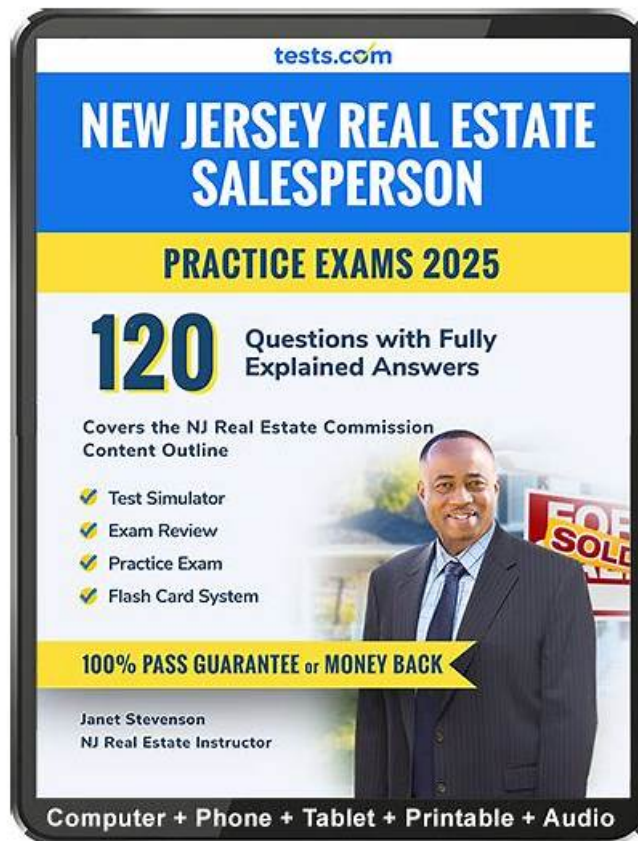


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## Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q18-Q23):

### NEW QUESTION # 18

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. Senior housing**
- C. Ethnic neighborhood
- D. Close to synagogues and churches

**Answer: B**

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 # 19

A buyer is looking in several different cities for land to purchase for a shopping center. The buyer has decided to hire several real estate licensees, each representing the buyer in that licensee's city. Which type of agreement would protect the buyer from owing multiple commissions?

- A. nonexclusive right-to-lease
- B. exclusive right to sell
- **C. nonexclusive buyer-agency**
- D. exclusive agency representation

**Answer: C**

Explanation:

An exclusive agency representation or exclusive right-to-sell type agreement binds the buyer to one broker and could create liability for multiple commissions if multiple brokers are hired.

A nonexclusive buyer-agency agreement allows the buyer to work with multiple brokers. The broker who actually produces the property that results in a purchase is entitled to the commission, avoiding multiple obligations.

Thus, the best option is C: nonexclusive buyer-agency.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Buyer Representation Agreements.

### NEW QUESTION # 20

A buyer-broker locates a property that is listed with another broker. The buyer makes an offer through the buyer-broker and an agreement of sale results. In this situation, the buyer-broker is acting as a:

- A. referring broker with the listing broker
- B. subagent of the listing broker
- **C. representative of the buyer and owes no fiduciary obligations to the seller**
- D. representative of the seller and owes no fiduciary obligations to the buyer

**Answer: C**

Explanation:

In a buyer agency relationship, the buyer-broker owes fiduciary duties solely to the buyer.  
The buyer-broker is not a subagent of the seller's broker unless that is specifically created (rare in NJ).  
The buyer-broker represents the buyer, not the seller, and has no fiduciary duty to the seller.  
Correct answer = C.  
Reference: NJ Real Estate Salesperson Study Guide, Chapter on Buyer Agency and Fiduciary Duties.

### NEW QUESTION # 21

A real estate broker's maintained place of business MUST conspicuously display on the exterior the broker's name and the word(s):

- A. Licensed Realtor
- **B. Licensed Real Estate Broker**
- C. Realtor
- D. Real Estate Broker

**Answer: B**

Explanation:

According to N.J.A.C. 11:5-6.1, every broker's main office must have a sign on the exterior that is visible to the public. The sign must display the broker's name and the exact words "Licensed Real Estate Broker." This is a mandatory requirement to ensure public identification of licensed brokerage offices.

Using terms like "Realtor" is optional and only permitted if the broker is a member of the National Association of REALTORS, but the law specifically requires the words Licensed Real Estate Broker.

Reference: NJ Real Estate Commission Rules and Regulations, N.J.A.C. 11:5-6.1 (Office Requirements and Signage).

### NEW QUESTION # 22

New Jersey Real Estate Commission regulations require a licensee to terminate membership in a real estate board or multiple listing service whenever the organization:

- A. lobbies against legislation that the licensee personally favors
- **B. suggests uniform commission rates among all member brokers**
- C. charges dues that the licensee feels are excessive
- D. advocates rules, practices, and/or standards with which the licensee does not agree

**Answer: B**

Explanation:

The NJ Real Estate Commission prohibits price-fixing or collusion regarding commission rates. If a real estate board, trade association, or MLS suggests or enforces uniform commission rates among member brokers, participation in such a practice would violate antitrust laws as well as NJREC regulations.

In such cases, licensees must terminate their membership immediately to avoid disciplinary action. Lobbying, dues disputes, or general disagreements with rules are not grounds for mandatory termination.

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

### NEW QUESTION # 23

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