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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q104-Q109):

NEW QUESTION # 104

Which of the following statements about branch offices is INCORRECT?

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

Answer: C

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 # 105

Under the New Jersey Real Estate Sales Full Disclosure Act, the Act does NOT apply to a development project:

- A. consisting of 10 units.
- B. extending over a 5 year period only.
- C. already approved by the Department of Commerce.
- **D. where the purchaser's total financial obligation is less than \$5,000.**

Answer: D

Explanation:

The NJ Real Estate Sales Full Disclosure Act (RESFDA) regulates sales or leases of subdivided land and certain developments to protect consumers.

Exemptions exist for small-scale projects or when the total financial obligation to the purchaser is less than \$5,000.

Developments with 100+ lots typically require registration and a Public Offering Statement.

Thus, the Act does not apply where the financial obligation is under \$5,000.

Reference: NJ Real Estate Sales Full Disclosure Act, N.J.S.A. 45:15-16.27; NJ Real Estate Salesperson Study Guide, Chapter on Land Sales.

NEW QUESTION # 106

A client is considering listing an industrially zoned 10-acre site. It has been vacant for several years, and was formerly used as an automobile junkyard. What would a responsible real estate licensee recommend the seller consider obtaining prior to putting the property on the market?

- **A. an environmental site assessment**
- B. a radon measurement analysis
- C. an electromagnetic field determination
- D. an air quality report from the Environmental Protection Agency

Answer: A

Explanation:

A property formerly used as an automobile junkyard may have soil or groundwater contamination. The recommended due diligence is an Environmental Site Assessment (ESA), usually a Phase I ESA, to evaluate potential contamination and liability under environmental laws (such as CERCLA). Radon, EMF, or air quality reports may be relevant in other contexts, but here the correct and standard recommendation is an ESA. Correct answer = B.
Reference: NJ Real Estate Salesperson Study Guide, Chapter on Environmental Issues; CERCLA and Phase I ESA guidelines.

NEW QUESTION # 107

A contract of sale prepared by a licensee MUST include an attorney review clause if it pertains to which of the following types of properties?

- **A. Single family residential vacant lot**
- B. Six-family dwelling unit, a portion of which is used for non-residential purposes
- C. Subdivision of fifteen or more lots
- D. Commercial building that does not exceed 10,000 square feet

Answer: A

Explanation:

According to the New Jersey Supreme Court Mandated Attorney Review Clause (as adopted by NJREC, N.J.

A.C. 11:5-6.2(g)), all contracts prepared by licensees for the sale of one-to-four family residential properties and residential vacant lots must contain the three-day attorney review clause.

The purpose is to protect consumers in residential transactions by giving them the right to have their attorney review and potentially cancel or modify the contract within three business days.

Therefore, the correct answer is D, because the attorney review clause is mandatory for contracts involving a single-family residential vacant lot.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.2(g); NJ Attorney Review Clause Requirement, New Jersey Real Estate Salesperson Pre-Licensure Course Guide.

NEW QUESTION # 108

A broker may legally refuse to accept a listing:

- **A. at any time, for any legitimate reason.**
- B. under no circumstances; all owners are entitled to professional representation in the sale of their property.
- C. only if the seller cannot give clear title to the property.
- D. only if the owner's instructions are illegal.

Answer: A

Explanation:

A broker is not obligated to accept every listing.

A broker may refuse listings for legitimate reasons (e.g., property is overpriced, owner is uncooperative, outside area of expertise).

The only prohibition is that brokers cannot refuse a listing for discriminatory reasons in violation of fair housing laws.

Correct answer = A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Agency Agreements and Fiduciary Duties.

NEW QUESTION # 109

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