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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q107-Q112):

NEW QUESTION # 107

A licensee lists a property with the knowledge that a major highway is projected to be built within fifty feet of the property and is instructed by the owner not to disclose this fact to prospective purchasers. The licensee should:

- A. service the listing and disclose this information only when asked by a prospective purchaser

- B. service the listing and disclose the information to prospective purchasers without the owner's knowledge
- C. advise the seller that unless disclosure is permitted the licensee must refuse the listing
- D. comply with the owner's instructions to avoid a violation of his fiduciary obligations to the owner

Answer: C

Explanation:

Material facts affecting a property's value (such as a planned highway) must always be disclosed to buyers.

If a seller instructs the licensee not to disclose such facts, the licensee must refuse the listing to avoid violating state disclosure laws and fiduciary duties.

Continuing with the listing and concealing the fact would expose the licensee to disciplinary action.

Correct answer = C.

Reference: NJREC Rules and Regulations on Disclosure; NJ Real Estate Salesperson Study Guide, Chapter on Fiduciary Duties and Material Defects.

NEW QUESTION # 108

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

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

Answer: B

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 # 109

Under New Jersey Real Estate Commission rules, a licensee's obligations to the public include all of the following responsibilities EXCEPT:

- A. disclosing material defects in a property to a prospective purchaser
- B. protecting and promoting the interests of the licensee's principal when acting as an agent
- C. dealing honestly with all parties
- D. accepting any reasonable commission offered by a seller in the course of negotiating a listing agreement

Answer: D

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-6.3 and 11:5-6.4), obligations to the public include:

Dealing honestly and fairly with all parties.

Disclosing material defects known to the licensee.

Protecting and promoting the interests of the principal when acting as agent.

There is no requirement that a licensee must accept "any reasonable commission" offered. Commission rates are always negotiable and must be agreed upon voluntarily.

Correct answer = A.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Fiduciary Duties.

NEW QUESTION # 110

A buyer's agent is NOT permitted to tell a buyer that:

- A. the roof leaked recently but was patched by the owner

- B. the property was the scene of a serious crime
- C. the seller is willing to accept less than the listing price because of financial circumstances
- **D. a former occupant of a property had AIDS**

Answer: D

Explanation:

Under federal Fair Housing Law (1988 Amendments) and NJ Law Against Discrimination:

Licensees are prohibited from disclosing that a property was occupied by someone with HIV/AIDS. Such disclosure is considered discrimination against persons with disabilities.

Material defects (e.g., roof leaks) must be disclosed.

Stigmatized property issues (e.g., crime scenes) do not legally require disclosure in NJ, but agents may discuss if asked.

Disclosing the seller's willingness to accept less is allowed only with the seller's consent.

Correct prohibited disclosure = B.

Reference: Fair Housing Amendments Act (1988); NJ Law Against Discrimination; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing and Disclosure.

NEW QUESTION # 111

The main purpose of a deed is to

- A. provide documentation of legal possession.
- **B. convey title.**
- C. record and acknowledge title transfer.
- D. guarantee clear title.

Answer: B

Explanation:

Per the Property Ownership & Transfer section of the NJ Real Estate Salesperson Study Guide, the primary purpose of a deed is to transfer ownership (title) from the grantor to the grantee.

* A deed does not guarantee clear title (that would require a warranty or title insurance).

* A deed is not proof of possession; possession may occur without ownership.

* Recording and acknowledgment serve notice, but the deed's legal function is the act of conveyance.

Therefore, the correct answer is A: convey title.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Transfer of Title-Deeds.) D). verbally inform any buyer's agent of the proposed revision.

NJ Real Estate Agent said:

NEW QUESTION # 112

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