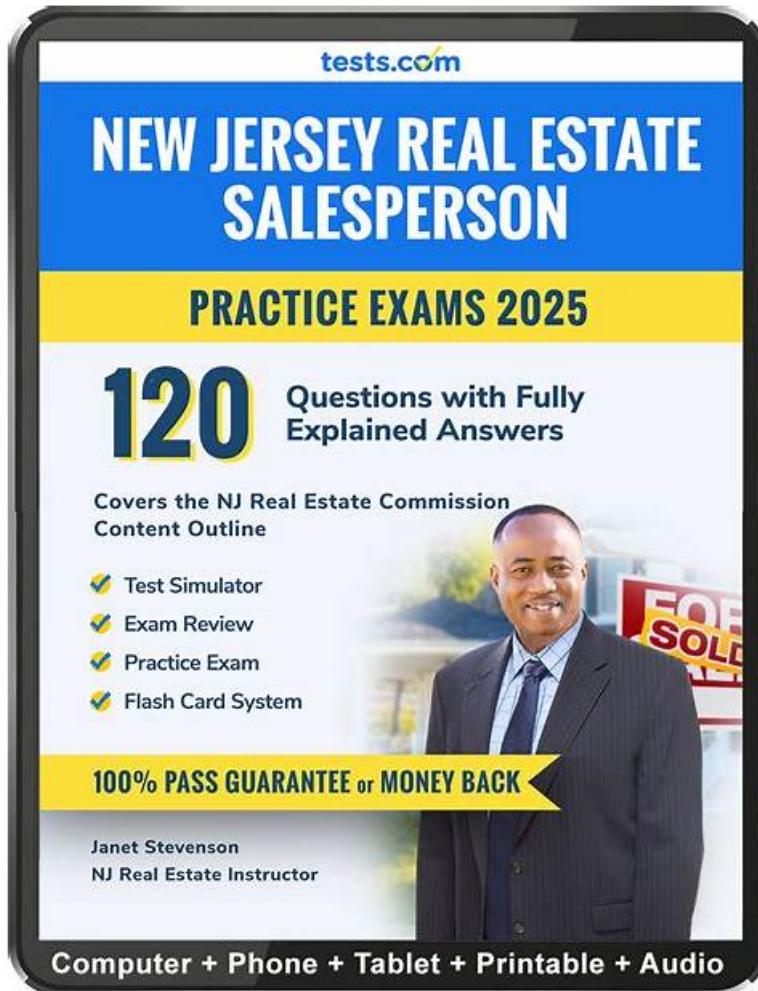


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q91-Q96):

NEW QUESTION # 91

A licensee must provide a Consumer Information Statement in all of the following transactions EXCEPT the:

- A. sale of a three-family house in a mixed-use zone
- B. sale of a vacant one-family lot
- C. **sublease of a studio apartment for two months**
- D. lease of a three-bedroom apartment for one year

Answer: C

Explanation:

The Consumer Information Statement (CIS) must be used in all sales of 1-4 family residential properties and all residential lease transactions of 1-4 units that are for terms longer than 125 days.

A short-term rental or sublease (two months) does not require a CIS.

Correct answer = C.

Reference: N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Consumer Information Statement.

NEW QUESTION # 92

Evergreen bushes and apple trees on a property that were planted by the current owner are examples of

- A. chattels
- B. trade fixtures
- C. personal property
- D. **real estate**

Answer: D

Explanation:

Natural attachments (trees, bushes, perennial plants) are part of the land and thus real estate.

Annual crops (emblems) are considered personal property.

Chattels = movable personal property.

Trade fixtures = items installed by a tenant for business use.

Correct answer = A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Real vs. Personal Property.

NEW QUESTION # 93

Prospective buyers for a house want to operate a recycling center in their backyard. Local zoning laws do not allow this. What do they need to do first?

- A. Obtain a modification to the local master plan.
- B. Obtain a building permit.
- C. **Obtain a variance or special exception.**
- D. File an appeal with the local court.

Answer: C

Explanation:

Under New Jersey Municipal Land Use Law and the NJ Real Estate Salesperson study guide (Chapter on Land Use Regulations), when zoning ordinances restrict a particular use, the property owner or prospective buyer must request relief from the zoning board. The proper relief mechanism is a variance (sometimes called a special exception or conditional use permit).

A building permit (A) only allows construction according to existing zoning. It does not authorize a prohibited use.

A modification to the master plan (B) is a legislative act by the planning board/municipality and not the immediate remedy for individual property owners.

An appeal with the local court (D) may come later if denied, but the first step is to apply to the zoning board for a variance. Therefore, the correct choice is C: obtain a variance or special exception.
Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Land Use Controls/Zoning, N.J.S. A). 40:55D (Municipal Land Use Law).

NEW QUESTION # 94

Which of the following statements about branch offices is INCORRECT?

- A. The employing broker is ultimately responsible for all licensees employed at the branch office.
- B. The name of the branch office supervisor must be recorded with the commission.
- C. Two salespersons may be designated to share supervising responsibilities.
- D. A licensed broker-salesperson must supervise the office on a full-time basis.

Answer: C

Explanation:

According to NJREC Rules and Regulations (N.J.A.C. 11:5-6.4 & 6.5):

A branch office must be supervised by a broker or broker-salesperson designated by the employing broker.

The supervisor's name must be recorded with the Commission.

The supervising broker/broker-salesperson must work full-time at that location.

The employing broker remains ultimately responsible for all licensees.

It is not permitted to designate two salespersons to share supervisory responsibilities.

Thus, the incorrect statement is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4, 11:5-6.5; NJ Real Estate Salesperson Study Guide, Chapter on Licensing Requirements.

NEW QUESTION # 95

Which of the following differentiates a bilateral contract from a unilateral contract?

- A. number of parties involved
- B. performance obligations of the parties
- C. relative value of the object of the contract
- D. type of property specified in the contract

Answer: B

Explanation:

A bilateral contract involves mutual promises where both parties are obligated to perform (e.g., a sales contract: buyer promises to pay, seller promises to transfer title).

A unilateral contract involves only one party making a promise contingent on the performance of the other (e.g., an option contract).

Thus, the key difference is performance obligations of the parties.

Correct answer = B.

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

NEW QUESTION # 96

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