

Latest Real Estate New-Jersey-Real-Estate-Salesperson Braindumps Free & New-Jersey-Real-Estate-Salesperson Latest Exam Practice



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I think these smart tips will help you to study well for the exam and get a brilliant score without any confusion. To get the New Jersey Real Estate Salesperson Exam New-Jersey-Real-Estate-Salesperson practice test, find a reliable source that provides the New-Jersey-Real-Estate-Salesperson Exam Dumps to their clients. New Jersey Real Estate Salesperson Exam New-Jersey-Real-Estate-Salesperson certification exams are not easy but quite tricky to know whether the applicant has complete knowledge regarding the subject or not.

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Passing an New Jersey Real Estate Salesperson Exam exam on the first attempt can be stressful, but Real Estate New-Jersey-Real-Estate-Salesperson exam questions can help manage stress and allow you to perform at your best. We at Itbraindumps give you the techniques and resources to make sure you get the most out of your exam study. We provide preparation material for the New Jersey Real Estate Salesperson Exam exam that will guide you when you sit to study for it. New-Jersey-Real-Estate-Salesperson updated questions give you enough confidence to sit for the Real Estate exam.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q22-Q27):

NEW QUESTION # 22

A deposit check from a buyer paid upon the submission of an offer may be held without being deposited into the broker's escrow account:

- A. until negotiations are concluded and the seller has accepted the offer
- B. for no more than five business days after receipt of the money
- C. until all inspections required by the contract have been performed
- D. for no more than five business days after the termination of the attorney review period

Answer: D

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-5.1):

Earnest money deposits must be placed in the broker's escrow (trust) account "promptly".

However, if the parties agree, a check may be held un-deposited until the end of the three-day attorney review period.

Once attorney review is concluded, the check must be deposited within five business days.

Correct answer = D.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-5.1; NJ Real Estate Salesperson Study Guide, Chapter on Trust Accounts and Escrow Handling.

NEW QUESTION # 23

Which action would be allowed according to the Federal Fair Housing law?

- A. A landlord receives a rental application from a prospective tenant, who came from Russia a few years ago to attend the local university. The lender denies the rental application after asking for the prospective tenant's visa and determines that it expires in 3 months.
- B. A lender receives notice that a loan application submitted on behalf of a client has been denied. The lender knew the borrower was well qualified, but is told that area is off limits for new loans because of its crime rate.
- C. A broker informs a potential seller that there is an influx of immigrants snatching up rentals in the neighborhood, so this would be a good time to sell.
- D. Broker A meets a new Hispanic buyer client. Broker B just sold a handful of condos to other Hispanic buyers in the Kentwood neighborhood, so broker A suggests the new buyer might be comfortable in that neighborhood.

Answer: A

Explanation:

Under the Federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968, as amended):

A = Blockbusting (illegal).

B = Steering based on ethnicity (illegal).

C = Redlining (illegal lending discrimination).

D = Immigration/visa status is not a protected class under Fair Housing law. A landlord may consider visa status as part of ability to fulfill lease obligations.

Thus, the only action permitted under Fair Housing is D.

Reference: Federal Fair Housing Act, 42 U.S.C. §§ 3601-3619; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing.

NEW QUESTION # 24

Which of the following statements in an advertisement would be an example of non-discriminatory language under HUD's Fair Housing Advertising Guidelines?

- A. apartment available. No pets or children allowed
- B. located within walking distance to a great Catholic school
- C. nice home ideal for any family with children
- D. female seeking female roommate

Answer: C

Explanation:

HUD Fair Housing Advertising Guidelines prohibit words that indicate preference or limitation based on protected classes (race, sex, religion, familial status, etc.).

"Female seeking female roommate" = gender preference # discriminatory.

"No pets or children allowed" = familial status discrimination.

"Catholic school" = religious preference.

"Ideal for any family with children" = permitted because it is descriptive and not exclusionary.

Correct answer = B.

Reference: HUD Fair Housing Advertising Guidelines; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing.

NEW QUESTION # 25

A licensed broker may establish a commission rate at a predetermined amount that reflects the broker's general office policy provided the broker:

- A. has the percentage or fixed amount printed on all listing agreement forms
- B. advertises the commission rate at least once per month
- **C. negotiates all commissions with sellers**
- D. advises the New Jersey Consumer Affairs Division that the broker will not negotiate this commission rate

Answer: C

Explanation:

Under New Jersey Real Estate Commission rules and antitrust law, commissions are always negotiable between the broker and the client. A broker may set a general office policy or customary rate, but legally the rate cannot be mandatory or fixed without negotiation. It must be negotiated in each listing agreement.

* Options A, B, and C would constitute unlawful practices or misleading advertising.

* Only D is correct: all commissions must be negotiated with sellers.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Commission Rates & Antitrust; NJAC 11:5 on advertising and business conduct.)

NEW QUESTION # 26

A licensee must provide a Consumer Information Statement in all of the following transactions EXCEPT the:

- A. sale of a vacant one-family lot
- B. lease of a three-bedroom apartment for one year
- C. sale of a three-family house in a mixed-use zone
- **D. sublease of a studio apartment for two months**

Answer: D

Explanation:

The Consumer Information Statement (CIS) must be used in all sales of 1-4 family residential properties and all residential lease transactions of 1-4 units that are for terms longer than 125 days.

A short-term rental or sublease (two months) does not require a CIS.

Correct answer = C.

Reference: N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Consumer Information Statement.

NEW QUESTION # 27

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