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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q90-Q95):

NEW QUESTION # 90

An applicant for a real estate salesperson's license must apply for the issuance of the license within:

- A. one year from the date of passing the state licensing examination
- B. 30 days after accepting an offer of employment from a licensed real estate broker
- C. one year from the date of beginning the prelicensure education course
- **D. one year from the date of completion of the prelicensure education course**

Answer: D

Explanation:

Under the New Jersey Real Estate Licensing Law, an applicant must:

Complete the 75-hour prelicensure education course.

Pass the state examination.

Apply for licensure within one year from the date of completing the prelicensure course.

If application is not made within one year of course completion, the course must be retaken.

Reference: N.J.S.A. 45:15-9; NJ Real Estate Salesperson Pre-Licensure Course Guide, Licensing Requirements section.

NEW QUESTION # 91

New Jersey Real Estate Commission regulations require a licensee to terminate membership in a real estate board or multiple listing service whenever the organization:

- A. charges dues that the licensee feels are excessive
- B. lobbies against legislation that the licensee personally favors
- C. advocates rules, practices, and/or standards with which the licensee does not agree
- **D. suggests uniform commission rates among all member brokers**

Answer: D

Explanation:

The NJ Real Estate Commission prohibits price-fixing or collusion regarding commission rates. If a real estate board, trade association, or MLS suggests or enforces uniform commission rates among member brokers, participation in such a practice would violate antitrust laws as well as NJREC regulations.

In such cases, licensees must terminate their membership immediately to avoid disciplinary action. Lobbying, dues disputes, or general disagreements with rules are not grounds for mandatory termination.

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

NEW QUESTION # 92

If a salesperson or broker-salesperson maintains a webpage that is not linked to the webpage of their broker, the licensee's

webpage must display the name of the broker as well as the

- A. broker's email address.
- **B. address of the broker's main office.**
- C. broker's telephone number.
- D. address of the branch office from which the licensee operates.

Answer: B

Explanation:

Under NJREC advertising rules (N.J.A.C. 11:5-6.1), any licensee maintaining an independent website (not directly linked to the broker's official site) must clearly and prominently display:

The name of their employing broker, and

The main office address of the broker.

This ensures the public understands the licensee works under a supervising broker, and prevents misleading advertising. It is not sufficient to only list a branch office or email.

Therefore, the correct answer is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.1 (Advertising Requirements).

NEW QUESTION # 93

According to the New Jersey Law Against Discrimination, which of the following descriptions may be used in advertising properties in a townhome development?

- A. Ethnic neighborhood
- **B. Senior housing**
- C. Close to synagogues and churches
- D. Singles only

Answer: B

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 # 94

When MUST a listing broker provide a copy of a fully executed written listing agreement to the owner?

- A. Within three days of execution of the listing agreement by registered mail, return-receipt-requested
- B. At the time of presentation of a written offer
- **C. Upon execution of the listing agreement by all parties**
- D. Within five business days of execution of the listing agreement

Answer: C

Explanation:

According to N.J.A.C. 11:5-6.9, every party signing a real estate listing agreement must receive a duplicate original immediately upon execution.

The copy must be delivered at the time of signing, not later.

This ensures transparency and protects both the seller and the broker.

Therefore, the correct answer is A.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Listing Agreements.

NEW QUESTION # 95

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