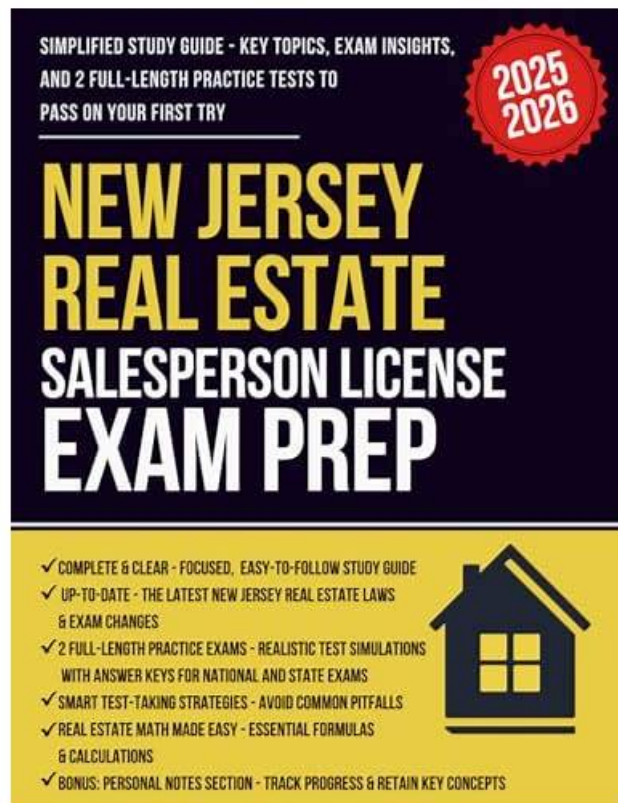


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## Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q47-Q52):

### NEW QUESTION # 47

Which of the following differentiates a bilateral contract from a unilateral contract?

- A. performance obligations of the parties
- B. number of parties involved
- C. type of property specified in the contract
- D. relative value of the object of the contract

**Answer: A**

Explanation:

A bilateral contract involves mutual promises where both parties are obligated to perform (e.g., a sales contract: buyer promises to pay, seller promises to transfer title).

A unilateral contract involves only one party making a promise contingent on the performance of the other (e.g., an option contract).

Thus, the key difference is performance obligations of the parties.

Correct answer = B.

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

### NEW QUESTION # 48

Under the New Jersey Real Estate Licensing Law, which of the following is an unlicensed assistant or secretary NOT permitted to do?

- A. Place signs on properties
- B. Type contracts for approval
- C. Follow up on loan applications with lenders
- D. Make telephone calls to request rent payments

**Answer: D**

Explanation:

Per NJREC rules, unlicensed assistants may:

Perform clerical tasks (typing, filing, placing signs).

Follow up on routine administrative matters with lenders or clients.

They may NOT:

Engage in any activity requiring a license, including solicitation of business, discussing terms, or making calls to request rent payments.

Correct answer = B.

Reference: NJREC Rules, N.J.A.C. 11:5-3.2; NJ Real Estate Salesperson Study Guide, Chapter on Licensing and Activities Requiring a License.

### NEW QUESTION # 49

The local gas company has a 10-foot easement along the rear of a residential lot. This is best known as an easement:

- A. appurtenant
- B. in gross
- C. by necessity
- D. by prescription

**Answer: B**

Explanation:

An easement in gross benefits a utility company or individual, not a dominant parcel of land.

It attaches to the utility provider, not another property.

Appurtenant easements benefit adjoining landowners.

By necessity arises when a parcel is landlocked.

By prescription arises through long-term adverse use.

This utility easement is an easement in gross = A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Easements and Encumbrances.

### NEW QUESTION # 50

An intoxicated buyer made an offer on a house. The owners accepted the offer. This contract is

- A. voidable.
- B. unilateral.
- C. illegal.
- D. void.

**Answer: A**

Explanation:

Per the Contracts chapter of the NJ Real Estate Salesperson Pre-Licensure Course Study Guide, contractual capacity is required.

Agreements entered into by a party who is intoxicated to the point of incapacity are voidable at that party's option (once sober), not void per se. The contract is not illegal, and it's bilateral (both parties promise performance), not unilateral.

\* Thus, the contract is voidable by the intoxicated party.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Contracts-Capacity; Void vs. Voidable Contracts.)

### NEW QUESTION # 51

A seller is offering his property for sale in as-is condition. A buyer enters into a contract with the seller and has the home inspected.

The inspection reveals a latent defect known to, but not disclosed by, the seller. The buyer:

- A. can void the contract due to the seller's failure to disclose the latent defect.
- B. must go through with the purchase because the house is being sold as is.
- C. can force the seller to correct the defect.
- D. can reduce the contract sales price by the cost of correcting the defect.

**Answer: A**

Explanation:

In New Jersey:

An "as is" sale does not relieve the seller from the duty to disclose known latent (hidden) defects.

If a seller fails to disclose a known material defect, the buyer has grounds to rescind (void) the contract or pursue legal remedies.

The buyer is not required to proceed with the purchase.

Correct answer = A.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Seller's Disclosure and "As Is" Transactions.

### NEW QUESTION # 52

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