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## Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q109-Q114):

### NEW QUESTION # 109

The following statement was found in a real estate sales contract: "In the event of a default by the purchaser, the forfeiture of the earnest money to the seller will be the only compensation to which the seller will be entitled." This statement most likely describes a:

- A. default delivery clause
- B. broker protection clause
- C. liquidated damages clause
- D. indemnification clause

**Answer: C**

Explanation:

A liquidated damages clause specifies in advance the amount of money or type of damages one party will receive if the other party defaults.

In this case, the earnest money deposit forfeiture is the seller's only compensation in the event of buyer default.

A broker protection clause protects a broker's commission rights.

Indemnification clauses shift liability to another party.

A default delivery clause is not a standard real estate term.

Thus, the correct clause is B: liquidated damages clause.

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

### NEW QUESTION # 110

A landlord may require that a disabled tenant

- A. pay double the usual \$500 security deposit.
- B. pay an additional fee for using the swimming pool to cover the added insurance cost.
- C. remove the wheelchair ramp from the apartment upon vacating the unit.
- D. not install grab bars in the tile shower if drilling holes in the tile is required.

**Answer: C**

Explanation:

Under the Federal Fair Housing Act (as applied in New Jersey), landlords must permit disabled tenants to make reasonable modifications to the premises at the tenant's expense, such as installing ramps or grab bars.

However:

The landlord cannot charge additional fees (answers A and B are discriminatory).

The landlord cannot prohibit installation of necessary accessibility aids (answer D is illegal).

The landlord can require the tenant to restore the property to its original condition upon vacating, which includes removing modifications such as ramps if they were installed.

Therefore, the correct answer is C.

Reference: NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Fair Housing; Federal Fair Housing Act, Title VIII.

### NEW QUESTION # 111

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

**Answer: A**

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 # 112

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

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

**Answer: C**

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 # 113

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

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

**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 # 114

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