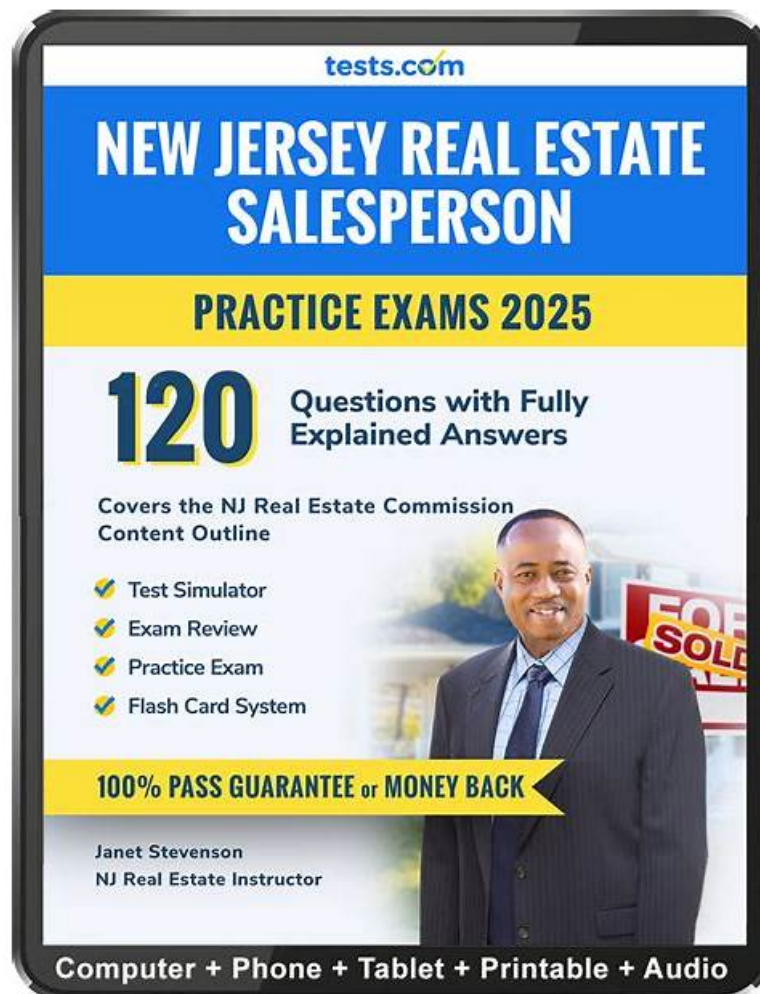


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## **Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q110-Q115):**

### **NEW QUESTION # 110**

Which of the following is a radioactive odorless gas which may require mitigation?

- **A. radon**
- B. asbestos
- C. formaldehyde
- D. carbon monoxide

**Answer: A**

Explanation:

Radon is a naturally occurring, colorless, tasteless, and odorless radioactive gas formed from the natural breakdown of uranium in soil and rock. It can accumulate in basements and lower levels of homes.

The New Jersey Department of Environmental Protection (NJDEP) identifies radon as a serious environmental hazard. Testing and mitigation systems (such as sub-slab ventilation) are required in certain areas of New Jersey where radon levels are high.

Asbestos is a fibrous mineral linked to lung disease but is not radioactive.

Formaldehyde is a chemical used in building materials but is not radioactive.

Carbon monoxide is a deadly, odorless gas from combustion, but again not radioactive.

Therefore, the correct answer is A (radon).

Reference: NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Environmental Issues; NJDEP Radon Awareness Statutes.

### **NEW QUESTION # 111**

Which of the following is least likely to be considered in establishing the value of a property by the sales comparison approach?

- A. the square footage of the building
- B. the date of sale
- C. the size of the lot
- **D. the capitalization rate**

**Answer: D**

Explanation:

The sales comparison approach relies on comparing recently sold similar properties, adjusting for differences (e.g., lot size, square footage, date of sale).

The capitalization rate is used in the income approach, not the sales comparison approach.

Correct answer = B.

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

### **NEW QUESTION # 112**

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. This city code takes priority because deed restrictions expire 10 years after a subdivision is developed.
- D. City code always takes priority over deed restrictions.

**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 # 113

A real estate licensee is a partial owner of a local inspection company. It is permissible for the licensee to tell all clients to use this company when:

- A. the licensee does not know any of the other title companies in the area
- **B. the licensee discloses the interest in the company to the client**
- C. the client does not ask for other recommendations
- D. it is in the best interest of the client

**Answer: B**

Explanation:

Under RESPA Section 8 and NJREC rules:

A licensee with a financial interest in a related service company (e.g., inspections, title, mortgage) must provide full disclosure in writing to the client.

Without disclosure, this is considered a conflict of interest and a violation.

Disclosure allows the client to make an informed decision and choose alternatives.

Correct answer = D.

Reference: RESPA (Real Estate Settlement Procedures Act); NJREC Rules on Conflicts of Interest.

### NEW QUESTION # 114

When buyers move into their new house, they see that the ceiling fan in the dining room is gone. The ceiling fan was not mentioned in the offer to purchase. Did the sellers have the right to take the ceiling fan?

- **A. No, because it was a fixture in the house.**
- B. Yes, because it was the sellers' personal property.
- C. No, because it was chattel.
- D. Yes, because it was not referenced in the contract.

**Answer: A**

Explanation:

A fixture is personal property that has become real property by being permanently attached (e.g., ceiling fans, light fixtures).

Fixtures are considered part of the real estate and transfer with the property unless specifically excluded in the contract.

Chattel refers to movable personal property, which a ceiling fan is not once installed.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Property Ownership and Fixtures.

### NEW QUESTION # 115

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