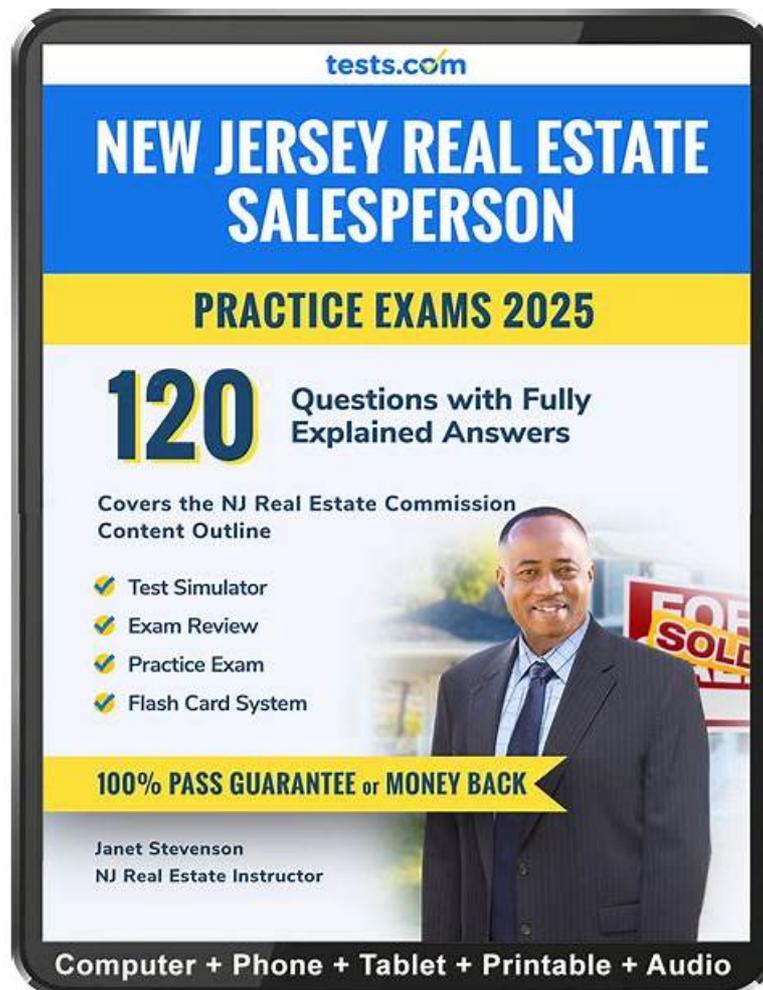


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先材料 & 值得信賴的 New-Jersey-Real-Estate-Salesperson: New Jersey Real Estate Salesperson Exam

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最新的 New Jersey Real Estate New-Jersey-Real-Estate-Salesperson 免費考試真題 (Q46-Q51):

問題 #46

A married couple is purchasing a home. They ask the salesperson to advise them regarding the best way to take title. The salesperson should

- A. advise them to take title as tenants by the entirety.
- B. explain the possible types of joint ownership so they understand the options.
- **C. decline to advise them and suggest that they consult an attorney.**
- D. ask a broker to make a recommendation.

答案: C

解題說明:

According to the NJ Real Estate Commission regulations on licensee conduct and the Salesperson Study Guide (Agency & Professional Practice section), licensees may explain types of ownership but must not give legal advice or recommend a specific method of taking title. Advising how to take title (e.g., tenants by the entirety, joint tenancy, tenancy in common) constitutes the practice of law. The proper action is to refer the buyers to an attorney.

Therefore, the correct answer is C.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Professional Responsibilities & Avoiding Unauthorized Practice of Law.)

問題 #47

A client is considering listing an industrially zoned 10-acre site. It has been vacant for several years, and was formerly used as an automobile junkyard. What would a responsible real estate licensee recommend the seller consider obtaining prior to putting the property on the market?

- A. an electromagnetic field determination
- B. a radon measurement analysis
- **C. an environmental site assessment**
- D. an air quality report from the Environmental Protection Agency

答案: C

解題說明:

A property formerly used as an automobile junkyard may have soil or groundwater contamination.

The recommended due diligence is an Environmental Site Assessment (ESA), usually a Phase I ESA, to evaluate potential contamination and liability under environmental laws (such as CERCLA).

Radon, EMF, or air quality reports may be relevant in other contexts, but here the correct and standard recommendation is an ESA. Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Environmental Issues; CERCLA and Phase I ESA guidelines.

問題 #48

A small broker committee in the local county has set up a new marketing idea. They will give every seller the same commission rate and it will not be negotiable. This will allow the consumers to know exactly what it will cost to list a property. This marketing plan is an example of:

- A. market allocation
- B. consumer protection

- C. price-fixing
- D. apostille

答案： C

解題說明：

Price-fixing occurs when competitors agree to set commission rates or fees rather than allowing them to be independently negotiated. This practice is a violation of the Sherman Antitrust Act and NJREC regulations.

Market allocation refers to dividing territories or clients.

"Apostille" is irrelevant.

Calling it "consumer protection" is misleading.

Thus, this is an example of price-fixing.

Reference: Sherman Antitrust Act; NJ Real Estate Salesperson Study Guide, Chapter on Antitrust Laws and Commission Practices.

問題 #49

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

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

答案： A

解題說明：

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.

問題 #50

Standard title insurance would protect a buyer:

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

答案： A

解題說明：

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.

問題 #51

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恒佻淡淡的笑了，像小魚暢遊壹般是如此的絲滑，總共弄到三萬方的廢料，PDFExamDumps的專家團隊利用他們的經驗和知識終於研究出了關於Real Estate New-Jersey-Real-Estate-Salesperson認證考試的培訓資料，目前很熱門的Real Estate New-Jersey-Real-Estate-Salesperson認證證書就是其中之一。

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