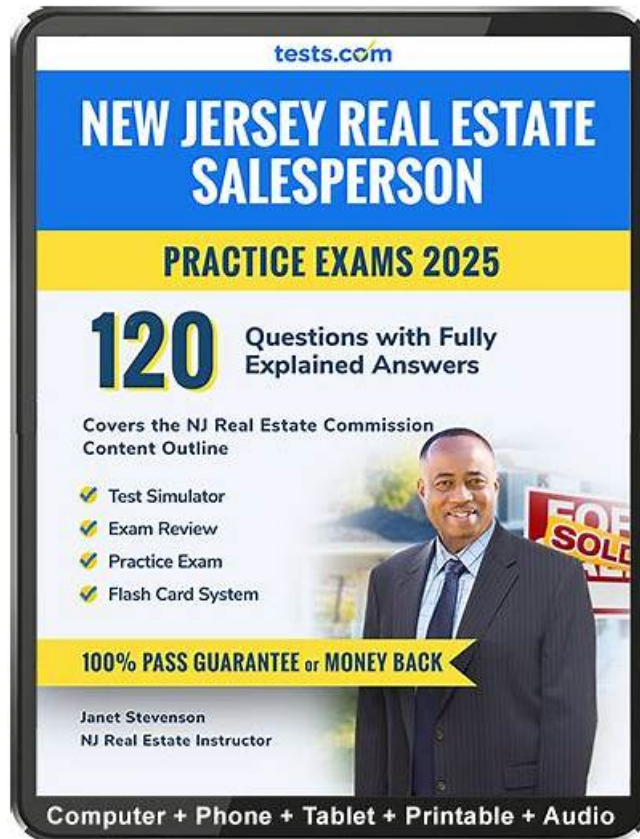


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### Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q46-Q51):

#### NEW QUESTION # 46

A seller refuses to honor a sales agreement. The buyer could seek specific performance, which is a legal request to:

- A. collect punitive damages from the seller.
- B. cancel all contractual obligations.
- C. force the seller to complete the sales agreement.
- D. receive monetary damages for losses suffered.

**Answer: C**

Explanation:

Specific performance is a legal remedy requiring a party to perform as agreed in the contract, rather than just pay damages.

In real estate, because every parcel of land is unique, buyers often sue for specific performance to force the seller to transfer the property.

Options A and B describe rescission and compensatory damages.

Punitive damages are rare in contract law.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Contracts and Remedies.

#### NEW QUESTION # 47

Which of the following best describes the Housing for Older Persons Act?

- A. It requires that 55-and-older housing have significant facilities and services designed for seniors.
- B. It allows the awarding of monetary damages against those who believed that property designated as housing for older persons was exempt.
- C. It allows grandparents with grandchildren to be exempt from the provisions of the Act.
- D. It requires that at least 80% of occupied units have one person age 55 or older living there.

**Answer: D**

Explanation:

The Housing for Older Persons Act (HOPA, 1995 amendment to the Fair Housing Act) provides exemption from familial status discrimination if:

At least 80% of units are occupied by at least one person 55 years of age or older.

The housing adheres to a policy of providing housing for older persons.

The requirement for "significant facilities and services" was removed by the 1995 Act.

Correct answer = B.

Reference: Housing for Older Persons Act of 1995; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing.

#### NEW QUESTION # 48

Which action would be allowed according to the Federal Fair Housing law?

- A. A lender receives notice that a loan application submitted on behalf of a client has been denied. The lender knew the borrower was well qualified, but is told that area is off limits for new loans because of its crime rate.
- B. A broker informs a potential seller that there is an influx of immigrants snatching up rentals in the neighborhood, so this would be a good time to sell.
- C. Broker A meets a new Hispanic buyer client. Broker B just sold a handful of condos to other Hispanic buyers in the

Kentwood neighborhood, so broker A suggests the new buyer might be comfortable in that neighborhood.

- D. A landlord receives a rental application from a prospective tenant, who came from Russia a few years ago to attend the local university. The lender denies the rental application after asking for the prospective tenant's visa and determines that it expires in 3 months.

**Answer: D**

Explanation:

Under the Federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968, as amended):

A = Blockbusting (illegal).

B = Steering based on ethnicity (illegal).

C = Redlining (illegal lending discrimination).

D = Immigration/visa status is not a protected class under Fair Housing law. A landlord may consider visa status as part of ability to fulfill lease obligations.

Thus, the only action permitted under Fair Housing is D.

Reference: Federal Fair Housing Act, 42 U.S.C. §§ 3601-3619; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing

#### **NEW QUESTION # 49**

When MUST a listing broker provide a copy of a fully executed written listing agreement to the owner?

- A. Upon execution of the listing agreement by all parties
- B. Within three days of execution of the listing agreement by registered mail, return-receipt-requested
- C. At the time of presentation of a written offer
- D. Within five business days of execution of the listing agreement

**Answer: A**

Explanation:

According to N.J.A.C. 11:5-6.9, every party signing a real estate listing agreement must receive a duplicate original immediately upon execution.

The copy must be delivered at the time of signing, not later.

This ensures transparency and protects both the seller and the broker.

Therefore, the correct answer is A.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Listing Agreements.

#### **NEW QUESTION # 50**

A landlord may require that a disabled tenant

- A. not install grab bars in the tile shower if drilling holes in the tile is required.
- B. remove the wheelchair ramp from the apartment upon vacating the unit.
- C. pay an additional fee for using the swimming pool to cover the added insurance cost.
- D. pay double the usual \$500 security deposit.

**Answer: B**

Explanation:

Under the Federal Fair Housing Act (as applied in New Jersey), landlords must permit disabled tenants to make reasonable modifications to the premises at the tenant's expense, such as installing ramps or grab bars.

However:

The landlord cannot charge additional fees (answers A and B are discriminatory).

The landlord cannot prohibit installation of necessary accessibility aids (answer D is illegal).

The landlord can require the tenant to restore the property to its original condition upon vacating, which includes removing modifications such as ramps if they were installed.

Therefore, the correct answer is C.

Reference: NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Fair Housing; Federal Fair Housing Act, Title VIII.

## NEW QUESTION # 51

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