

New-Jersey-Real-Estate-Salesperson Latest Braindumps Sheet | New-Jersey-Real-Estate-Salesperson Actual Exam



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We are glad to introduce the New-Jersey-Real-Estate-Salesperson study materials from our company to you. We believe our study materials will be very useful and helpful for all people who are going to prepare for the New-Jersey-Real-Estate-Salesperson exam. There are a lot of excellent experts and professors in our company. In the past years, these experts and professors have tried their best to design the New-Jersey-Real-Estate-Salesperson Study Materials for all customers.

Of course, the future is full of unknowns and challenges for everyone. Even so, we all hope that we can have a bright future. Pass the New-Jersey-Real-Estate-Salesperson exam, for most people, is an ability to live the life they want, and the realization of these goals needs to be established on a good basis of having a good job. A good job requires a certain amount of competence, and the most intuitive way to measure competence is whether you get a series of the test Real Estate certification and obtain enough qualifications. With the qualification certificate, you are qualified to do this professional job. Therefore, getting the test Real Estate certification is of vital importance to our future employment. And the New-Jersey-Real-Estate-Salesperson Study Materials can provide a good learning platform for users who want to get the test Real Estate certification in a short time.

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Furthermore, there are up to 12 months of free real Real Estate New-Jersey-Real-Estate-Salesperson exam questions updates available at Lead1Pass. In conclusion, if your goal is to pass the Real Estate New-Jersey-Real-Estate-Salesperson exam on your first attempt, the Lead1Pass platform is the ideal choice. With its comprehensive support and a money-back guarantee, as well as its expertly developed Real Estate New-Jersey-Real-Estate-Salesperson Practice Exam, you can feel confident and prepare successfully for the Real Estate New-Jersey-Real-Estate-Salesperson test.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q80-Q85):

NEW QUESTION # 80

A Seller's Property Disclosure form states that there are no known material defects with the property, but the listing licensee is aware of asbestos wrapped duct pipes in the basement. The licensee should:

- **A. disclose the existence of asbestos to all potential buyers.**
- B. suggest the buyers have a home inspection and leave discovery up to the inspector.
- C. suggest to the seller wrap the pipes to contain potential airborne contamination.

- D. ask the seller's permission to disclose and abide by the seller's wishes.

Answer: A

Explanation:

Under New Jersey Real Estate License Law and NJREC disclosure rules:

Licensees must disclose all known material facts about a property to potential buyers, regardless of what the seller states.

Asbestos is considered a material defect and a potential environmental hazard.

Licensees cannot withhold disclosure, nor leave it solely to inspectors.

Thus, the licensee must disclose the asbestos.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4; NJ Real Estate Salesperson Study Guide, Chapter on Disclosure of Material Defects.

NEW QUESTION # 81

In surveying, monuments are used to establish:

- **A. real estate boundaries**
- B. historical sites
- C. a common address
- D. flood elevation

Answer: A

Explanation:

Monuments are fixed physical objects (iron pins, concrete markers, trees, rocks) used by surveyors to establish property boundaries in the metes-and-bounds system.

They do not establish addresses, flood elevations, or historical sites.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Legal Descriptions and Surveys.

NEW QUESTION # 82

According to the Real Estate Licensing Law, a real estate licensee can provide a rebate of the commission to a buyer

- **A. if a writing confirming the terms of the rebate is provided to the buyer at closing.**
- B. if notated on the contract of sale.
- C. provided it does not exceed 50% of the total commission.
- D. if the licensee is the broker.

Answer: A

Explanation:

New Jersey law (P.L. 2009, c. 273; NJ Real Estate Licensing Law) permits brokers to rebate a portion of their commission to a buyer provided that:

The rebate does not constitute a violation of RESPA or other federal laws.

The terms of the rebate are disclosed in writing to the buyer prior to closing.

The rebate must be documented in the transaction records maintained by the broker.

There is no statutory 50% cap, and it does not have to be written directly into the contract of sale. It is also not limited to the broker personally-salespersons may provide a rebate under the broker's supervision.

Reference: New Jersey Real Estate Commission - Licensing Law, Commission Rebates to Buyers, N.J.S.A.

45:15-17; NJREC Bulletins on Commission Rebates.

NEW QUESTION # 83

A buyer wants to purchase a home for \$400,000 with a 15% down payment. The lender charges 1.5 points.

How much money does the buyer need up front to make the purchase?

- **A. \$65,100**
- B. \$60,900
- C. \$66,000

- D. \$60,000

Answer: A

Explanation:

Step 1: Calculate down payment:

$$400,000 \times 15\% = 60,000$$

Step 2: Loan amount:

$$400,000 - 60,000 = 340,000$$

Step 3: Points = 1.5% of loan amount:

$$340,000 \times 0.015 = 5,100$$

Step 4: Total cash needed upfront:

$$60,000 + 5,100 = 65,100$$

Correct answer = D (\$65,100).

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Financing and Points Calculations.

NEW QUESTION # 84

The listing broker has been presented with multiple offers. The seller would accept only a cash offer on the home, so the broker will present:

- A. only cash offers to the seller.
- B. the highest cash offer to the seller.
- C. the highest offer to the seller.
- **D. all offers to the seller.**

Answer: D

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-6.9):

A licensee must present all written offers to the seller immediately (within 24 hours).

It is the seller's decision which offer to accept.

A broker cannot filter or withhold offers (cash or financed) without the seller's explicit instruction.

Correct answer = D.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Fiduciary Duties and Offer Presentation.

NEW QUESTION # 85

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