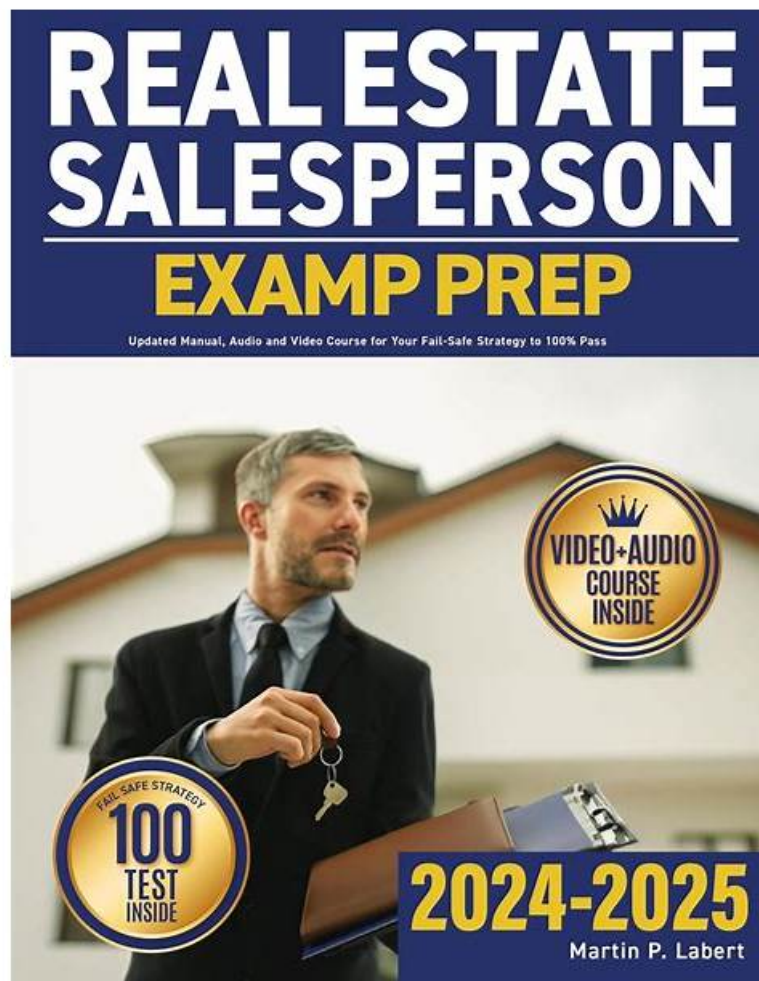


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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q81-Q86):

NEW QUESTION # 81

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

Answer: D

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 # 82

A motel is the subject of an appraisal and it is determined that a rerouting of a county highway has limited customer access to the motel. This is an example of

- A. regression.
- **B. economic obsolescence.**
- C. functional obsolescence.
- D. landlocked property.

Answer: B

Explanation:

Economic obsolescence (also known as external obsolescence) occurs when property value declines due to factors outside the property itself that the owner cannot control. In this case, rerouting of a county highway reduces customer access, negatively impacting business and property value. This is entirely external and beyond the motel owner's ability to correct.

By contrast:

Regression (B) refers to when a higher-value property loses value due to surrounding lower-value properties.

Functional obsolescence (C) is caused by design flaws or outdated features within the property itself.

Landlocked property (D) refers to a parcel with no legal access, which is not the case here.

Therefore, the correct answer is economic obsolescence.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Valuation and Market Analysis; Principles of Appraisal.

NEW QUESTION # 83

An offer of \$569,000 is verbally accepted by a seller. Two hours later an offer of \$589,000 is presented to the seller, which the

seller accepts in writing. Based on the above situation the first buyer is

- A. Entitled to purchase the property.
- **B. Not entitled to purchase the property.**
- C. Entitled to an additional offer.
- D. Not entitled to the status as a backup offer.

Answer: B

Explanation:

Under Massachusetts law and the Statute of Frauds (M.G.L. c. 259), all contracts for the sale of real property must be in writing and signed to be enforceable. A verbal acceptance of an offer does not create a binding real estate contract. Therefore, when the seller verbally accepted the first offer of \$569,000, no enforceable agreement was formed.

Later, when the seller accepted the \$589,000 offer in writing, that acceptance created the first legally binding contract because it was in writing and signed. The first buyer cannot compel the seller to sell to them, as there was no enforceable written agreement. Thus, the first buyer is not entitled to purchase the property. Only the second, written offer created enforceable contractual rights.

Reference: Massachusetts General Laws Chapter 259 (Statute of Frauds); Massachusetts Real Estate Candidate Information Bulletin, Section: Contracts.

NEW QUESTION # 84

A contract in which a licensee is employed by an owner to find a buyer for a 20-unit apartment building is most likely

- **A. a listing contract.**
- B. an option contract.
- C. a contract of sale.
- D. a property management contract.

Answer: A

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A listing contract is an agreement in which a property owner employs a broker to find a ready, willing, and able buyer on specified terms. In this case, the owner of a 20-unit apartment building hires a licensee for that purpose.

A (option contract): gives a buyer the right to purchase property within a set time, not relevant here.

C (property management contract): involves ongoing operation of rental property, not selling it.

D (contract of sale): is the purchase agreement between buyer and seller, not the employment of a broker.

Therefore, the agreement described is a listing contract.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Brokerage Agreements.

NEW QUESTION # 85

A buyer is considering a property in one of the subdivisions of a Planned Unit Development (PUD). The buyer noticed nearby properties having detached garages and workshops. The buyer mentions to their agent that they want to build a detached building on the back of the lot for a home business. There is an HOA for this subdivision. Additionally, there are overarching covenants, conditions, and restrictions (CC&Rs) for the PUD. What actions, if any, should be taken by the broker to assure the buyer can use the property as they wish?

- **A. Recommend the buyer obtain the current CC&Rs and all current HOA documents.**
- B. Recommend the buyer determine if architectural review requirements exist for the subdivision.
- C. Determine if home business use is allowed in the subdivision.
- D. Take no action because other properties have detached buildings.

Answer: A

Explanation:

In a Planned Unit Development (PUD), buyers are subject to both subdivision-level rules (via HOAs) and overarching covenants, conditions, and restrictions (CC&Rs) that govern the entire development. Even if other neighbors have similar structures, this does not guarantee that new construction or business use will be allowed.

The broker's role is to protect the buyer's interests by ensuring they review all current CC&Rs and HOA governing documents.

These documents will reveal architectural review requirements, use restrictions (including home businesses), and other limitations.

The broker should not assume permissibility based on observation alone.

Thus, the best and legally correct advice is D.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership & PUDs; Restrictive Covenants.

NEW QUESTION # 86

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