

Massachusetts-Real-Estate-Salesperson Positive Feedback - Massachusetts-Real-Estate-Salesperson Online Tests

Real Estate Salesperson: Test #A
PSI Test Taker • Test #29397

Highlight

What type of document is typically used to transfer ownership of personal property rather than real property?

☐ Bill of sale

☐ Agreement of sale

☐ Lease

☐ Option

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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q120-Q125):

NEW QUESTION # 120

An owner signed a contract to sell an apartment building. Just before closing, the owner informed the buyers that the owner would NOT sell the property. A lawsuit filed by the buyers would be for

- A. lis pendens.
- B. a deficiency judgment.
- C. specific performance.
- D. quiet title action.

Answer: C

Explanation:

In real estate contract law, when a seller refuses to close after entering into a valid purchase and sale agreement, the buyer can sue for specific performance. This legal remedy compels the seller to perform the exact terms of the contract, meaning they must proceed with the sale.

A lis pendens (B) is merely a recorded notice that litigation is pending, not a lawsuit itself. A quiet title action (C) is used to resolve disputes over property ownership or defects in title, not to enforce a sales contract. A deficiency judgment (D) arises when a foreclosure sale does not produce enough funds to cover the outstanding loan, which is unrelated to this scenario.

Massachusetts recognizes specific performance as an equitable remedy available to real estate buyers because each parcel of real estate is unique. Courts often side with the buyer in such cases, ordering the seller to transfer title as originally agreed.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts Section; Massachusetts General Laws, Contract Remedies in Real Estate Transactions.

NEW QUESTION # 121

When performing its duties, the Board of Registration protects and safeguards the interests of the

- A. General public.
- B. Governor's office.
- C. Licensees.
- D. State legislature.

Answer: A

Explanation:

The Massachusetts Board of Registration of Real Estate Brokers and Salespersons is a regulatory agency under the Division of Professional Licensure. Its mission is to protect the general public, not licensees.

The Board enforces the real estate licensing laws (M.G.L. c. 112, §§ 87PP-87DDD), establishes regulations (254 CMR), administers licensing exams, investigates complaints, and disciplines licensees for violations.

Although the Board interacts with licensees, its role is to ensure consumers are protected from fraud, incompetence, or misconduct in real estate transactions.

Thus, the Board's primary duty is safeguarding the general public, not serving the interests of licensees or government branches.

Reference: M.G.L. c. 13, § 54; M.G.L. c. 112, 87PP-87DDD.

NEW QUESTION # 122

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 # 123

An appraisal made by a certified appraiser is required

- A. when the buyer is using an FHA loan to purchase.
- B. before real property can transfer from one owner to another.
- C. before any property settlement in a divorce.
- D. when heirs receive property.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Federal law (FIRREA, 1989) and HUD regulations require that FHA and VA loans be supported by an appraisal from a state-licensed or certified appraiser. The purpose is to determine whether the property meets minimum standards and supports the loan amount.

A: Appraisals are not required for all property transfers, only certain financed ones.

B: Inheritances may require valuations for estate tax purposes, but not necessarily certified appraisals.

D: Divorce settlements may require appraisals for division of assets, but this is not federally mandated.

Thus, the correct answer is C.

Reference: HUD Handbook 4000.1; Massachusetts Real Estate Salesperson Candidate Handbook - Appraisal /Financing.

NEW QUESTION # 124

Before it was recognized as a health hazard, asbestos was commonly used as insulation in residential and commercial construction because it is

- A. an air purifier.
- B. repellent to common pests.
- C. water resistant.
- D. fire resistant.

Answer: D

Explanation:

Asbestos is a mineral fiber once widely used in building insulation, roofing, and floor tiles due to its fire-resistant properties. It was valued in both residential and commercial construction as a flame retardant and insulator.

However, when disturbed, asbestos fibers can become airborne and inhaled, leading to serious health issues including asbestosis, lung cancer, and mesothelioma. Because of these risks, asbestos use in building materials is now heavily regulated under federal and state law (EPA and Massachusetts DEP regulations).

The other options are incorrect:

Water resistance (B) was not its primary benefit.

Air purification (C) and pest resistance (D) are not related to asbestos.

Correct answer: A: fire resistant.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Environmental Issues; EPA Asbestos Hazard Emergency Response Act (AHERA).

NEW QUESTION # 125

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