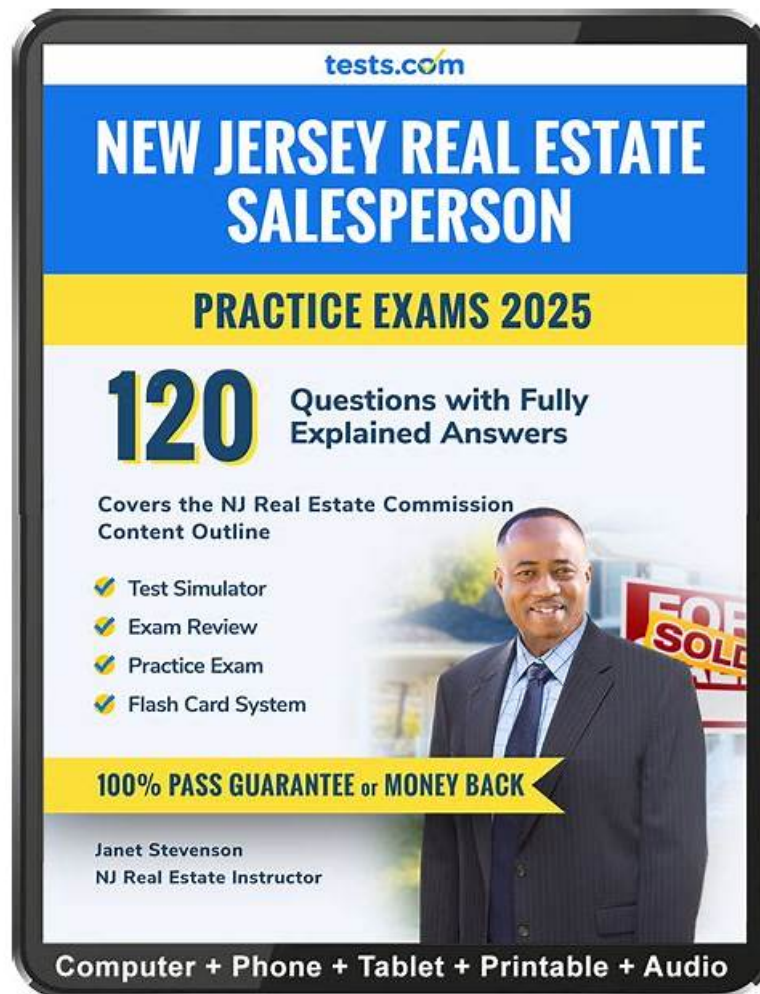


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Before we start develop a new New-Jersey-Real-Estate-Salesperson study materials, we will prepare a lot of materials. After all, we must ensure that all the questions and answers of the New-Jersey-Real-Estate-Salesperson study materials are completely correct. First of all, we have collected all relevant reference books. Most of the New-Jersey-Real-Estate-Salesperson Study Materials are written by the famous experts in the field. They are widely read and accepted by people. Through careful adaption and

reorganization, all knowledge will be integrated in our New-Jersey-Real-Estate-Salesperson study materials.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q64-Q69):

NEW QUESTION # 64

Two real estate firms shared equally a 6% commission on the sale of a house. The listing licensee was paid 60% of the broker's share. The house was sold for \$110,000. How much did the listing agent earn?

- A. \$3,980
- B. \$1,320
- C. \$2,640
- D. \$1,980

Answer: D

Explanation:

Calculation (Finance/Math section of the NJ Real Estate Salesperson Pre-Licensure Course Study Guide):

* Total commission = $\$110,000 \times 6\% = \$6,600$

* Two firms split equally: each broker gets \$3,300

* Listing licensee paid 60% of broker's share: $\$3,300 \times 0.60 = \$1,980$

Thus, the listing agent's earnings are \$1,980.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Math for Salespersons- Commission Splits.)

NEW QUESTION # 65

A buyer's agent is NOT permitted to tell a buyer that:

- A. the roof leaked recently but was patched by the owner
- B. the property was the scene of a serious crime
- C. a former occupant of a property had AIDS
- D. the seller is willing to accept less than the listing price because of financial circumstances

Answer: C

Explanation:

Under federal Fair Housing Law (1988 Amendments) and NJ Law Against Discrimination:

Licensees are prohibited from disclosing that a property was occupied by someone with HIV/AIDS. Such disclosure is considered discrimination against persons with disabilities.

Material defects (e.g., roof leaks) must be disclosed.

Stigmatized property issues (e.g., crime scenes) do not legally require disclosure in NJ, but agents may discuss if asked.

Disclosing the seller's willingness to accept less is allowed only with the seller's consent.

Correct prohibited disclosure = B.

Reference: Fair Housing Amendments Act (1988); NJ Law Against Discrimination; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing and Disclosure.

NEW QUESTION # 66

A subordination agreement is used to:

- A. assign rents to the lender in case of borrower default.
- B. pledge property for a loan without giving up possession.
- C. initiate foreclosure proceedings.
- D. change the priority of mortgages.

Answer: D

Explanation:

Lien priority is generally determined by the order of recording.

A subordination agreement is a legal document in which a lienholder voluntarily lowers its lien priority in favor of another lien.

It does not initiate foreclosure, pledge property, or assign rents.

Correct answer = A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Mortgages and Financing Instruments.

NEW QUESTION # 67

Salesperson P leaves the employ of Broker A. One of the listings at Broker A's firm has agreed to list with Salesperson P at the new firm. In this instance the listing file:

- A. should be turned into the MLS.
- B. should be given to the seller.
- C. can be taken to the new firm so there is no interruption of service to the client.
- **D. cannot be taken because it belongs to Broker A.**

Answer: D

Explanation:

All listings are taken in the name of the broker, not the salesperson.

When a salesperson leaves a brokerage, the listing remains the property of the broker.

The client may choose to cancel the listing and re-list with the new broker, but the listing file cannot be taken by the departing salesperson.

Correct answer = B.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Brokerage Operations.

NEW QUESTION # 68

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

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 # 69

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