

2026 Real Estate New-Jersey-Real-Estate-Salesperson Reliable Exam Sims Pass Guaranteed Quiz



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Real Estate New-Jersey-Real-Estate-Salesperson Exam Questions [2026] Right Preparation Material

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

NEW QUESTION # 46

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

Answer: B

Explanation:

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

NEW QUESTION # 47

A city has built a new library and has contacted the broker to list and sell the old library building. Which approach should the broker use to estimate the fair market value for the purpose of listing and selling this property?

- A. gross rent multiplier
- B. income approach
- C. sales comparison
- **D. replacement cost**

Answer: D

Explanation:

For special-purpose properties such as schools, churches, libraries, or government buildings, there are typically few comparable sales and the properties are not income-producing.

In these cases, appraisers use the cost (replacement) approach, which estimates the value by calculating the cost of replacing the structure minus depreciation, plus land value.

Correct answer: C. replacement cost.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Appraisal Methods (Cost Approach for Special-Purpose Properties).

NEW QUESTION # 48

Prospective buyers asked the licensee representing them if it would be a good idea to check the property they wish to purchase for radon. The licensee's best response would be to tell the buyers that:

- A. it is unlikely that radon would be a problem in that area.
- B. they need not do so, because if radon were present, there would be an odor that would make it easy to detect.
- C. as long as they are non-smokers, it should not be an issue.
- **D. they should do so, because radon is now considered to be one of the causes of lung cancer.**

Answer: D

Explanation:

Radon is a colorless, odorless, radioactive gas linked to lung cancer.

The EPA and NJDEP recommend testing homes for radon regardless of location.

Licensees should never minimize the risk or falsely suggest it is detectable by odor.

The best professional response is to recommend that buyers test for radon because it is a known health risk.

Correct answer = C.

Reference: NJDEP Radon Hazard Program; NJ Real Estate Salesperson Study Guide, Chapter on Environmental Issues.

NEW QUESTION # 49

A ranch house with a double garage is being valued. The house next door, which is similar except that it lacks a garage and has an outside deck, was sold last month for \$138,000. Experience in that area shows that a two- car garage is probably worth \$10,000 to buyers, while in general, they will pay only \$500 extra for a deck.

The ranch house is most likely to sell for around:

- A. \$128,500
- **B. \$147,500**
- C. \$123,500
- D. \$148,500

Answer: B

Explanation:

Therefore, the subject property is most likely to sell for \$147,500 (C).

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Appraisal Methods (Sales Comparison Approach).

NEW QUESTION # 50

Are electronic signatures enforceable on a real estate contract?

- A. Yes, because they are allowed by the federal government.
- B. No, because they must be signed and witnessed.
- **C. Yes, because they are legal in real estate transactions.**
- D. No, because they are only allowed on deeds.

Answer: C

Explanation:

Electronic signatures are legally enforceable under the federal Electronic Signatures in Global and National Commerce Act (E-SIGN Act, 2000) and the New Jersey Uniform Electronic Transactions Act (UETA, N.J.S.

A). 12A:12-1 et seq.).

These laws confirm that electronic signatures are valid and binding in real estate contracts, listings, leases, and other documents.

They are not restricted to deeds, and do not require witnessing to be valid.

Therefore, the correct answer is B.

Reference: Federal E-SIGN Act (2000); NJ Uniform Electronic Transactions Act; NJ Real Estate Salesperson Study Guide, Chapter on Contracts and Closing.

NEW QUESTION # 51

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