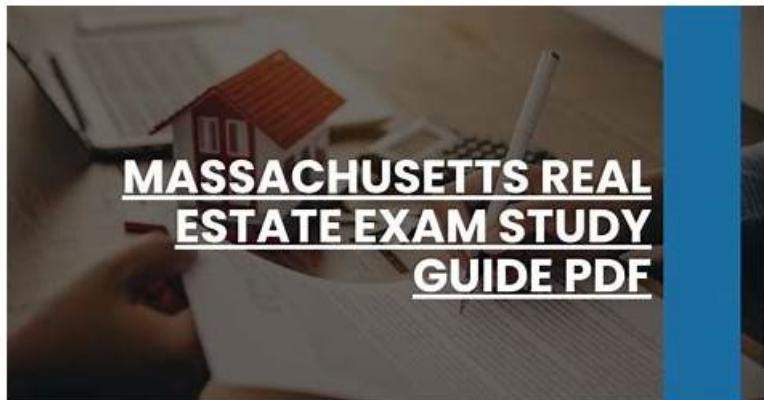


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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q87-Q92):

NEW QUESTION # 87

Which of the following statements concerning a security deposit is correct?

- A. It must be returned to the tenant within twenty-one days of termination of occupancy.
- B. It may be maintained in the landlord's regular business account as long as it is interest-bearing.
- C. It must be transferred to the tenant when the building is sold.
- D. It may not exceed the first month's rent.

Answer: A

Explanation:

Under M.G.L. c. 186, 15B, Massachusetts law regulates security deposits strictly:

The maximum allowable deposit is one month's rent.

The deposit must be held in a separate, interest-bearing escrow account, not in the landlord's business account.

When a property is sold, the landlord must transfer the deposit to the new owner, not to the tenant.

Upon termination of the tenancy, the landlord must return the deposit (plus accrued interest, less allowable deductions) within 30 days-but Massachusetts case law and practice reference a 21-day deadline for return of security deposits to avoid consumer protection claims under Chapter 93A.

Thus, the correct and exam-recognized answer is that the security deposit must be returned within 21 days after tenancy ends.

Reference: M.G.L. c. 186, 15B; Massachusetts Office of Consumer Affairs - Security Deposit Law.

NEW QUESTION # 88

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

Answer: C

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 # 89

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

Answer: B

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 # 90

Which of the following best completes the following metes and bounds description? "Beginning at the intersection of Bunker Hill

Road and Munson Avenue, thence 150 feet south; thence 85 feet west; thence 150 feet north; thence"

- A. 85 feet west to the Point of Beginning.
- **B. 85 feet east to the Point of Beginning.**
- C. 150 feet south to the Point of Beginning.
- D. 150 feet west to the Point of Beginning.

Answer: B

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A metes and bounds description closes by returning to the Point of Beginning (POB) using the necessary final course to complete the perimeter. Here, the sequence runs: 150 feet south, 85 feet west, and 150 feet north.

After going south 150' and later north 150', you are back aligned with the original east-west line at the POB but 85 feet west of it. To close, you must travel 85 feet east back to the POB. Therefore, the only correct final call is "85 feet east to the Point of Beginning." This reflects the standard principle that metes and bounds must form a closed polygon, ending exactly where they started. Massachusetts exam content treats metes and bounds as a valid legal description method emphasizing a closed traverse that returns to the POB and uses calls of direction and distance to define boundaries precisely.

References: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership & Legal Descriptions; Modern Real Estate Practice (legal descriptions: metes and bounds).

NEW QUESTION # 91

A broker lists a property abutting a pond. A potential buyer is interested in the property but plans to build an addition onto a boathouse. The buyer will need

- A. A certificate of compliance.
- B. A letter of interim control.
- C. Approval from the State Sanitary Commission.
- **D. Approval from the local conservation commission.**

Answer: D

Explanation:

If a property abuts a pond, the potential construction of any addition, especially near water, may require approval from the local conservation commission. This is because Massachusetts law, under the Massachusetts Wetlands Protection Act (M.G.L. c. 131, § 40), regulates activities near water bodies, wetlands, and other protected areas to preserve the environment and control construction near these sensitive areas.

The local conservation commission is responsible for approving construction projects that could affect the pond or surrounding wetlands. If the buyer intends to build near the pond, especially on land that may fall under these regulations, they must seek the approval of the local conservation commission before proceeding with construction.

Reference: M.G.L. c. 131, § 40 - Wetlands Protection Act; Massachusetts Real Estate Candidate Information Bulletin - Environmental Issues.

NEW QUESTION # 92

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