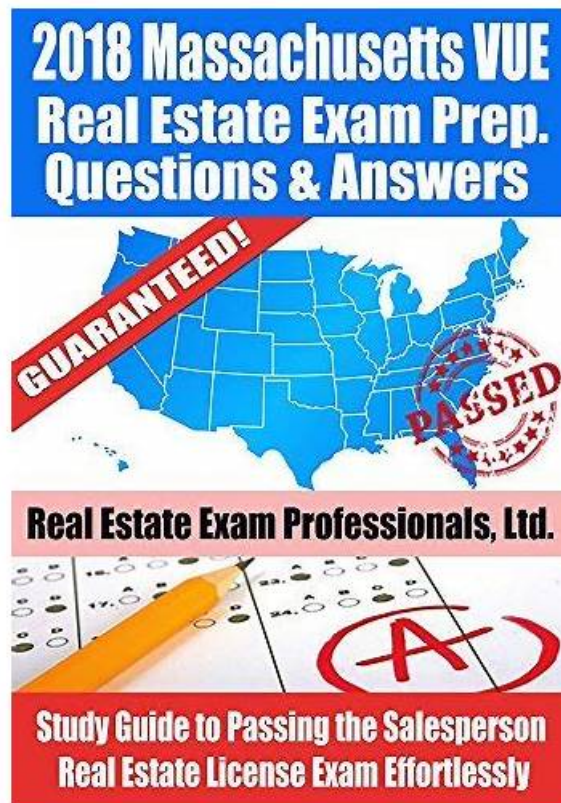


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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q64-Q69):

NEW QUESTION # 64

According to the Massachusetts Fair Housing Law, it is unlawful to ask prospective tenants questions about their

- A. Income.
- B. Occupation.
- C. Place of birth.
- D. Criminal history.

Answer: C

Explanation:

The Massachusetts Fair Housing Law (M.G.L. c. 151B) prohibits discrimination in housing based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, ancestry, veteran status, familial status, disability, or receipt of public assistance. Asking about a tenant's place of birth could reveal information about national origin or ancestry, which are protected classes under both state and federal fair housing law.

By contrast, landlords and brokers are legally permitted to verify income and occupation to determine financial qualifications, and Massachusetts law also permits certain criminal history checks in compliance with state and federal guidelines. However, questioning applicants about their place of birth is directly discriminatory and unlawful.

Reference: M.G.L. c. 151B, 4; HUD Fair Housing Act Guidelines.

NEW QUESTION # 65

A 2-year lease on a property has expired. The owner permits the tenant to remain in the house while a new lease is being negotiated. Which of the following types of interest does the tenant now have?

- A. tenancy at will
- B. tenancy in common
- C. tenancy at sufferance
- D. tenancy from year to year

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

When a lease expires and the tenant remains in possession with the landlord's consent, the tenancy becomes a tenancy at will. This means the tenant occupies the property with the owner's permission but without a fixed lease term. Either party may terminate the tenancy with proper notice, as required by law.

A: Tenancy from year to year (periodic tenancy) arises when rent is paid at regular intervals without a defined end.

C: Tenancy in common refers to ownership, not leasing.

D: Tenancy at sufferance occurs when the tenant remains without the landlord's consent.

Since the landlord has permitted occupancy during negotiation, the correct answer is B: tenancy at will.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Leases; M.G.L. c.186 (Landlord- Tenant Law).

NEW QUESTION # 66

A buyer wants to purchase a home for \$150,000 with a 30% down payment. The lender charges 1.75 points. How much money does the buyer need up front to make the purchase?

- A. \$45,788
- B. \$46,838
- C. \$45,000
- **D. \$47,625**

Answer: D

Explanation:

$$45,000 + 1,837.50 = 46,837.50$$

Rounded, the buyer needs \$47,625 up front.

Thus, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing & Math (Points, Down Payments, Loan Calculations).

NEW QUESTION # 67

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

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

Answer: A

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 # 68

A broker has listed a property for \$225,000. An offer of \$210,000 contingent upon inspection comes in the first week and the seller accepts it. Another offer of \$205,000 comes in the second week. The seller accepts it as a secondary offer contingent upon the termination of the first offer. The first offeror demands the seller spend \$5,000 in repairs before going through with the purchase. The seller may do any of the following EXCEPT

- A. agree to do the needed repairs and consummate the transaction with the first offeror.
- **B. ignore the demand and sell the property to the second offeror.**
- C. refuse to do the repairs and still proceed with the sale in as-is condition.
- D. terminate the first agreement in writing and sell to the second offeror.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Once the seller accepted the first buyer's offer, they entered into a legally binding contract. Any additional requests for repairs must be negotiated. The seller may:

Agree to the repairs (A)

Refuse and insist on as-is (B)

Terminate by mutual agreement in writing and move to the secondary offer (C) However, the seller cannot simply ignore the buyer's demands and sell to another buyer. Doing so would be a breach of contract. The second offer is valid only as a backup if the first contract is properly terminated.

Thus, the seller may do anything except D.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Secondary Offers.

NEW QUESTION # 69

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