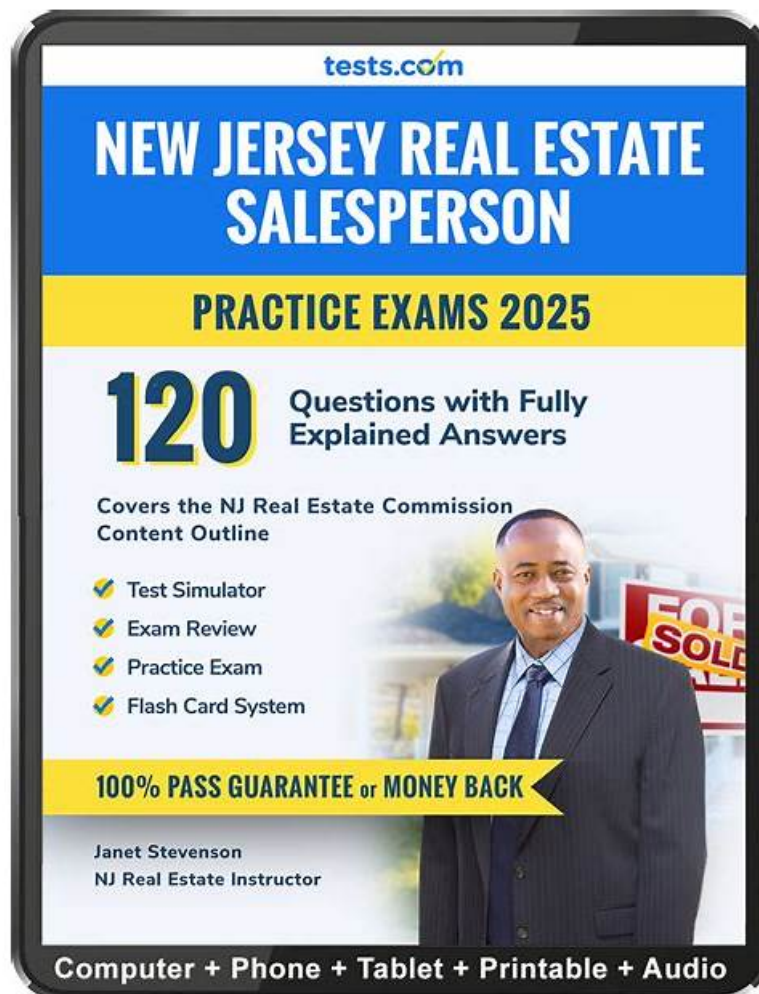


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q61-Q66):

NEW QUESTION # 61

Which of the following actions is NOT a cause for suspension or revocation of a New Jersey real estate license?

- A. collecting a commission as a broker from both parties to a transaction while representing both parties as their agent
- B. delivering a consumer information statement to a seller after having made a listing presentation
- C. payment of a referral fee by a licensed New Jersey broker to a broker licensed in another state
- D. failing to provide a client with a copy of the signed exclusive listing contract

Answer: C

Explanation:

The New Jersey Real Estate Licensing Law (N.J.S.A. 45:15-17) lists specific causes for suspension or revocation, including: Failing to provide a signed document copy to a client.

Failure to properly deliver a Consumer Information Statement before discussing motivation or making a presentation.

Collecting compensation from both parties without full disclosure and written consent.

However, paying a referral fee to an out-of-state broker is expressly permitted, provided the other broker is properly licensed in their jurisdiction. This is not grounds for discipline.

Reference: NJ Real Estate Licensing Law, N.J.S.A. 45:15-17; NJREC Rules on Referral Fees.

NEW QUESTION # 62

According to the Real Estate Licensing Law, a real estate licensee can provide a rebate of the commission to a buyer

- A. if a writing confirming the terms of the rebate is provided to the buyer at closing.
- B. if the licensee is the broker.
- C. if notated on the contract of sale.
- D. provided it does not exceed 50% of the total commission.

Answer: A

Explanation:

New Jersey law (P.L. 2009, c. 273; NJ Real Estate Licensing Law) permits brokers to rebate a portion of their commission to a buyer provided that:

The rebate does not constitute a violation of RESPA or other federal laws.

The terms of the rebate are disclosed in writing to the buyer prior to closing.

The rebate must be documented in the transaction records maintained by the broker.

There is no statutory 50% cap, and it does not have to be written directly into the contract of sale. It is also not limited to the broker personally-salespersons may provide a rebate under the broker's supervision.

Reference: New Jersey Real Estate Commission - Licensing Law, Commission Rebates to Buyers, N.J.S.A. 45:15-17; NJREC Bulletins on Commission Rebates.

NEW QUESTION # 63

According to the New Jersey Law Against Discrimination, which of the following descriptions may be used in advertising properties in a townhome development?

- A. Ethnic neighborhood
- B. Singles only
- C. Close to synagogues and churches
- D. Senior housing

Answer: D

Explanation:

Under the New Jersey Law Against Discrimination (LAD) and HUD advertising guidelines:

Ads cannot reference religion, ethnicity, or familial status (e.g., "singles only" or "close to synagogues").

However, housing for older persons (senior housing) is a permitted exception under the Housing for Older Persons Act (HOPA).

Correct answer = D. Senior housing.

Reference: NJ Law Against Discrimination (N.J.S.A. 10:5-1 et seq.); HUD Fair Housing Advertising Guidelines.

NEW QUESTION # 64

A real estate broker's maintained place of business MUST conspicuously display on the exterior the broker's name and the word(s):

- A. Realtor
- B. Real Estate Broker
- C. Licensed Real Estate Broker
- D. Licensed Realtor

Answer: C

Explanation:

According to N.J.A.C. 11:5-6.1, every broker's main office must have a sign on the exterior that is visible to the public. The sign must display the broker's name and the exact words "Licensed Real Estate Broker." This is a mandatory requirement to ensure public identification of licensed brokerage offices.

Using terms like "Realtor" is optional and only permitted if the broker is a member of the National Association of REALTORS, but the law specifically requires the words Licensed Real Estate Broker.

Reference: NJ Real Estate Commission Rules and Regulations, N.J.A.C. 11:5-6.1 (Office Requirements and Signage).

NEW QUESTION # 65

A CORRECT statement about transaction brokers is that they:

- A. are required to disclose confidential information
- B. may conduct transactions without an active real estate license
- C. represent both the buyer and the seller
- D. represent neither the buyer nor the seller

Answer: D

Explanation:

A transaction broker facilitates a real estate transaction without representing either party as an agent.

They owe both parties honesty and fairness but do not owe fiduciary duties such as loyalty or confidentiality.

They do not require client-level agency agreements.

They must still be licensed.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Agency and Non-Agency Relationships.

NEW QUESTION # 66

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