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## **Valid Massachusetts-Real-Estate-Salesperson Test Dumps, Valid Massachusetts-Real-Estate-Salesperson Test Simulator**

The modern Real Estate world is changing its dynamics at a fast pace. To stay and compete in this challenging market, you have to learn and enhance your in-demand skills. Fortunately, with the Massachusetts Real Estate Salesperson Exam (Massachusetts-Real-Estate-Salesperson) certification exam you can do this job nicely and quickly. To do this you just need to enroll in the Real Estate Massachusetts-Real-Estate-Salesperson Certification Exam and put all your efforts to pass the Massachusetts Real Estate Salesperson Exam (Massachusetts-Real-Estate-Salesperson) certification exam.

## **Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q74-Q79):**

### **NEW QUESTION # 74**

Based on the common law of agency, which of the following would always be an agent's duty?

- A. hiring a contractor to repair a listing with a leaky roof
- B. analyzing the preliminary title report and advising the buyer regarding exceptions listed
- **C. placing the interests of the principal above all others, including the agent's own interests**
- D. disclosing that the reason a client is selling is an impending divorce

**Answer: C**

Explanation:

The common law of agency requires real estate licensees to act in the best interests of their principal (the client). The six fiduciary duties are: obedience, loyalty, disclosure, confidentiality, accounting, and reasonable care/diligence.

The most fundamental of these is loyalty - meaning the agent must always place the client's interests above all others, including their own.

Hiring a contractor (A) goes beyond the agent's authority unless authorized.

Disclosing divorce (B) would breach confidentiality, not fulfill a duty.

Analyzing legal title exceptions (C) constitutes unauthorized legal practice.

Thus, the correct answer is D: placing the principal's interests first.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Agency Law; Common Law Fiduciary Duties.

**NEW QUESTION # 75**

A couple enters into a purchase contract to buy a house, and their parents are providing a \$5,000 earnest money check. The check is deposited in the listing broker's escrow account. The buyers are unable to get financing, and the contract provides for return of the earnest money to the buyers. The buyers and seller agree in writing to the release of the earnest money. The listing broker should

- A. issue a \$5,000 check to the buyers.
- B. issue a \$5,000 check to the parents.
- C. return the earnest money check, minus expenses, to the buyers.
- D. return the earnest money check, minus expenses, to the parents.

**Answer: A**

Explanation:

Under Massachusetts escrow laws, once an earnest money deposit is given, it becomes part of the transaction and must be held in the broker's escrow account until proper written instructions are received. The critical rule is that the earnest money belongs to the buyer, not to the third party who may have supplied the funds.

Therefore, even though the parents wrote the \$5,000 check, the funds legally belong to the buyers under the purchase and sale agreement. When the contract is canceled due to financing failure, and both parties (buyer and seller) agree in writing to release the deposit, the broker must issue the refund to the buyers, not the parents.

Massachusetts regulations (254 CMR 3.00) require brokers to handle escrow strictly according to the agreement and prohibit deductions for "expenses" unless explicitly authorized. Thus, the correct action is to issue the \$5,000 back to the buyers in full.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Trust Funds & Escrow; 254 CMR 3.10 (Board of Registration of Real Estate Brokers and Salespersons).

**NEW QUESTION # 76**

The two clauses in a mortgage which allow the lender to proceed with a foreclosure sale are which of the following?

- A. acceleration clause and power of sale clause
- B. escalation clause and alienation clause
- C. escalation clause and power of sale clause
- D. foreclosure clause and alienation clause

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Two key clauses permit a lender to enforce foreclosure:

Acceleration clause - allows the lender to declare the entire debt immediately due and payable if the borrower defaults. Without this clause, the lender could only sue for past-due installments.

Power of sale clause - common in Massachusetts "title theory" mortgages, it authorizes the lender to sell the property at public auction without going through full judicial foreclosure.

The alienation clause (also called a "due-on-sale" clause) allows the lender to demand payoff when the property is transferred, not for foreclosure. The escalation clause allows interest rate or payment adjustments, not foreclosure.

Therefore, the correct pair that authorizes foreclosure is D: acceleration clause and power of sale clause.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Financing Instruments; M.G.L. c. 183 21 (Power of Sale Foreclosure).

### NEW QUESTION # 77

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. blanket
- D. equity

#### 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 # 78

In a jurisdiction where a seller's property condition disclosure is required, the licensee is responsible for

- A. ensuring that the buyer receives the property disclosure before the contract is finalized.
- B. completing the property condition disclosure.
- C. ensuring that the seller complete the property condition disclosure before closing.
- D. checking the disclosure for accuracy and ensuring that the buyer receives it before closing.

#### Answer: A

Explanation:

In Massachusetts, property disclosure laws are strict about timing and delivery but do not place the responsibility of accuracy on the real estate licensee. The property condition disclosure is completed and signed by the seller, not the agent. The agent's duty is to facilitate compliance with disclosure requirements, specifically ensuring that the buyer has received the disclosure before the purchase and sale agreement is finalized.

This requirement protects buyers by allowing them to make informed decisions about the condition of the property before entering into a binding contract. Licensees are not required to fill out or verify the accuracy of the disclosure; their duty is limited to ensuring delivery. Massachusetts regulations (M.G.L. c. 93, §114) and the Massachusetts Real Estate Salesperson Exam materials clearly emphasize that:

Sellers complete the disclosure themselves.

Buyers must receive the disclosure before signing binding documents.

Licensees are responsible only for delivery, not for content accuracy.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook; Massachusetts General Laws c.93, §114.

### NEW QUESTION # 79

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