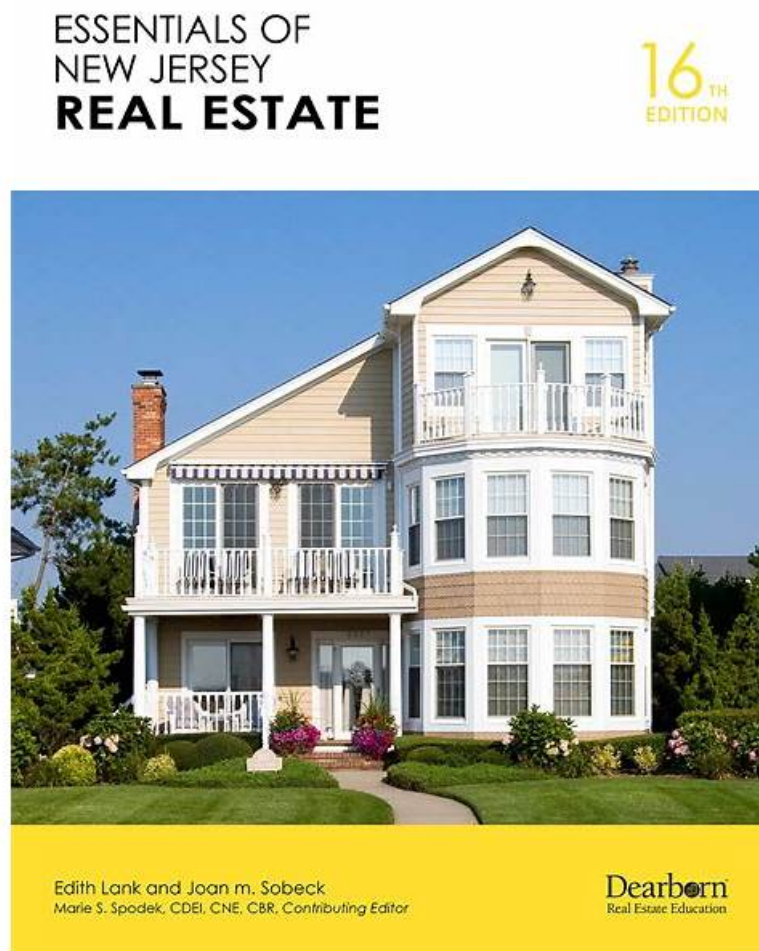


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who want to prepare in a scenario which is similar to the New Jersey Real Estate Salesperson Exam real examination. Practicing under these situations helps to kill New Jersey Real Estate Salesperson Exam (New-Jersey-Real-Estate-Salesperson) exam anxiety.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q11-Q16):

NEW QUESTION # 11

A listing agent presents a signed offer to a seller who then changes the amount of the down payment. Before presenting the counteroffer to the buyer, the New Jersey Real Estate License Law requires the listing agent to

- A. verbally inform any buyer's agent of the proposed revision.
- B. obtain the consent of the listing broker.
- C. secure the seller's initials confirming the revision.
- D. prepare a separate addendum that reflects the revision.

Answer: C

Explanation:

Under NJ Real Estate License Law and Commission regulations (NJAC 11:5-6.2), all material changes to a written offer must be acknowledged in writing by the party making the change before it can be treated as a counteroffer. This is typically done by having the seller initial and date the change on the offer form. Without the seller's written confirmation (initials), the revision is not valid or binding.

A is unnecessary; broker consent is not required for counteroffers.

C is not required unless the parties specifically use an addendum, but initials are the minimum legal requirement.

D is insufficient; oral notice is not valid without written confirmation.

Therefore, the correct answer is B.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Contracts & License Law- Handling Offers and Counteroffers; NJAC 11:5-6.2.)

NEW QUESTION # 12

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. address of the branch office from which the licensee operates.
- B. address of the broker's main office.
- C. broker's email address.
- 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 # 13

A CORRECT statement about transaction brokers is that they:

- A. represent neither the buyer nor the seller
- B. represent both the buyer and the seller
- C. may conduct transactions without an active real estate license
- D. are required to disclose confidential information

Answer: A

Explanation:

A transaction broker facilitates a real estate transaction without representing either party as an agent. They owe both parties honesty and fairness but do not owe fiduciary duties such as loyalty or confidentiality. They do not require client-level agency agreements. They must still be licensed.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Agency and Non-Agency Relationships.

NEW QUESTION # 14

Which of the following statements about branch offices is INCORRECT?

- **A. Two salespersons may be designated to share supervising responsibilities.**
- B. A licensed broker-salesperson must supervise the office on a full-time basis.
- C. The name of the branch office supervisor must be recorded with the commission.
- D. The employing broker is ultimately responsible for all licensees employed at the branch office.

Answer: A

Explanation:

According to NJREC Rules and Regulations (N.J.A.C. 11:5-6.4 & 6.5):

A branch office must be supervised by a broker or broker-salesperson designated by the employing broker.

The supervisor's name must be recorded with the Commission.

The supervising broker/broker-salesperson must work full-time at that location.

The employing broker remains ultimately responsible for all licensees.

It is not permitted to designate two salespersons to share supervisory responsibilities.

Thus, the incorrect statement is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4, 11:5-6.5; NJ Real Estate Salesperson Study Guide, Chapter on Licensing Requirements.

NEW QUESTION # 15

Under the New Jersey Real Estate Licensing Law, which of the following is an unlicensed assistant or secretary NOT permitted to do?

- **A. Make telephone calls to request rent payments**
- B. Place signs on properties
- C. Follow up on loan applications with lenders
- D. Type contracts for approval

Answer: A

Explanation:

Per NJREC rules, unlicensed assistants may:

Perform clerical tasks (typing, filing, placing signs).

Follow up on routine administrative matters with lenders or clients.

They may NOT:

Engage in any activity requiring a license, including solicitation of business, discussing terms, or making calls to request rent payments.

Correct answer = B.

Reference: NJREC Rules, N.J.A.C. 11:5-3.2; NJ Real Estate Salesperson Study Guide, Chapter on Licensing and Activities Requiring a License.

NEW QUESTION # 16

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