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New Jersey Real Estate Practice Exam

1. Which of the following entries satisfies the requirement that an advertisement show that the broker is in the real estate brokerage business?
A. J. Jones Realty
B. J. Jones, Real Properties
C. J. Jones, Real Estate Agency
D. J. Jones, Real estate Ventures

Answer: C All ads must indicate the name of the brokerage company followed by a term such as REALTOR, Realist, real estate broker, or real estate agency.

2. A manager rents a unit to a tenant who later has a car accident and is confined to a wheelchair. The tenant now wants the manager to lower all the light switches and install grab bars. Does the manager have to make these modifications?
A. No, the tenant can modify the unit and deduct the cost from rent.
B. No, the tenant can modify the unit at his expense and will be responsible for restoring the unit.
C. Yes, because the landlord is responsible for keeping the units in a habitable condition
D. Yes, but only if the term of the lease is for more than one year.

Answer B

3. According to the New Jersey Real Estate Licensing Law, what is the maintenance requirement for all records of real estate transactions?
A. Files must be able to be reproduced on paper for review by the Commission.
B. Files must be kept on paper, and available for review for up to 10 years.
C. Files must be submitted electronically to the Commission.
D. Files must be kept on premises and available to the public at any time.

Answer D All records and files must be available for inspection at any time by the commission, and they always remain the property of the broker.

4. May a New Jersey real estate licensee decline to cooperate with other New Jersey licensees?
A. Yes, if the client directs the licensee according to New Jersey regulations.
B. Yes, if the client gives verbal direction not to cooperate.
C. Yes, the broker directs the salesperson not to cooperate

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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q113-Q118):

NEW QUESTION # 113

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

Answer: A

Explanation:

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.

NEW QUESTION # 114

The best way to research the previous owners of the property would be to research the:

- A. chain of title
- B. grantor
- C. lien records
- D. abstract

Answer: A

Explanation:

The chain of title is the recorded history of property ownership from one owner to the next. It is the most reliable way to determine prior ownership.

Lien records show financial claims but not ownership sequence.

An abstract of title summarizes the chain of title and liens but is not the original source.

Grantor indexes are tools used in researching title but do not themselves provide the full sequence.

Thus, the best method is the chain of title.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Title Records and Transfer of Ownership.

NEW QUESTION # 115

Limiting the neighborhoods in which a licensee shows houses because of a buyer's race is:

- A. blockbusting
- B. steering
- C. redlining
- D. puffing

Answer: B

Explanation:

Steering = Directing or discouraging buyers from certain neighborhoods based on race, religion, or other protected classes. This violates the Federal Fair Housing Act.

Blockbusting = Inducing owners to sell by suggesting a protected class moving into the neighborhood will lower values.

Redlining = Refusing loans or insurance in certain neighborhoods.

Puffing = Exaggerated sales talk, not discriminatory.

Therefore, the action described = steering.

Reference: Federal Fair Housing Act (1968, as amended); NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing Practices.

NEW QUESTION # 116

A seller refuses to honor a sales agreement. The buyer could seek specific performance, which is a legal request to:

- A. receive monetary damages for losses suffered.
- **B. force the seller to complete the sales agreement.**
- C. cancel all contractual obligations.
- D. collect punitive damages from the seller.

Answer: B

Explanation:

Specific performance is a legal remedy requiring a party to perform as agreed in the contract, rather than just pay damages.

In real estate, because every parcel of land is unique, buyers often sue for specific performance to force the seller to transfer the property.

Options A and B describe rescission and compensatory damages.

Punitive damages are rare in contract law.

Correct answer = C.

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

NEW QUESTION # 117

If an owner wants to list a property for sale "as is," the listing agent should:

- A. conclude that if the buyer later discovers defects that were not disclosed the listing agent is relieved of any responsibility.
- **B. question the seller as to any known defects.**
- C. assume that the house is a "fixer-upper."
- D. assume that the owner will accept a relatively low price for the property.

Answer: B

Explanation:

"As is" does not relieve a seller or listing agent from disclosure obligations.

The licensee must still make reasonable inquiries about known defects.

All material facts must be disclosed, regardless of the "as is" designation.

"As is" simply means the seller will not make repairs or improvements.

Thus, the agent must ask the seller about known defects = C.

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

NEW QUESTION # 118

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