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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q135-Q140):

NEW QUESTION # 135

A buyer makes an offer on a property and asks the Seller's broker to recommend a good home inspector. The Seller's broker may

- A. Provide a list of no fewer than 20 licensed home inspectors in the county where the property is located.
- B. Provide business cards of local home inspectors.

- C. Provide the complete list of home inspectors prepared by the Commonwealth of Massachusetts.
- D. Recommend a specific home inspector.

Answer: C

Explanation:

Massachusetts law (M.G.L. c. 112, 221-226, Home Inspector Licensing Act) regulates the relationship between real estate agents and home inspectors. To prevent conflicts of interest and protect consumers, a real estate broker or salesperson may not directly recommend one specific home inspector. Instead, they are required to provide buyers with the official list of licensed home inspectors prepared by the Commonwealth of Massachusetts.

This rule ensures impartiality and prevents brokers from steering buyers to inspectors who might be biased.

Giving out business cards or providing a shortened list of inspectors violates this regulation. The buyer is free to choose any licensed inspector from the state-approved list.

Reference: M.G.L. c. 112, 221-226; 266 CMR (Massachusetts Home Inspector Regulations).

NEW QUESTION # 136

What type of loan would allow homeowners to utilize the equity built up in their home without having to sell?

- A. reverse mortgage
- B. sale-and-leaseback
- C. graduated payment
- D. accelerated mortgage

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A reverse mortgage allows homeowners, typically aged 62 or older, to convert part of the equity in their home into cash without selling the home or making monthly payments. The loan is repaid when the homeowner sells the property, moves out permanently, or passes away. This program is particularly useful for seniors who are "house-rich but cash-poor." Accelerated mortgage (A): involves faster repayment, not equity access.

Graduated payment mortgage (B): starts with lower payments that increase over time.

Sale-and-leaseback (C): involves selling property and leasing it back, which requires giving up ownership.

Thus, the correct answer is D: reverse mortgage.

Reference: HUD Reverse Mortgage Program (HECM); Massachusetts Real Estate Salesperson Candidate Handbook - Financing.

NEW QUESTION # 137

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

Answer: B

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 # 138

A private integrated club refused to rent one of its condos to a minority family. The club explained that it did not rent the condos to the public since the condos were for members only. Is the club in violation of the federal Fair Housing Act, and if so, how?

- A. No, because a private club may restrict the rental of its own lodgings to its members as long as the lodgings are not operated commercially.
- B. Yes, because the club had minority members, and therefore was not eligible for exemptions from the federal Fair Housing Act.
- **C. Yes, because when race is involved, no exceptions to the federal Fair Housing Act exist.**
- D. No, because as an integrated club, they could discriminate on the basis of race in renting facilities.

Answer: C

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968) prohibits housing discrimination based on race, color, religion, sex, national origin, familial status, or disability. While the Act contains limited exemptions for private clubs and religious organizations, no exemption applies when race is involved.

Therefore, even if the club limits occupancy to members, it cannot refuse to rent based on race. Race discrimination is always illegal, regardless of ownership type or membership restrictions.

B is incorrect: minority membership status does not determine exemption.

C is false: no private club exemption allows racial discrimination.

D misstates the exemption; private clubs may limit lodging to members, but not on the basis of race.

Thus, the correct answer is A: when race is involved, no exemptions apply.

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

NEW QUESTION # 139

Which of the following property valuation estimates or reports would have to be prepared by a licensed or certified appraiser?

- **A. a reconciliation report for an FHA loan**
- B. a comparative market analysis
- C. a value analysis for a non-residential property valued below \$250,000
- D. a broker's price opinion

Answer: A

Explanation:

Under federal law (FIRREA - Financial Institutions Reform, Recovery, and Enforcement Act of 1989), any appraisal used in connection with a federally related transaction (such as FHA-insured or VA-guaranteed loans) must be prepared by a state-licensed or state-certified appraiser.

While brokers and salespersons in Massachusetts may prepare broker price opinions (BPOs) and comparative market analyses (CMAs), these are considered marketing tools and cannot substitute for a certified appraisal in federally related transactions.

Likewise, although smaller non-residential properties under \$250,000 may sometimes qualify for alternative valuation methods, FHA loan underwriting requires a formal appraisal with reconciliation prepared by a licensed appraiser.

Thus, the correct answer is C: reconciliation report for an FHA loan.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Appraisal; FIRREA (12 U.S.C. 3331-3351).

NEW QUESTION # 140

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