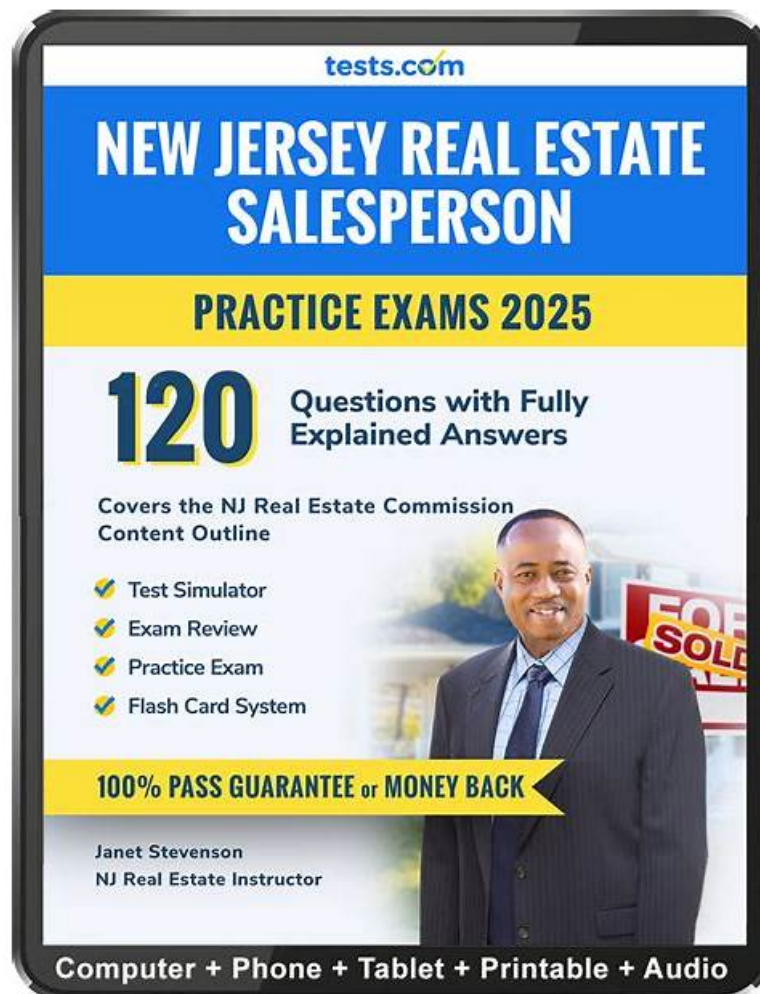


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## Real-Estate-Salesperson Test Report

In today's society, there are increasingly thousands of people put a priority to acquire certificates to enhance their abilities. With a total new perspective, our New-Jersey-Real-Estate-Salesperson study materials have been designed to serve most of the office workers who aim at getting the New-Jersey-Real-Estate-Salesperson exam certification. Moreover, our New-Jersey-Real-Estate-Salesperson Exam Questions have been expanded capabilities through partnership with a network of reliable local companies in distribution, software and product referencing for a better development. We are helping you pass the New-Jersey-Real-Estate-Salesperson exam successfully has been given priority to our agenda.

### Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q17-Q22):

#### NEW QUESTION # 17

According to the New Jersey Law Against Discrimination, which of the following descriptions may be used in advertising properties in a townhome development?

- A. Singles only
- B. Ethnic neighborhood
- C. Senior housing
- D. Close to synagogues and churches

**Answer: C**

Explanation:

Under the New Jersey Law Against Discrimination (LAD) and HUD advertising guidelines:

Ads cannot reference religion, ethnicity, or familial status (e.g., "singles only" or "close to synagogues").

However, housing for older persons (senior housing) is a permitted exception under the Housing for Older Persons Act (HOPA).

Correct answer = D. Senior housing.

Reference: NJ Law Against Discrimination (N.J.S.A. 10:5-1 et seq.); HUD Fair Housing Advertising Guidelines.

