

New-Jersey-Real-Estate-Salesperson Exam Torrent & New-Jersey-Real-Estate-Salesperson Study Materials & New-Jersey-Real-Estate-Salesperson Actual Exam



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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q73-Q78):

NEW QUESTION # 73

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 client does not ask for other recommendations
- C. the licensee discloses the interest in the company to the client
- D. it is in the best interest of the client

Answer: C

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 # 74

In advertisements of individual salespersons, which of the following is permitted?

- A. Placing the real estate office sign on a personal residence.
- B. Linking a personal real estate webpage to the salesperson's broker's website.
- C. Having the broker's name appear in smaller print than the salesperson's name in a newspaper ad.
- D. Including reference to a home office.

Answer: B

Explanation:

The New Jersey Real Estate Commission advertising rules (N.J.A.C. 11:5-6.4) state that:

All ads must clearly indicate the name of the employing broker.

A salesperson's name may appear, but not more prominently than the broker's name.

Ads cannot suggest that a salesperson is operating independently.

Linking a salesperson's personal webpage to their broker's official website is permissible, provided the broker's name is prominently displayed and supervision is maintained.

Therefore, the only correct permitted action is D.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4 (Advertising Rules).

NEW QUESTION # 75

The main purpose of a deed is to

- A. guarantee clear title.
- B. provide documentation of legal possession.
- C. convey title.

- D. record and acknowledge title transfer.

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 # 76

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

- A. dealing honestly with all parties
- **B. accepting any reasonable commission offered by a seller in the course of negotiating a listing agreement**
- C. disclosing material defects in a property to a prospective purchaser
- 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 # 77

An intoxicated buyer made an offer on a house. The owners accepted the offer. This contract is

- **A. voidable.**
- B. unilateral.
- C. void.
- D. illegal.

Answer: A

Explanation:

Per the Contracts chapter of the NJ Real Estate Salesperson Pre-Licensure Course Study Guide, contractual capacity is required.

Agreements entered into by a party who is intoxicated to the point of incapacity are voidable at that party's option (once sober), not void per se. The contract is not illegal, and it's bilateral (both parties promise performance), not unilateral.

* Thus, the contract is voidable by the intoxicated party.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Contracts-Capacity; Void vs. Voidable Contracts.)

NEW QUESTION # 78

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