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## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q127-Q132):

### NEW QUESTION # 127

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 # 128

A buyer is purchasing a 3-acre property and is paying \$12,000 per acre. The cooperating fee is 3½% of the sale price. The buyer's agent will receive 55% of the cooperating fee from a broker. How much commission did the buyer's agent receive?

- A. \$1,260
- B. \$231
- **C. \$693**
- D. \$1,386

**Answer: C**

Explanation:

Step 1: Calculate sale price.

$$3 \text{ acres} \times 12,000 = 36,000$$

Step 2: Calculate cooperating fee (3.5%).

$$36,000 \times 0.035 = 1,260$$

Step 3: Buyer's agent split (55%).

$$1,260 \times 0.55 = 693$$

Thus, the buyer's agent receives \$693.

Correct answer: B.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Math & Commissions.

#### NEW QUESTION # 129

Which type of deed provides the purchaser of real estate the greatest protection?

- A. trustee's deed
- B. deed in trust
- C. quitclaim deed
- **D. general warranty deed**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A general warranty deed offers the highest level of protection to a buyer because the grantor guarantees clear title against all claims, past and present, even those arising before the grantor's ownership. The grantor makes several covenants, including seisin (ownership), right to convey, freedom from encumbrances, quiet enjoyment, further assurances, and warranty forever.

Quitclaim deed (A): contains no warranties; it only conveys whatever interest the grantor may have, if any. In Massachusetts, quitclaim deeds are common for transfers but are not as protective as general warranty deeds.

Trustee's deed (B): conveys property held in trust, usually without full warranties.

Deed in trust (D): transfers property into a trust arrangement, not primarily for buyer protection.

Thus, the general warranty deed provides the greatest buyer protection.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Transfer of Title; Deeds and Warranties.

### NEW QUESTION # 130

The Massachusetts Sanitary Code requires landlords to

- **A. Maintain their properties in a safe and habitable condition.**
- B. Inspect the property every six months.
- C. Notify a tenant 24 hours prior to entering a property.
- D. Provide a statement of condition within 30 days of the lease.

**Answer: A**

Explanation:

The Massachusetts State Sanitary Code (105 CMR 410) establishes minimum standards for human habitation.

Landlords are required to ensure that rental units are kept in a safe, sanitary, and habitable condition at all times. This includes maintaining heating systems, hot water, structural integrity, pest control, and ensuring compliance with health and safety standards.

While landlords may provide a statement of condition when collecting a security deposit (per M.G.L. c. 186,

§ 15B), this is not part of the Sanitary Code itself. Similarly, no law requires inspections every six months or a

24-hour notice of entry (although reasonable notice is considered best practice and is recommended in case law).

The essential legal requirement is habitability. Tenants have the right to withhold rent or seek remedies if the landlord fails to maintain the property in compliance with the Sanitary Code. Local boards of health enforce these regulations.

Reference: Massachusetts Sanitary Code, 105 CMR 410; M.G.L. c. 186, § 14; Massachusetts Real Estate Salesperson Study Guide - Landlord/Tenant Law.

### NEW QUESTION # 131

What type of relationship does NOT require confidentiality?

- A. Seller agency
- B. Dual agency
- **C. Facilitator**
- D. Buyer agency

**Answer: C**

Explanation:

In Massachusetts, real estate licensees may act as agents (seller's agent, buyer's agent, or dual agent) or as a facilitator (non-agent).

Agency relationships impose fiduciary duties, including confidentiality, loyalty, and full disclosure.

A facilitator, however, does not represent either party as an agent. Instead, the facilitator assists both parties with paperwork and transaction logistics but owes no fiduciary duty of confidentiality or loyalty. The facilitator must treat all parties honestly and fairly but cannot favor one side over the other.

Therefore, confidentiality applies in seller, buyer, and dual agency, but not in facilitator relationships.

Reference: 254 CMR 3.00; Massachusetts Consumer Guide to Real Estate Agency Relationships.

### NEW QUESTION # 132

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