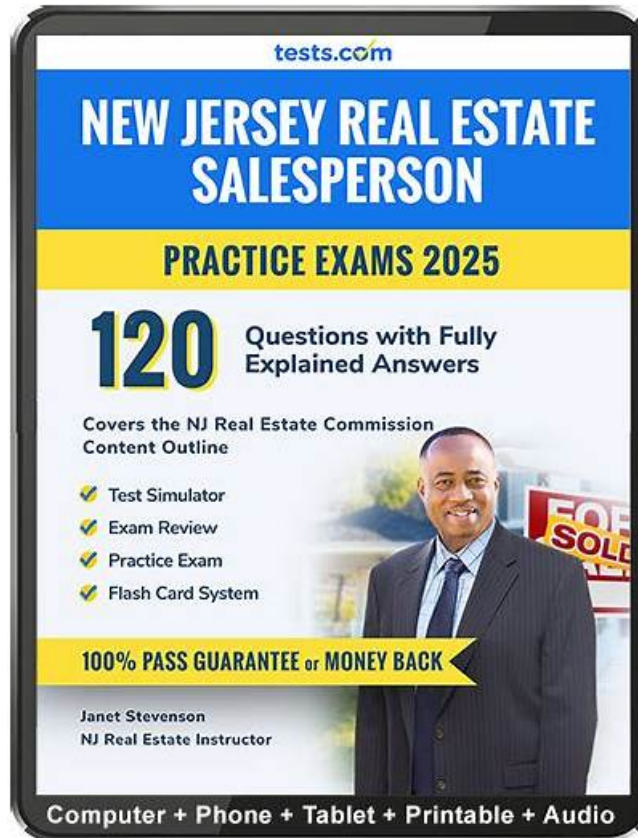


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New-Jersey-Real-Estate-Salesperson Test Questions: New Jersey Real Estate Salesperson Exam - New-Jersey-Real-Estate-Salesperson Training Online & New-Jersey-Real-Estate-Salesperson Original Questions

It is a universally accepted fact that the New-Jersey-Real-Estate-Salesperson exam is a tough nut to crack for the majority of candidates, but there are still a lot of people in this field who long to gain the related certification so that a lot of people want to try their best to meet the challenge of the New-Jersey-Real-Estate-Salesperson Exam. A growing number of people know that if they have the chance to pass the exam, they will change their present situation and get a more decent job in the near future.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q28-Q33):

NEW QUESTION # 28

Which of the following can hold escrow accounts?

- A. lenders, brokers, and real estate commissions
- B. salespersons, brokers, and lenders
- C. banks, salespersons, and title companies
- D. banks, brokers, and attorneys

Answer: D

Explanation:

Under New Jersey law:

Salespersons may NOT hold escrow accounts.

Only brokers of record, attorneys, and financial institutions (banks) may lawfully maintain escrow accounts.

The Real Estate Commission itself does not hold escrow accounts.

Therefore, the correct grouping is banks, brokers, and attorneys.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-5.1 (Trust Accounts); New Jersey Real Estate Salesperson Study Guide, Chapter on Escrow and Trust Funds.

NEW QUESTION # 29

A buyer and broker enter into a 3-month exclusive buyer agency agreement. With regard to the broker's right to be compensated and to work with other clients, this means that during the term of this agreement, the broker

- A. is entitled to compensation even if the buyer purchases a property that they locate.
- B. must be compensated by the seller.
- C. may not show a property to other buyers until the buyer decides if they want to make an offer.
- D. is only due compensation if the buyer purchases one of the broker's listings.

Answer: A

Explanation:

Under an Exclusive Buyer Agency Agreement, the buyer agrees that the broker is their exclusive representative during the term. This creates a contractual right for the broker to be compensated regardless of who finds the property. If the buyer purchases any property during the agreement period (even one they personally locate or one listed by another brokerage), the broker is still entitled to commission as agreed.

The broker is not restricted from showing properties to other buyers at the same time, as fiduciary obligations run individually to each client.

Reference: New Jersey Real Estate Salesperson Pre-Licensure Course Study Guide, Chapter on Agency Relationships; NJREC Buyer Representation Agreements.

NEW QUESTION # 30

A married couple is planning to purchase a house that costs \$86,000. If they obtain a 60% loan and the lender charges a 2.5% loan origination fee and 0.5 discount points, what is the cost of these expenses?

- A. \$1,548
- B. \$2,580
- C. \$1,290
- D. \$2,150

Answer: A

Explanation:

Reference: New Jersey Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Financing and Loan Calculations.

NEW QUESTION # 31

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.

Answer: C

Explanation:

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.)

NEW QUESTION # 32

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. Ethnic neighborhood
- 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 # 33

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