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Exam Massachusetts-Real-Estate-Salesperson Questions Answers | Dumps Massachusetts-Real-Estate-Salesperson Reviews

There may be a lot of people feel that the preparation process for Massachusetts-Real-Estate-Salesperson exams is hard and boring, and hard work does not necessarily mean good results, which is an important reason why many people are afraid of examinations. Today, our Massachusetts-Real-Estate-Salesperson Exam Materials will radically change this. High question hit rate makes you no longer aimless when preparing for the exam, so you just should review according to the content of our Massachusetts-Real-Estate-Salesperson study guide prepared for you.

Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q116-Q121):

NEW QUESTION # 116

A salesperson owns an apartment complex in Boston. The salesperson has decided to advertise the property for sale in a local newspaper and personally sell it. If the salesperson proceeds in this manner, the salesperson is

- A. Violating the law because a salesperson may not sell an income-producing property.
- B. Violating the law because the salesperson is not a broker and cannot advertise.

- C. Not violating the law because the salesperson has all the rights of a non-salesperson owner.
- D. Not violating the law because the broker-salesperson distinction does not apply to commercial properties.

Answer: C

Explanation:

A salesperson in Massachusetts, when selling their own property, has the same rights as a non-salesperson owner. The broker-salesperson distinction does not apply when an individual is selling their own property. A salesperson is not restricted from selling their own property, even if it is an income-producing property like an apartment complex.

The key distinction is that salespersons are prohibited from engaging in real estate activities for others without the supervision of a licensed broker. However, in this scenario, the salesperson is acting as an individual property owner and is free to advertise and sell the apartment complex without violating the law.

Therefore, the salesperson is not violating the law and has all the rights of a non-salesperson property owner.

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

NEW QUESTION # 117

While inspecting a tenant-occupied property, the buyer was told by the seller that the microwave oven would be included in the sale price. Upon possession, the buyer learned that the microwave oven belonged to the tenant and not the seller. Is the buyer entitled to the microwave oven?

- A. Yes, because all oral contracts for the sale of real property are enforceable.
- B. Yes, because the buyer's offer to purchase included all real property.
- C. No, because the microwave was the real property of the tenant.
- D. No, because the seller did not have the right to include the microwave in the sale.

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

In a real estate sale, the seller can only transfer property they own. Personal property belonging to a tenant is not part of the seller's estate and cannot be conveyed, regardless of oral promises.

A: Incorrect - microwave ovens are personal property, not automatically real property.

B: Oral contracts are generally unenforceable under the Statute of Frauds.

C: Incorrect because the microwave is personal property, not real property of the tenant.

D: Correct - the seller had no ownership interest and therefore no authority to include it in the sale.

Thus, the buyer is not entitled to the microwave.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership (Fixtures vs. Personal Property); Statute of Frauds.

NEW QUESTION # 118

The heir to a large estate will be of legal age within 30 days. The heir lists for sale with a broker one of the properties held by the estate. The broker knows of a buyer for the property and sells it within 24 hours of listing, with closing to be in 45 days. Both listing and sale contracts are

- A. voidable.
- B. executed.
- C. executory.
- D. fulfilled.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Contracts entered into by a minor (a person not yet of legal age) are generally voidable at the option of the minor. In this case, the heir is still underage when signing both the listing and the sales contract. Although enforceable by the minor, they may be disaffirmed before reaching majority age or within a reasonable time thereafter.

Fulfilled (A) applies only once all terms have been performed.

Executed (B) means fully performed; here, the contracts are not.

Executory (D) means still in progress, which is true, but the critical legal issue is that the contracts are voidable due to minority.

Therefore, both contracts are voidable.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; M.G.L. c.231 §85O (contracts with minors).

NEW QUESTION # 119

An offer of \$569,000 is verbally accepted by a seller. Two hours later an offer of \$589,000 is presented to the seller, which the seller accepts in writing. Based on the above situation the first buyer is

- A. Entitled to purchase the property.
- B. Entitled to an additional offer.
- C. Not entitled to the status as a backup offer.
- D. **Not entitled to purchase the property.**

Answer: D

Explanation:

Under Massachusetts law and the Statute of Frauds (M.G.L. c. 259), all contracts for the sale of real property must be in writing and signed to be enforceable. A verbal acceptance of an offer does not create a binding real estate contract. Therefore, when the seller verbally accepted the first offer of \$569,000, no enforceable agreement was formed.

Later, when the seller accepted the \$589,000 offer in writing, that acceptance created the first legally binding contract because it was in writing and signed. The first buyer cannot compel the seller to sell to them, as there was no enforceable written agreement. Thus, the first buyer is not entitled to purchase the property. Only the second, written offer created enforceable contractual rights.

Reference: Massachusetts General Laws Chapter 259 (Statute of Frauds); Massachusetts Real Estate Candidate Information Bulletin, Section: Contracts.

NEW QUESTION # 120

Which of the following is true about mortgage assumptions?

- A. **The seller may or may not be released from liability.**
- B. The buyer is required to sign a new mortgage note.
- C. The buyer is relieved of personal liability.
- D. The mortgagee automatically releases the seller upon receipt of a warranty deed.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

When a mortgage is assumed, the buyer takes over the existing loan obligations. The buyer typically becomes personally liable for the debt if the lender approves the assumption, but the seller remains liable unless formally released by the lender through a novation. Thus, the seller "may or may not be released" depending on lender approval. The assumption is different from a "subject to" transaction, where the buyer makes payments but is not personally liable.

A is incorrect: the buyer is not relieved of liability-they are assuming it.

C is incorrect: a new note is not signed; the existing obligation is assumed.

D is incorrect: transfer of a deed does not release liability; only lender approval/novation does.

Therefore, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing; Assumptions vs. "Subject To" Mortgages.

NEW QUESTION # 121

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