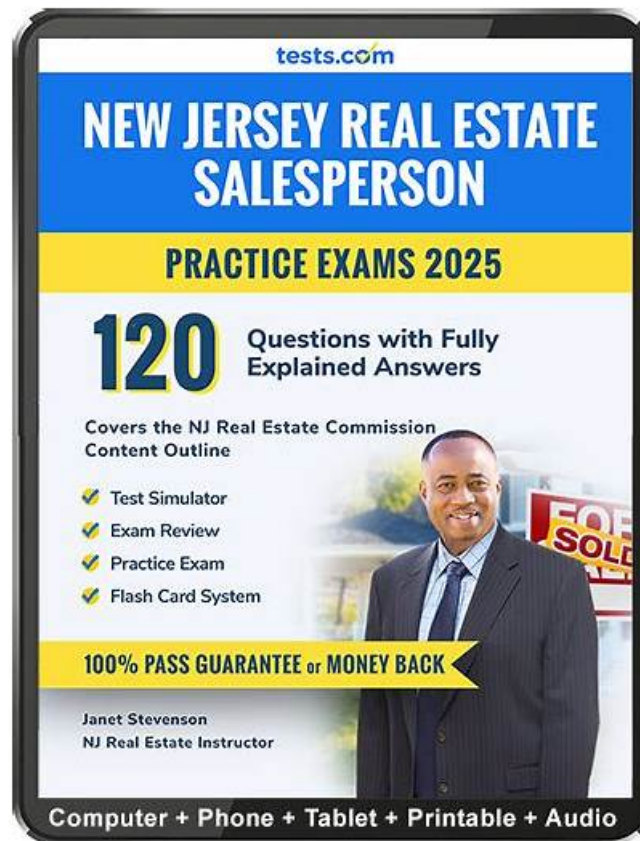


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New Real Estate New-Jersey-Real-Estate-Salesperson Braindumps Files - Latest New-Jersey-Real-Estate-Salesperson Test Question

Getting the New Jersey Real Estate Salesperson Exam (New-Jersey-Real-Estate-Salesperson) certification is the way to go if you're planning to get into Real Estate or want to start earning money quickly. Success in the New Jersey Real Estate Salesperson Exam (New-Jersey-Real-Estate-Salesperson) exam of this credential plays an essential role in the validation of your skills so that you can crack an interview or get a promotion in an Real Estate company. Many people are attempting the New Jersey Real Estate Salesperson Exam (New-Jersey-Real-Estate-Salesperson) test nowadays because its importance is growing rapidly.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q117-Q122):

NEW QUESTION # 117

In commercial property leasing, listing agents should ensure that the owner complies with:

- A. market lease rates
- B. their fiduciary responsibilities to the tenant
- C. state and federal Fair Housing laws
- D. the Americans with Disabilities Act

Answer: D

Explanation:

In commercial leasing, the Americans with Disabilities Act (ADA) applies.

The ADA requires that public accommodations and commercial facilities be accessible to persons with disabilities.

Fair Housing laws apply mainly to residential property, not commercial.

Fiduciary duties are owed by the agent to their client, not by an owner to tenants.

Market lease rates are economic factors, not legal requirements.

Correct answer = C.

Reference: Americans with Disabilities Act (ADA, 1990); NJ Real Estate Salesperson Study Guide, Chapter on Commercial Real Estate.

NEW QUESTION # 118

A buyer is looking in several different cities for land to purchase for a shopping center. The buyer has decided to hire several real estate licensees, each representing the buyer in that licensee's city. Which type of agreement would protect the buyer from owing multiple commissions?

- A. exclusive right to sell
- B. nonexclusive buyer-agency
- C. exclusive agency representation
- D. nonexclusive right-to-lease

Answer: B

Explanation:

An exclusive agency representation or exclusive right-to-sell type agreement binds the buyer to one broker and could create liability for multiple commissions if multiple brokers are hired.

A nonexclusive buyer-agency agreement allows the buyer to work with multiple brokers. The broker who actually produces the property that results in a purchase is entitled to the commission, avoiding multiple obligations.

Thus, the best option is C: nonexclusive buyer-agency.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Buyer Representation Agreements.

NEW QUESTION # 119

A purchase money note need NOT contain the:

- A. principal amount of the loan.
- B. rate of interest.
- C. time and method of payment.
- D. loan-to-value ratio.

Answer: D

Explanation:

A promissory note (purchase money note) is the borrower's written promise to repay a loan. It must include:

The principal amount of the loan.

The interest rate.

The time and method of repayment.

The loan-to-value ratio (LTV) is a lender's underwriting guideline but is not a required element of the promissory note.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Financing Instruments (Promissory Notes & Mortgages)

NEW QUESTION # 120

Salesperson P leaves the employ of Broker A. One of the listings at Broker A's firm has agreed to list with Salesperson P at the new firm. In this instance the listing file:

- A. cannot be taken because it belongs to Broker A.
- B. should be turned into the MLS.
- C. should be given to the seller.
- D. can be taken to the new firm so there is no interruption of service to the client.

Answer: A

Explanation:

All listings are taken in the name of the broker, not the salesperson.

When a salesperson leaves a brokerage, the listing remains the property of the broker.

The client may choose to cancel the listing and re-list with the new broker, but the listing file cannot be taken by the departing salesperson.

Correct answer = B.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Brokerage Operations.

NEW QUESTION # 121

Which of the following actions is a function of a municipal planning board?

- A. Unilaterally approving subdivisions in a jurisdiction
- B. Creating a master plan for all the land in a particular county
- C. Prescribing and controlling the development and use of all land in a municipality
- D. Approving a variance for an addition to a garage on a residential property

Answer: C

Explanation:

A municipal planning board (sometimes called a planning or zoning board) has authority to:

Adopt and enforce the master plan for land use in the municipality.

Regulate subdivisions, site plans, and development approvals.

Control zoning ordinances and land-use policies.

Variances are typically handled by a zoning board of adjustment, not the planning board.

Counties adopt county-wide plans but do not govern municipalities.

Correct answer = D.

Reference: NJ Municipal Land Use Law (MLUL, N.J.S.A. 40:55D); NJ Real Estate Salesperson Study Guide, Chapter on Land Use and Zoning.

NEW QUESTION # 122

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