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## Real Estate New Jersey Real Estate Salesperson Exam Sample Questions

## (Q114-Q119):

### NEW QUESTION # 114

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

**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 # 115

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. address of the branch office from which the licensee operates.
- D. broker's telephone number.

**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 # 116

A seller has entered into an exclusive right to sell agreement with a broker. The buyer presents the seller with an offer to purchase that is 20% less than the list price. Which of the following is appropriate?

- A. The seller has 72 hours to submit a counteroffer or else the offer is considered to be accepted.
- B. The seller is obligated to make a counteroffer to the buyer if the offer is unacceptable.
- **C. The seller is under no obligation to accept the offer or make a counteroffer.**
- D. The seller is obligated to pay the buyer a commission or the offer price if the seller rejects the offer.

**Answer: C**

Explanation:

Under New Jersey agency and contract principles taught in the NJ Real Estate Salesperson Pre-Licensure Course Study Guide (Listings & Offers/Contracts chapters), a seller who has a listing (including an exclusive right to sell) is never obligated to accept any offer and is not required to make a counteroffer. The listing is an employment contract with the broker; it does not compel acceptance of buyer terms. An offer may be accepted, rejected, or countered at the seller's discretion. There is no automatic acceptance period like "72 hours," unless explicitly written into the offer itself.

\* Therefore, B is correct.

\* A is wrong-sellers owe no "commission or offer price" to a buyer for rejecting an offer.

\* C is wrong-no default 72-hour rule exists by law.

\* D is wrong-no duty to counter exists.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Agency & Listings; Contracts- Offer and Acceptance.)

### NEW QUESTION # 117

A buyer who is purchasing a property intends to build a chain link fence in the backyard. There is a 12-year- old deed restriction that prohibits chain link fences. The licensee finds out that there are no city codes prohibiting chain link fences. Which of the following statements regarding this situation is true?

- A. Deed restrictions always take priority over city codes.
- **B. This deed restriction is more restrictive and will, therefore, take precedence.**
- C. City code always takes priority over deed restrictions.
- D. This city code takes priority because deed restrictions expire 10 years after a subdivision is developed.

**Answer: B**

Explanation:

Deed restrictions (restrictive covenants) are private controls that can impose stricter requirements than local zoning or codes.

The general rule: the more restrictive regulation prevails (whether deed restriction or zoning).

Deed restrictions do not automatically expire after 10 years unless the restriction itself specifies an expiration.

Since zoning allows fences but the deed restriction prohibits chain link fences, the restriction takes precedence.

Correct answer = D.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Land Use, Zoning, and Private Restrictions.

### NEW QUESTION # 118

A licensee faxes a list of available properties to prospective buyers. Which of the following is true?

- A. The licensee must include only a phone number to reply.
- B. The licensee's company's name does not need to be listed.
- C. The licensee must mail an identical list to all parties.
- **D. The fax must contain an opt-out provision for future communications.**

**Answer: D**

Explanation:

Under the federal Telephone Consumer Protection Act (TCPA) and Junk Fax Prevention Act:

Any unsolicited fax must include a clear opt-out provision allowing the recipient to request no further communications.

The fax must also identify the sender, including company name.

There is no requirement to mail identical lists.

Correct answer = A.

Reference: Telephone Consumer Protection Act (TCPA); Junk Fax Prevention Act; NJ Real Estate Salesperson Study Guide, Chapter on Advertising Rules.

### NEW QUESTION # 119

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