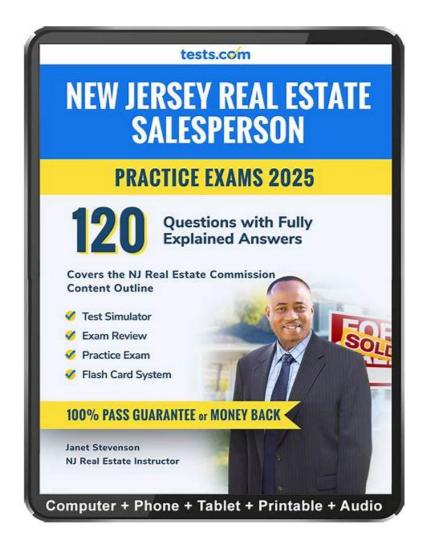
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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q90-Q95):

NEW QUESTION #90

The primary intent of the statute of frauds is to:

- A. enforce oral agreements beyond 1 year.
- B. protect licensees from fraudulent activity.
- C. protect the rights of buyers who are disabled.
- D. reduce real estate contracts to writing.

Answer: D

Explanation:

The Statute of Frauds (as adopted in New Jersey) requires that certain contracts be in writing to be enforceable, including: Contracts for the sale of real estate.

Leases longer than 3 years.

Certain other long-term agreements.

Its purpose is to prevent fraud and misunderstandings by requiring written evidence of important contracts.

Reference: N.J.S.A. 25:1-13; NJ Real Estate Salesperson Study Guide, Chapter on Contracts.

NEW QUESTION #91

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

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 #92

A buyer is looking in several different cities for land to purchase for a shopping center. The buyer has decided to hire several real estate licensees, each representing the buyer in that licensee's city. Which type of agreement would protect the buyer from owing multiple commissions?

- A. nonexclusive buyer-agency
- B. nonexclusive right-to-lease
- C. exclusive agency representation

• D. exclusive right to sell

Answer: A

Explanation:

An exclusive agency representation or exclusive right-to-sell type agreement binds the buyer to one broker and could create liability for multiple commissions if multiple brokers are hired.

A nonexclusive buyer-agency agreement allows the buyer to work with multiple brokers. The broker who actually produces the property that results in a purchase is entitled to the commission, avoiding multiple obligations.

Thus, the best option is C: nonexclusive buyer-agency.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Buyer Representation Agreements.

NEW QUESTION #93

The Freshwater Wetlands Protection Act of 1987 is a New Jersey law that:

- A. requires the registration of residential development projects with the New Jersey Department of Community Affairs
- B. restricts development of real estate in certain designated areas
- C. requires environmental impact statements to be filed with the New Jersey Department of Environmental Protection before title to developed real estate can be transferred
- D. empowers the New Jersey Department of Environmental Protection to acquire title to certain real estate for less than its fair market value through condemnation

Answer: B

Explanation:

The Freshwater Wetlands Protection Act (1987) gives the New Jersey Department of Environmental Protection (NJDEP) the authority to regulate activities in freshwater wetlands and transition areas (buffer zones). Its primary purpose is to restrict development in wetlands and certain protected areas to preserve environmental resources.

It does not require environmental impact statements prior to transfer of title, does not authorize below-market condemnation, and is unrelated to DCA residential project registration.

Reference: New Jersey Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Environmental Issues; Freshwater Wetlands Protection Act, N.J.S.A. 13:9B-1 et seq.

NEW QUESTION #94

A deposit check from a buyer paid upon the submission of an offer may be held without being deposited into the broker's escrow account:

- A. until all inspections required by the contract have been performed
- B. until negotiations are concluded and the seller has accepted the offer
- C. for no more than five business days after the termination of the attorney review period
- D. for no more than five business days after receipt of the money

Answer: C

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-5.1):

Earnest money deposits must be placed in the broker's escrow (trust) account "promptly".

However, if the parties agree, a check may be held un-deposited until the end of the three-day attorney review period.

Once attorney review is concluded, the check must be deposited within five business days.

Correct answer = D.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-5.1; NJ Real Estate Salesperson Study Guide, Chapter on Trust Accounts and Escrow Handling.

NEW QUESTION #95

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