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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q102-Q107):

NEW QUESTION # 102

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

Answer: B

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 # 103

Two parcels of land priced at \$2,100 per acre were purchased. One parcel was 5 acres in size, and the other was 1 square mile in size. How much should these two parcels have cost together?

- A. \$1,060,500
- B. \$1,354,500
- C. \$914,760
- D. \$766,000

Answer: A

NEW QUESTION # 104

The primary intent of the statute of frauds is to:

- A. protect licensees from fraudulent activity.
- B. protect the rights of buyers who are disabled.
- C. enforce oral agreements beyond 1 year.
- 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 # 105

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. address of the broker's main office.
- B. broker's telephone number.

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

Answer: A

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 # 106

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 as an integrated club, they could discriminate on the basis of race in renting facilities.
- B. Yes, because when race is involved, no exceptions to the federal Fair Housing Act exist.
- **C. 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.**
- D. Yes, because the club had minority members, and therefore was not eligible for exemptions from the federal Fair Housing Act.

Answer: C

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 # 107

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