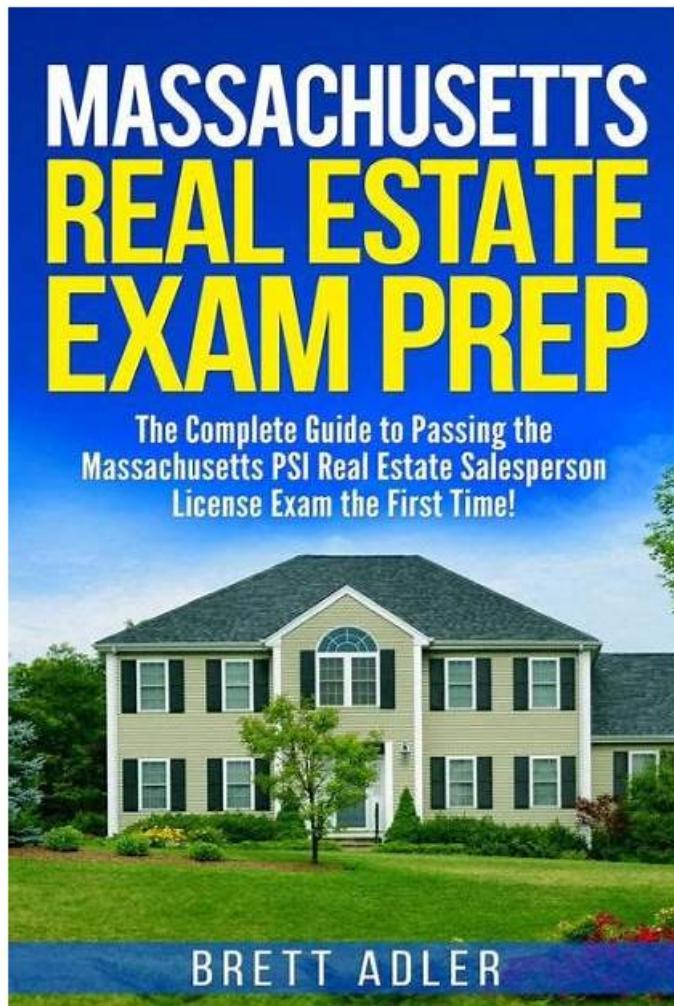


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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q134-Q139):

NEW QUESTION # 134

Which of the following activities may result in a fine from the Massachusetts Commission Against Discrimination (MCAD) against a licensee?

- A. Failing to give both the buyer and the seller a copy of the purchase and sales agreement
- **B. Blockbusting**
- C. Acting in the dual capacity of broker and undisclosed principal in the same transaction
- D. Knowingly making any substantial misrepresentation

Answer: B

Explanation:

The Massachusetts Commission Against Discrimination (MCAD) is the state agency responsible for enforcing the Massachusetts Fair Housing Law (M.G.L. c. 151B). Blockbusting is the illegal practice of inducing homeowners to sell by suggesting that protected classes of people (such as minorities, families with children, or people receiving public assistance) are moving into the neighborhood, often suggesting declining property values.

This practice is explicitly prohibited under both federal law (Fair Housing Act) and Massachusetts General Law. MCAD has the authority to investigate complaints of housing discrimination and levy fines against licensees found guilty of such violations.

While misrepresentation or undisclosed dual capacity may lead to disciplinary action by the Massachusetts Board of Registration of Real Estate Brokers and Salespersons, only violations of fair housing law, such as blockbusting, steering, or refusing to deal with members of protected classes, fall under the jurisdiction of MCAD.

Reference: Massachusetts General Laws c. 151B; MCAD Fair Housing Guidelines; 254 CMR 3.00.

NEW QUESTION # 135

A subordination agreement is used to

- A. assign rents to the lender in case of borrower default.
- **B. change the priority of mortgages.**
- C. pledge property for a loan without giving up possession.
- D. initiate foreclosure proceedings.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Lien priority generally follows the rule of "first in time, first in right," meaning liens are paid in the order they are recorded. A subordination agreement is a legal document where a lienholder agrees to give up its normal priority position in favor of another lienholder. This often occurs when refinancing: a first mortgage lender will only agree to refinance if its lien remains in first position, so the holder of a second mortgage (or other lien) must sign a subordination agreement to remain subordinate.

This agreement does not initiate foreclosure (B), does not pledge property for collateral (C—that's the function of the mortgage itself), and does not assign rents (D—that would be an "assignment of rents" clause).

Massachusetts exam content emphasizes lien priority and the use of subordination agreements as key in refinancing scenarios. Thus, the correct answer is A.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing Instruments; M.G.L. c. 183 (Mortgages).

NEW QUESTION # 136

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 the salesperson is not a broker and cannot advertise.
- B. Not violating the law because the broker-salesperson distinction does not apply to commercial properties.
- C. Violating the law because a salesperson may not sell an income-producing property.
- D. Not violating the law because the salesperson has all the rights of a non-salesperson owner.

Answer: D

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 # 137

If a deed creating a tenancy in common does NOT state the fractional interest of each co-owner, it

- A. becomes a joint tenancy.
- B. must be determined by a majority vote of the tenants.
- C. is presumed each owner has an equal interest.
- D. is void.

Answer: C

Explanation:

In tenancy in common, two or more individuals hold title together, each with an undivided right to possess the property. The co-owners may hold unequal shares, but unless otherwise specified in the deed, the law presumes equal ownership interests.

For example, if three people take title as tenants in common without specifying percentages, Massachusetts law assumes they each own one-third. The deed is not void (A), fractional shares are not decided by "vote" (C), and tenancy in common does not convert into joint tenancy (D) unless explicitly stated with survivorship rights.

Thus, the correct answer is B: presumed equal interest.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Forms of Ownership; M.G.L. c. 184.

NEW QUESTION # 138

A seller wants \$120,000 for a home and still owes \$20,000 of the original loan at 7% interest. The current interest rate is 12%. A buyer can pay \$60,000 down and wants to carry a mortgage that includes the seller's \$20,000 existing mortgage and the remaining \$40,000 for a total of \$60,000 at an interest rate of 10%. What kind of mortgage loan is this?

- A. wraparound
- B. buydown
- C. equity
- D. blanket

Answer: A

Explanation:

A wraparound mortgage is a type of seller financing in which the new loan "wraps around" an existing loan.

The buyer makes one combined payment to the seller, who continues paying the original loan while retaining the difference. In this case:

The seller owes \$20,000 at 7%.

The buyer wants to borrow \$60,000 total (\$20,000 existing + \$40,000 new).

The new loan is structured at 10% interest, covering both debts.

This is exactly how a wraparound mortgage works: the seller finances the buyer's loan, keeps the existing mortgage in place, and earns the difference between the interest rates.

The other options:

Blanket mortgage (A): covers multiple parcels.

Equity loan (B): based on homeowner equity.

Buydown (D): involves prepaying interest to reduce borrower's rate.

Correct answer: C: wraparound.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing; Real Estate Finance Principles.

NEW QUESTION # 139

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