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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q107-Q112):

NEW QUESTION # 107

A tenant has a commercial lease that requires that the tenant pay taxes, insurance, maintenance, and parking lot repairs. What kind of lease does the tenant have?

- A. gross
- **B. net**
- C. percentage
- D. ground

Answer: B

Explanation:

A net lease requires the tenant to pay some or all operating expenses, including taxes, insurance, maintenance, and sometimes repairs. Commercial leases often use this form (single, double, or triple net).

A gross lease means the landlord pays all expenses.

A ground lease is long-term land rental.

A percentage lease ties rent partly to sales volume.

This is a net lease.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Leases and Property Management.

NEW QUESTION # 108

The main purpose of a deed is to

- A. record and acknowledge title transfer.
- B. guarantee clear title.
- C. convey title.
- D. provide documentation of legal possession.

Answer: C

Explanation:

Per the Property Ownership & Transfer section of the NJ Real Estate Salesperson Study Guide, the primary purpose of a deed is to transfer ownership (title) from the grantor to the grantee.

* A deed does not guarantee clear title (that would require a warranty or title insurance).

* A deed is not proof of possession; possession may occur without ownership.

* Recording and acknowledgment serve notice, but the deed's legal function is the act of conveyance.

Therefore, the correct answer is A: convey title.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Transfer of Title-Deeds.) D). verbally inform any buyer's agent of the proposed revision.

NJ Real Estate Agent said:

NEW QUESTION # 109

Under New Jersey Real Estate Commission rules, a licensee's obligations to the public include all of the following responsibilities EXCEPT:

- A. disclosing material defects in a property to a prospective purchaser
- B. accepting any reasonable commission offered by a seller in the course of negotiating a listing agreement
- C. dealing honestly with all parties
- D. protecting and promoting the interests of the licensee's principal when acting as an agent

Answer: B

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-6.3 and 11:5-6.4), obligations to the public include:

Dealing honestly and fairly with all parties.

Disclosing material defects known to the licensee.

Protecting and promoting the interests of the principal when acting as agent.

There is no requirement that a licensee must accept "any reasonable commission" offered. Commission rates are always negotiable and must be agreed upon voluntarily.

Correct answer = A.

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

NEW QUESTION # 110

Prospective buyers for a house want to operate a recycling center in their backyard. Local zoning laws do not allow this. What do they need to do first?

- A. Obtain a variance or special exception.
- B. File an appeal with the local court.

- C. Obtain a building permit.
- D. Obtain a modification to the local master plan.

Answer: A

Explanation:

Under New Jersey Municipal Land Use Law and the NJ Real Estate Salesperson study guide (Chapter on Land Use Regulations), when zoning ordinances restrict a particular use, the property owner or prospective buyer must request relief from the zoning board. The proper relief mechanism is a variance (sometimes called a special exception or conditional use permit).

A building permit (A) only allows construction according to existing zoning. It does not authorize a prohibited use.

A modification to the master plan (B) is a legislative act by the planning board/municipality and not the immediate remedy for individual property owners.

An appeal with the local court (D) may come later if denied, but the first step is to apply to the zoning board for a variance.

Therefore, the correct choice is C: obtain a variance or special exception.

Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Land Use Controls/Zoning; N.J.S.

A). 40:55D (Municipal Land Use Law).

NEW QUESTION # 111

If an owner wants to list a property for sale "as is," the listing agent should:

- A. assume that the owner will accept a relatively low price for the property.
- B. assume that the house is a "fixer-upper."
- **C. question the seller as to any known defects.**
- D. conclude that if the buyer later discovers defects that were not disclosed the listing agent is relieved of any responsibility.

Answer: C

Explanation:

"As is" does not relieve a seller or listing agent from disclosure obligations.

The licensee must still make reasonable inquiries about known defects.

All material facts must be disclosed, regardless of the "as is" designation.

"As is" simply means the seller will not make repairs or improvements.

Thus, the agent must ask the seller about known defects = C.

Reference: NJREC Rules and Regulations on Disclosure; NJ Real Estate Salesperson Study Guide, Chapter on Seller Disclosures and "As Is" Sales.

NEW QUESTION # 112

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