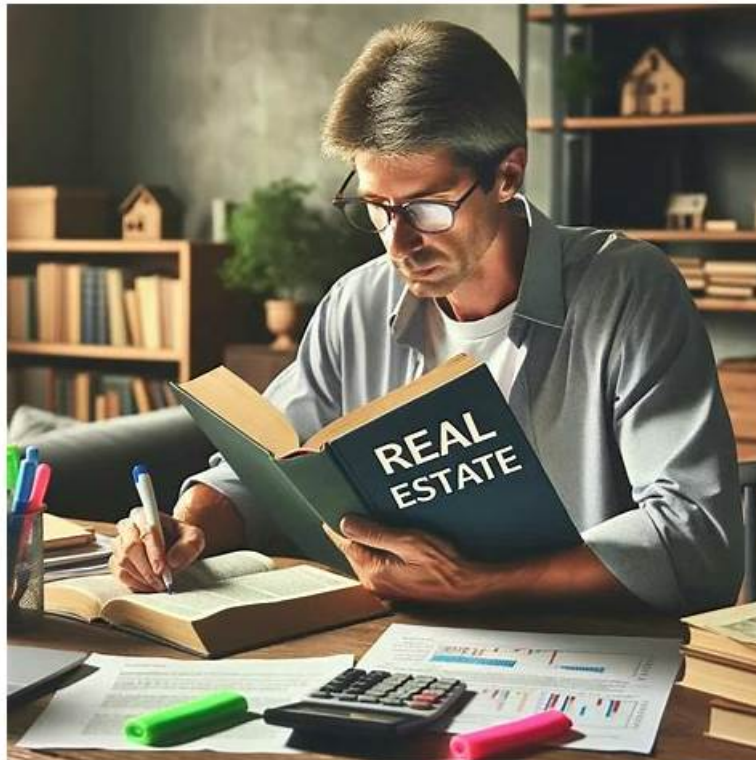


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## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q90-Q95):

### NEW QUESTION # 90

An example of modular construction is

- A. a home used as a model.
- B. a log cabin.
- C. an apartment building.
- D. prefabricated housing.

**Answer: D**

Explanation:

In real estate and construction terminology, modular construction refers to a building method where sections of the home are manufactured in a factory setting, transported to the building site, and then assembled on a permanent foundation. This is a form of prefabricated housing, but different from mobile homes because modular homes are considered real property once placed on their permanent foundation.

Massachusetts licensing materials classify modular homes under prefabricated housing because they are built off-site to precise specifications and then joined together at the location. This method provides greater efficiency, lower cost, and adherence to state and local building codes. By contrast, apartment buildings (B) are traditionally built on-site, a model home (C) is only a sales demonstration, and a log cabin (D) may be site-built but not considered modular unless pre-manufactured in sections.

Therefore, the correct answer is A: prefabricated housing.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership and Land Use Controls section; Modern Real Estate Practice, 20th Edition, Construction Methods.

### NEW QUESTION # 91

Which of the following types of agreements applies when the seller retains the right to sell?

- A. MLS Listing
- B. Net Listing
- C. Exclusive Agency Listing
- D. Exclusive Right to Sell Listing

**Answer: C**

Explanation:

An Exclusive Agency Listing agreement is one where the seller hires a broker to sell the property but retains the right to sell the property themselves without owing the broker a commission. If the seller sells the property directly, the broker will not be entitled to a commission.

In contrast, with an Exclusive Right to Sell Listing, the broker receives a commission regardless of whether they or the seller finds the buyer. An MLS Listing is not an agreement type but refers to listing the property in the Multiple Listing Service. Net Listings are illegal in Massachusetts, as they can lead to unethical practices.

Reference: Massachusetts Real Estate Candidate Information Bulletin - Agency Relationships and Listings.

### NEW QUESTION # 92

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

**Answer: C**

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 # 93

Which of the following is true of a quitclaim deed?

- A. It can be used to remove a cloud on a title.
- B. It cannot be recorded.
- C. It cannot be used to transfer a title held in fee simple.
- D. It has warranties similar to a special warranty deed.

**Answer: A**

Explanation:

A quitclaim deed is commonly used in Massachusetts to transfer whatever interest the grantor may have in the property, without any warranties of title. The grantor does not guarantee that they own the property or that the title is clear; they are simply releasing ("quitting") any claim they might have.

This makes quitclaim deeds useful for curing defects or removing a cloud on title, such as correcting a name, releasing an interest, or resolving minor disputes. While Massachusetts typically uses quitclaim deeds even in regular sales transactions (where other states may prefer warranty deeds), their primary legal function is still to transfer without guarantees.

The other options are incorrect:

A: It can transfer fee simple interest.

B: It provides no warranties, unlike a special warranty deed.

D: It can be recorded.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Transfer of Title; M.G.L. Chapter 183 (Conveyances of Land).

### NEW QUESTION # 94

A landlord may require that a disabled tenant

- A. remove the wheelchair ramp from the apartment upon vacating the unit.
- B. not install grab bars in the tile shower if drilling holes in the tile is required.
- C. pay an additional fee for using the swimming pool to cover the added insurance cost.
- D. pay double the usual \$500 security deposit.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Under the Fair Housing Amendments Act of 1988, landlords must allow tenants with disabilities to make reasonable modifications at their own expense if needed for full enjoyment of the premises. The landlord cannot refuse reasonable modifications (like grab bars) nor charge additional deposits or fees due to disability.

However, the landlord may require that the tenant restore the property to its original condition upon vacating, excluding normal wear and tear.

Therefore:

A: Increasing a security deposit because of disability is illegal.

B: Charging extra for facility use due to disability is discriminatory.

D: Tenants are allowed to install grab bars, even if drilling is required, as this is a reasonable modification.

Only C is consistent with the law: requiring the removal of modifications (like a ramp) when vacating.

Reference: Fair Housing Amendments Act (1988); Massachusetts Real Estate Salesperson Candidate Handbook - Fair Housing and Accessibility.

## NEW QUESTION # 95

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