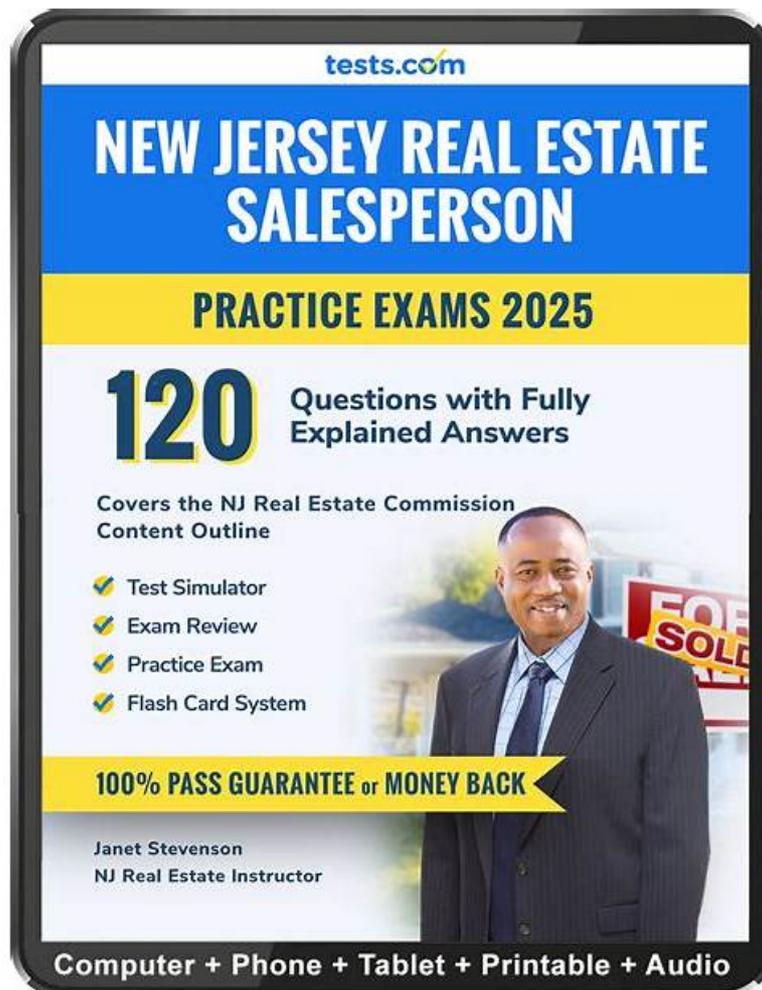


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q10-Q15):

NEW QUESTION # 10

If a salesperson or broker-salesperson maintains a webpage that is not linked to the webpage of their broker, the licensee's webpage must display the name of the broker as well as the

- A. broker's telephone number.
- B. address of the branch office from which the licensee operates.
- C. address of the broker's main office.
- D. broker's email address.

Answer: C

Explanation:

Under NJREC advertising rules (N.J.A.C. 11:5-6.1), any licensee maintaining an independent website (not directly linked to the broker's official site) must clearly and prominently display:

The name of their employing broker, and

The main office address of the broker.

This ensures the public understands the licensee works under a supervising broker, and prevents misleading advertising. It is not sufficient to only list a branch office or email.

Therefore, the correct answer is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.1 (Advertising Requirements).

NEW QUESTION # 11

Standard title insurance would protect a buyer:

- A. if after closing, the HOA placed a lien on the property for the previous owners' unpaid dues.
- B. in a purchase where the buyer had knowledge of a shed violating setback requirements.
- C. when the seller has forged an ex-partner's signature on the deed.
- D. for the purchase of a property bought sight unseen where the buyer discovers a tenant living at the property.

Answer: C

Explanation:

Standard title insurance protects against defects in title that existed before closing, such as forged documents, undisclosed heirs, or improperly executed deeds.

It does not cover issues arising after closing (like new HOA liens).

It does not protect against defects the buyer already knew about.

It also does not insure physical possession or condition of property.

Thus, the correct answer is A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Title and Title Insurance.

NEW QUESTION # 12

Two parcels of land priced at \$2,100 per acre were purchased. One parcel was 5 acres in size, and the other was 1 square mile in size. How much should these two parcels have cost together?

- A. \$1,060,500
- B. \$1,354,500
- C. \$914,760
- D. \$766,000

Answer: A

NEW QUESTION # 13

A lender may add 1/12th of the estimated cost of the annual property taxes and hazard insurance on the mortgaged property to the monthly loan payment for deposit in:

- A. a margin account
- **B. an impound, escrow, or reserve account**
- C. a PMI account
- D. an adjustment account

Answer: B

Explanation:

Lenders often require borrowers to pay 1/12th of annual taxes and insurance each month into an escrow (impound or reserve) account.

The lender then pays property taxes and insurance premiums when due.

PMI accounts relate to mortgage insurance, not taxes/insurance.

Margin and adjustment accounts relate to investment or adjustable-rate loans.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Financing and Escrow Accounts.

NEW QUESTION # 14

Which of the following is a radioactive odorless gas which may require mitigation?

- **A. radon**
- B. asbestos
- C. carbon monoxide
- D. formaldehyde

Answer: A

Explanation:

Radon is a naturally occurring, colorless, tasteless, and odorless radioactive gas formed from the natural breakdown of uranium in soil and rock. It can accumulate in basements and lower levels of homes.

The New Jersey Department of Environmental Protection (NJDEP) identifies radon as a serious environmental hazard. Testing and mitigation systems (such as sub-slab ventilation) are required in certain areas of New Jersey where radon levels are high.

Asbestos is a fibrous mineral linked to lung disease but is not radioactive.

Formaldehyde is a chemical used in building materials but is not radioactive.

Carbon monoxide is a deadly, odorless gas from combustion, but again not radioactive.

Therefore, the correct answer is A (radon).

Reference: NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Environmental Issues; NJDEP Radon Awareness Statutes.

NEW QUESTION # 15

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