

Real Estate Massachusetts-Real-Estate-Salesperson Practice Test, Massachusetts-Real-Estate-Salesperson Learning Engine

REAL ESTATE PRACTICE TEST Questions with accurate answers, Rated A (2022/2023 latest updates)

1. A blanket mortgage usually contains which clause?
A. assumption
B. release
C. sunrise
D. good guy - ✓✓B
2. A CMA is different from an appraisal because:
A. an appraisal is based only on facts
B. an appraisal is an opinion of value
C. a CMA can consider expired listings and properties on market
D. an appraiser cannot, by law, perform a CMA - ✓✓C
3. A colorless, odorless, tasteless, radioactive gas which can enter homes is:
A. formaldehyde
B. freon
C. radon
D. carbon monoxide - ✓✓C
4. A coop may turn down a prospective buyer for what reason?
A. any reason, as long as they don't violate fair housing law
B. if they don't qualify for financial reasons
C. if they have served time in prison

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Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q66-Q71):

NEW QUESTION # 66

A private integrated club refused to rent one of its condos to a minority family. The club explained that it did not rent the condos to the public since the condos were for members only. Is the club in violation of the federal Fair Housing Act, and if so, how?

- A. No, because as an integrated club, they could discriminate on the basis of race in renting facilities.
- B. Yes, because the club had minority members, and therefore was not eligible for exemptions from the federal Fair Housing Act.
- **C. Yes, because when race is involved, no exceptions to the federal Fair Housing Act exist.**
- D. No, because a private club may restrict the rental of its own lodgings to its members as long as the lodgings are not operated commercially.

Answer: C

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968) prohibits housing discrimination based on race, color, religion, sex, national origin, familial status, or disability. While the Act contains limited exemptions for private clubs and religious organizations, no exemption applies when race is involved.

Therefore, even if the club limits occupancy to members, it cannot refuse to rent based on race. Race discrimination is always illegal, regardless of ownership type or membership restrictions.

B is incorrect: minority membership status does not determine exemption.

C is false: no private club exemption allows racial discrimination.

D misstates the exemption; private clubs may limit lodging to members, but not on the basis of race.

Thus, the correct answer is A: when race is involved, no exemptions apply.

Reference: Fair Housing Act, 42 U.S.C. 3604; Massachusetts Real Estate Salesperson Candidate Handbook

- Fair Housing.

NEW QUESTION # 67

An owner has a freestanding cabinet that was custom-built to fit an alcove of the living room. When the owner sells the home, the cabinet will be best described as

- A. personal property.
- B. real property.
- C. an appurtenance.
- **D. a fixture.**

Answer: D

Explanation:

A fixture is personal property that has been permanently attached or adapted to real estate so that it becomes part of the real property. Courts apply the MARIA test (Method of attachment, Adaptation, Relationship, Intention, Agreement) to determine fixture status.

In this case, the cabinet was custom-built to fit an alcove, making it uniquely adapted to the property. Even though it is freestanding, its adaptation to the structure makes it a fixture.

Real property (A): the land and everything permanently attached, which includes fixtures, but the more precise term here is "fixture."

Personal property (B): movable and not adapted to the home.

Appurtenance (D): rights and benefits that run with the land (e.g., easements).

Thus, the best description is C: fixture.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Ownership; Fixtures vs.

Personal Property.

NEW QUESTION # 68

A person acquires an option to purchase a parcel of another person's land. Which of the following statements is correct?

- A. The consideration for the option right, plus interest, will be automatically applied to the purchase price if the option is exercised.
- B. The potential buyer is the optionor and the seller is the optionee.
- C. An option is a promise by the optionee to enter into a contract in the future.
- **D. The terms and conditions of the sale must be stated if the option is to be a valid contract.**

Answer: D

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

An option contract is a unilateral contract in which the seller (optionor) grants the buyer (optionee) the exclusive right to purchase property at a specified price within a set time. For the option to be valid, the terms and conditions of the future sale must be clearly stated (price, property description, and time period).

Consideration (option money) must also be given.

A: Incorrect because only the optionor (seller) is obligated; the optionee (buyer) is not required to purchase.

C: Option consideration is not automatically applied unless the contract specifically states it.

D: Reverses the roles; the seller is the optionor, the buyer is the optionee.

Thus, the correct answer is B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Contracts; Options in Real Estate.

NEW QUESTION # 69

A broker has been engaged to locate a property for a buyer. The broker has determined that a suitable property for the buyer is for sale and is owned by the broker's cousin. The broker has not informed the buyer of the broker's relationship with the owner. If the buyer purchases the property under these circumstances, the broker is

- A. Violating the license law because it is illegal to purchase family property for a principal.
- **B. Violating the license law because a relative's interest shall be made known to all parties.**
- C. Not violating the license law because the broker in this situation has no duty of disclosure.
- D. Not violating the license law because a relative's interest is an exception to the fiduciary duty rule.

Answer: B

Explanation:

Under Massachusetts real estate license law, a broker must disclose any personal interest, or the interest of an immediate family member, in a transaction to all parties. This is a matter of fiduciary duty and is explicitly required under 254 CMR 3.00.

Failing to disclose that the seller is the broker's cousin constitutes a conflict of interest and violates the duty of loyalty, disclosure, and honesty to the client (the buyer). While it is not illegal to buy or sell property involving relatives, the relationship must always be made known to avoid misrepresentation or concealment of material facts.

Therefore, the broker is in violation because the familial relationship was not disclosed.

Reference: 254 CMR 3.00 - Duties of Licensees; M.G.L. c. 112, § 87AAA; Massachusetts Real Estate Candidate Information Bulletin - Agency & Disclosure.

NEW QUESTION # 70

The need to protect the public's health and safety against poor construction practices has resulted in the enactment of

- A. zoning ordinances.
- B. restrictive deed conditions.
- C. zoning committees.
- **D. building codes.**

Answer: D

Explanation:

Building codes establish minimum standards for construction and materials to protect public health and safety. These codes regulate structural integrity, electrical systems, plumbing, mechanical installations, and fire prevention requirements.

In Massachusetts, the State Building Code (780 CMR) governs these practices and is enforced by local building inspectors. Building codes ensure that properties meet safe construction standards and prevent hazardous conditions.

Zoning ordinances (A) regulate land use (e.g., residential vs. commercial), restrictive deed conditions (B) are private limitations placed in deeds, and zoning committees (D) are administrative, not regulatory. Therefore, only building codes directly address the protection of health and safety from poor construction practices.

Reference: Massachusetts State Building Code (780 CMR); Massachusetts Real Estate Salesperson Candidate Handbook - Land Use Controls.

NEW QUESTION # 71

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