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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q26-Q31):

NEW QUESTION # 26

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

Answer: B

Explanation:

Under the New Jersey Real Estate Licensing Law, an applicant must:

Complete the 75-hour preclicensure education course.

Pass the state examination.

Apply for licensure within one year from the date of completing the preclicensure 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 # 27

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. for no more than five business days after receipt of the money
- C. until negotiations are concluded and the seller has accepted the offer
- **D. for no more than five business days after the termination of the attorney review period**

Answer: D

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 # 28

After announcing that a new city park will soon be developed, homes in the immediate area experience a rise in value. This is an example of which of the following principles of value?

- A. change
- B. highest and best use
- **C. anticipation**
- D. contribution

Answer: C

Explanation:

Principle of anticipation: Value is created by the expectation of future benefits (e.g., new park development).

Change: value is constantly influenced by natural and economic changes.

Contribution: value of an improvement is measured by its contribution to the property's value.

Highest and best use: most profitable legal use of the land.

Here, the increase is due to anticipated future benefits # C.

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

NEW QUESTION # 29

When MUST a listing broker provide a copy of a fully executed written listing agreement to the owner?

- A. Within five business days of execution of the listing agreement
- B. Within three days of execution of the listing agreement by registered mail, return-receipt-requested
- **C. Upon execution of the listing agreement by all parties**
- D. At the time of presentation of a written offer

Answer: C

Explanation:

According to N.J.A.C. 11:5-6.9, every party signing a real estate listing agreement must receive a duplicate original immediately upon execution.

The copy must be delivered at the time of signing, not later.

This ensures transparency and protects both the seller and the broker.

Therefore, the correct answer is A.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Listing Agreements.

NEW QUESTION # 30

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

Answer: A

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 # 31

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