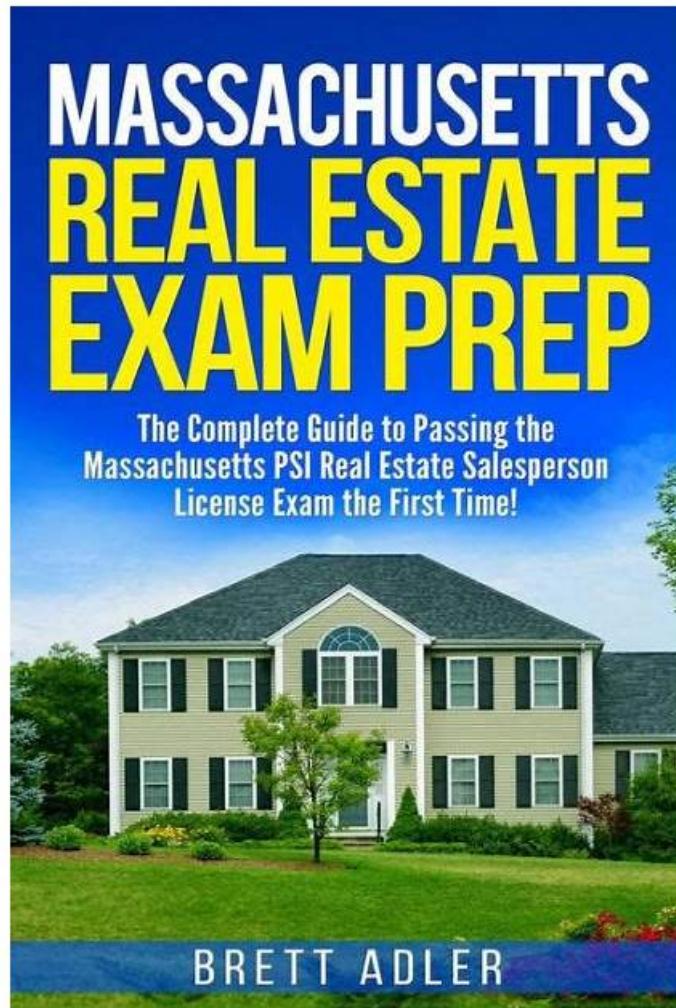


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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q72-Q77):

NEW QUESTION # 72

A property manager has successfully negotiated the lease of a home built in 1965 to tenants who have no children. Regarding disclosure of lead-based paint, the property manager should

- A. have the tenants sign the disclosure form and provide them with the required booklet.
- B. do nothing, as regulations only apply when children are present.
- C. give the tenants 10 days to test the home and provide them with the required booklet.
- D. have all the lead-based paint covered or removed by licensed mitigators.

Answer: A

Explanation:

The Residential Lead-Based Paint Hazard Reduction Act (Title X, 1992) requires that landlords and sellers of housing built before 1978 disclose any known lead-based paint hazards to prospective tenants or buyers.

Massachusetts enforces this rule strictly due to its older housing stock.

The law applies regardless of whether children are present. Tenants must receive:

An EPA-approved lead hazard information booklet.

A disclosure form confirming acknowledgment.

Tenants must be informed of their right to test for lead, but in a lease situation they do not automatically get a 10-day inspection period (that applies to sales, not rentals). Covering or removing lead paint (B) is only required if a child under six will occupy the property in Massachusetts, under the Lead Law (M.G.L. c.111 §197).

Thus, the correct answer is D.

Reference: EPA Lead-Based Paint Disclosure Rule; Massachusetts Lead Law; Massachusetts Real Estate Salesperson Candidate Handbook - Environmental Issues.

NEW QUESTION # 73

The listing broker has been presented with multiple offers. The seller would accept only a cash offer on the home, so the broker will present

- A. only cash offers to the seller.
- B. the highest offer to the seller.
- C. all offers to the seller.
- D. the highest cash offer to the seller.

Answer: C

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Under license law and the broker's fiduciary duty of obedience and disclosure, the listing broker must present all offers to the seller promptly, regardless of terms, unless the seller gives prior written instructions to the contrary. The broker does not have discretion to screen offers or present only those that match the seller's preferences.

It is the seller's decision whether to reject, accept, or counter offers (including non-cash offers). By law, withholding offers could constitute a violation of fiduciary duty and possibly discrimination if done selectively.

Thus, the correct answer is D: all offers to the seller.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency Duties; 254 CMR 3.00.

NEW QUESTION # 74

A buyer and a seller have a purchase agreement that contains a home inspection contingency. The buyer has applied for a VA mortgage. After the home inspection is completed, the buyer writes an addendum requesting that the seller pay to repair several items found by the home inspector. The seller counters the addendum by requiring that the buyer agree that the repairs will be made, but that no further expenses will be incurred by the seller. The VA appraisal inspection has not been conducted. Under these circumstances, which of the following is correct?

- A. The VA inspection is not necessary because the buyer's home inspection report will be sent to the mortgage company.
- B. There is no longer a valid contract.
- **C. The original contract is still in effect.**
- D. The licensee should encourage the seller to place the home back on the market.

Answer: C

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

In this scenario, the parties have entered into a binding purchase agreement with a home inspection contingency. The buyer submitted an addendum requesting seller repairs, but the seller countered. Since the buyer has not yet accepted, the counter is not binding - therefore, the original contract remains in effect until both parties agree to a modification.

Additionally, because the financing is a VA loan, the VA still requires a VA appraisal (separate from the buyer's home inspection) to determine value and minimum property requirements. The VA inspection cannot be waived by substituting the home inspector's report.

Thus, the correct answer is B: the original contract is still in effect.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; VA Loan Program Guidelines.

NEW QUESTION # 75

An example of modular construction is

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

Answer: A

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 # 76

Multi-ethnic families were beginning to move into a neighborhood that had previously been all one ethnicity.

A local broker passed out flyers to homeowners that said, "Sell now before it's too late! We have beautiful new homes with attractive financing and good schools." These flyers would likely be viewed by the courts as

- A. redlining.
- B. steering.
- **C. blockbusting.**
- D. good marketing.

Answer: C

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Blockbusting is the illegal practice of inducing homeowners to sell by suggesting that the entry of minority or ethnic families into the neighborhood will negatively affect property values. The flyer in this scenario explicitly encourages homeowners to sell "before it's too late," a textbook example of blockbusting under the Fair Housing Act of 1968.

A (good marketing) is wrong because the intent is discriminatory.

C (redlining) refers to lenders refusing to provide loans in certain areas, not brokers pressuring owners.

D (steering) involves directing buyers toward or away from certain neighborhoods.

Thus, the courts would identify this as blockbusting.

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

NEW QUESTION # 77

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