Act, this could constitute a violation known as

- A. panic selling.
- B. blockbusting.
- C. redlining.
- D. steering.

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The Fair Housing Act prohibits discriminatory advertising that suggests preference, limitation, or discrimination based on race, color, national origin, religion, sex, familial status, or disability. Advertising designed to appeal to a particular ethnic or national group in order to "maintain neighborhood character" is an example of steering - influencing or directing prospective buyers or sellers based on protected class considerations.

Blockbusting (C) involves inducing owners to sell due to fear of demographic changes.

Redlining (B) refers to lenders refusing loans in certain neighborhoods.

Panic selling (D) is essentially synonymous with blockbusting, not advertising.

Thus, targeted ethnic advertising with the intent to control neighborhood composition is considered steering.

Reference: Fair Housing Act, 42 U.S.C. 3604(c); Massachusetts Real Estate Salesperson Candidate Handbook - Fair Housing.

### NEW QUESTION # 102

Standard title insurance would protect a buyer

- A. if after closing, the HOA placed a lien on the property for the previous owner's unpaid dues.
- B. in a purchase where the buyer had knowledge of a shed violating setback requirements.
- C. when the seller has forged an ex-partner's signature on the deed.
- D. for the purchase of a property bought sight unseen where the buyer discovers a tenant living at the property.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Standard title insurance protects against defects in title that existed prior to closing and were not discovered in the public record.

Covered risks include:

Forged deeds or signatures.

Fraud in the chain of title.

Undisclosed heirs.

Mistakes in recording.

Therefore, if a seller forged a co-owner's (ex-partner's) signature on the deed, title insurance would cover the buyer.

B: Post-closing liens (such as new HOA liens) are not covered.

C: Known defects or issues (shed violating setbacks) are not covered.

D: Occupancy issues are outside the scope of standard title coverage.

Thus, the correct answer is A.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Transfer of Title; Title Insurance.

### NEW QUESTION # 103

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