#### NEW QUESTION # 18

A salesperson is convicted of a crime which involved activities as a real estate licensee. The Commission obtains a certified copy of the judgment of conviction against the salesperson. According to the New Jersey Real Estate License Law, the Commission MUST:

- A. revoke the salesperson's license
- B. suspend the salesperson's license
- C. determine, at its discretion, what disciplinary action to take against the salesperson
- D. notify the salesperson's employing broker of the circumstances pertaining to the conviction

**Answer: C**

Explanation:

Under N.J.S.A. 45:15-17, the New Jersey Real Estate Commission (NJREC) has discretionary authority to determine appropriate disciplinary action when a licensee is convicted of a crime related to their licensed activities.

The Commission may choose to suspend, revoke, or otherwise discipline the licensee depending on circumstances.

It is not automatic that the license must be revoked or suspended; the Commission evaluates the case.

Correct answer = C.

Reference: NJ Real Estate Licensing Law, N.J.S.A. 45:15-17; NJ Real Estate Salesperson Study Guide, Chapter on Disciplinary Actions.

#### NEW QUESTION # 19

Under New Jersey Real Estate Commission rules, a licensee's obligations to the public include all of the following responsibilities EXCEPT:

- A. disclosing material defects in a property to a prospective purchaser
- B. accepting any reasonable commission offered by a seller in the course of negotiating a listing agreement
- C. dealing honestly with all parties
- D. protecting and promoting the interests of the licensee's principal when acting as an agent

**Answer: B**

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-6.3 and 11:5-6.4), obligations to the public include:

Dealing honestly and fairly with all parties.

Disclosing material defects known to the licensee.

Protecting and promoting the interests of the principal when acting as agent.

There is no requirement that a licensee must accept "any reasonable commission" offered. Commission rates are always negotiable and must be agreed upon voluntarily.

Correct answer = A.

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

#### **NEW QUESTION # 20**

A private integrated club refused to rent one of its condos to a minority family. The club explained that it did not rent the condos to the public since the condos were for members only. Is the club in violation of the federal Fair Housing Act, and if so, how?

- A. No, because a private club may restrict the rental of its own lodgings to its members as long as the lodgings are not operated commercially.
- B. Yes, because the club had minority members, and therefore was not eligible for exemptions from the federal Fair Housing Act.
- C. No, because as an integrated club, they could discriminate on the basis of race in renting facilities.
- D. Yes, because when race is involved, no exceptions to the federal Fair Housing Act exist.

**Answer: A**

Explanation:

Under the Federal Fair Housing Act of 1968 (as amended), there are limited exemptions. One is the private club exemption: a bona fide private club that is not operated commercially may restrict the rental or occupancy of lodgings that it owns to members only.

However, even though exemptions exist, race-based discrimination is never permitted in the sale or rental of housing to the public.

Here, since the club restricts rentals to members only and does not rent to the general public, it is not in violation of the Act.

Reference: Federal Fair Housing Act, 42 U.S.C. §3607 (Exemptions); NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing and Civil Rights.

#### **NEW QUESTION # 21**

Broker P is the sole proprietor of XYZ Realty. P employs five salespersons, all of whom have been practicing real estate for at least two years. Under the license law, if P should die, which of the following actions can be taken?

- A. The most experienced salesperson can act as broker for a maximum of six months until a permanent replacement broker is licensed.
- B. The Real Estate Commission can direct an experienced broker with another firm to conclude all pending business.
- C. A salesperson holding a real estate license for at least three years can apply for a temporary broker's license in order to continue the firm's activity.
- D. All sales contracts can be declared null and void and all salespersons will lose their licenses until establishing employment with another broker.

**Answer: C**

Explanation:

Under NJ Real Estate Commission (NJREC) licensing rules, when a broker of record dies or becomes incapacitated, a qualified salesperson with at least three years' experience may apply for a temporary broker's license to continue the firm's operations for a limited period while the firm arranges a permanent broker.

Existing agency contracts and transactions do not become void simply because of the broker's death.

\* Therefore, D is correct.

\* A is incorrect-contracts are not automatically void, and salespersons don't lose their licenses.

\* B is not the prescribed process.

\* C misstates both who may act and the time period; NJ uses a temporary broker's license mechanism for a qualified salesperson (experience requirement is three years).

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Licensing-Broker of Record Death/Incapacity; NJREC Rules on temporary broker authority.)

## NEW QUESTION # 22

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