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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q39-Q44):

NEW QUESTION # 39

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

- A. lease of a three-bedroom apartment for one year
- B. sublease of a studio apartment for two months

- C. sale of a vacant one-family lot
- D. sale of a three-family house in a mixed-use zone

Answer: B

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 # 40

Prospective buyers asked the licensee representing them if it would be a good idea to check the property they wish to purchase for radon. The licensee's best response would be to tell the buyers that:

- A. as long as they are non-smokers, it should not be an issue.
- B. they should do so, because radon is now considered to be one of the causes of lung cancer.
- C. it is unlikely that radon would be a problem in that area.
- D. they need not do so, because if radon were present, there would be an odor that would make it easy to detect.

Answer: B

Explanation:

Radon is a colorless, odorless, radioactive gas linked to lung cancer.

The EPA and NJDEP recommend testing homes for radon regardless of location.

Licensees should never minimize the risk or falsely suggest it is detectable by odor.

The best professional response is to recommend that buyers test for radon because it is a known health risk.

Correct answer = C.

Reference: NJDEP Radon Hazard Program; NJ Real Estate Salesperson Study Guide, Chapter on Environmental Issues.

NEW QUESTION # 41

The heir to a large estate will be of legal age within 30 days. The heir lists for sale with a broker one of the properties held by the estate. The broker knows of a buyer for the property and sells it within 24 hours of listing, with closing to be in 45 days. Both listing and sale contracts are:

- A. fulfilled
- B. voidable
- C. executed
- D. executory

Answer: B

Explanation:

Contracts signed by a minor (or someone not of legal age) are considered voidable at the option of the minor.

They are not void, because the minor may affirm the contract upon reaching legal age.

Executory = contract obligations not yet completed.

Executed = all obligations fully performed.

Since the heir is under legal age at signing, the contracts are voidable.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Contracts (Void, Voidable, Executed, Executory).

NEW QUESTION # 42

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. suggest to the seller wrap the pipes to contain potential airborne contamination.
- B. suggest the buyers have a home inspection and leave discovery up to the inspector.

- C. disclose the existence of asbestos to all potential buyers.
- D. ask the seller's permission to disclose and abide by the seller's wishes.

Answer: C

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 # 43

Which of the following statements would most likely be considered mere "puffing"?

- A. The utility costs in this home are lower than in any other home in the neighborhood.
- B. Children from this neighborhood have the highest SAT scores.
- C. This lot has the most beautiful view of the lake.
- D. This area is expected to increase in value by 25% within the next year.

Answer: C

Explanation:

Puffing = exaggeration or subjective opinion that no reasonable person would take as fact (e.g., "most beautiful view").

Statements of fact (e.g., predicted appreciation %, test scores, or utility costs) could be misrepresentation if untrue.

Thus, "This lot has the most beautiful view of the lake" = puffing.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Ethics and Misrepresentation.

NEW QUESTION # 44

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