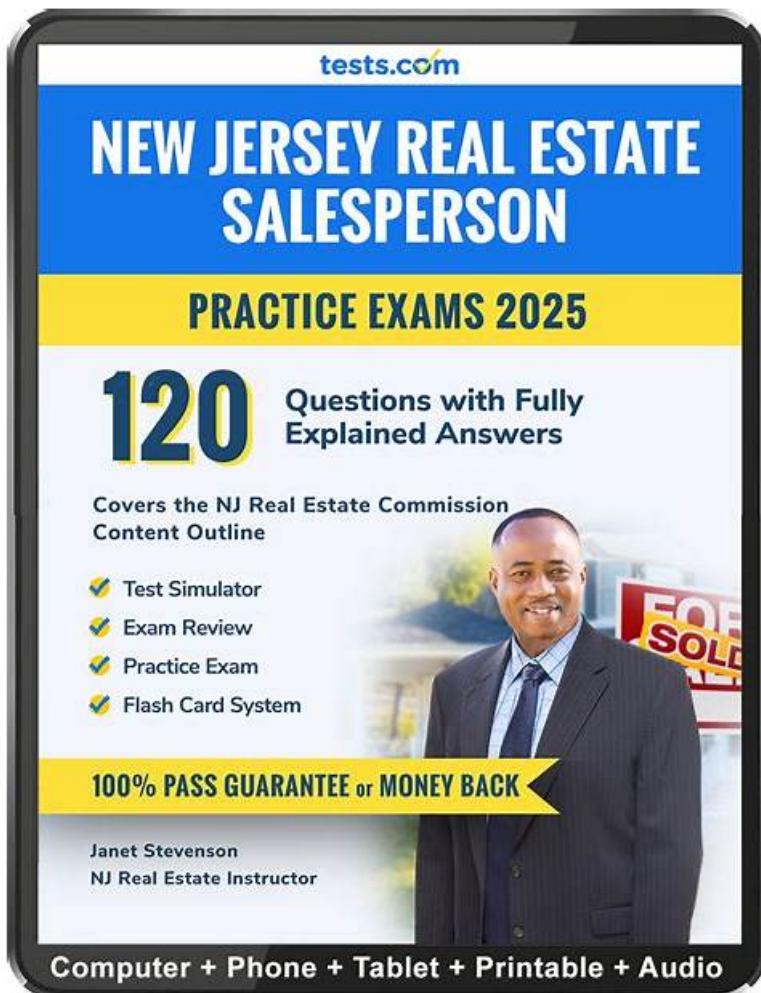


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q29-Q34):

NEW QUESTION # 29

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. broker's email address.
- B. **address of the broker's main office.**
- C. broker's telephone number.
- D. address of the branch office from which the licensee operates.

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 # 30

Evergreen bushes and apple trees on a property that were planted by the current owner are examples of.

- A. trade fixtures
- B. personal property
- C. **real estate**
- D. chattels

Answer: C

Explanation:

Natural attachments (trees, bushes, perennial plants) are part of the land and thus real estate.

Annual crops (emblems) are considered personal property.

Chattels = movable personal property.

Trade fixtures = items installed by a tenant for business use.

Correct answer = A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Real vs. Personal Property.

NEW QUESTION # 31

Are electronic signatures enforceable on a real estate contract?

- A. Yes, because they are allowed by the federal government.
- B. No, because they must be signed and witnessed.
- C. **Yes, because they are legal in real estate transactions.**
- D. No, because they are only allowed on deeds.

Answer: C

Explanation:

Electronic signatures are legally enforceable under the federal Electronic Signatures in Global and National Commerce Act (E-SIGN Act, 2000) and the New Jersey Uniform Electronic Transactions Act (UETA, N.J.S.A. 12A:12-1 et seq.).

These laws confirm that electronic signatures are valid and binding in real estate contracts, listings, leases, and other documents. They are not restricted to deeds, and do not require witnessing to be valid.

Therefore, the correct answer is B.

Reference: Federal E-SIGN Act (2000); NJ Uniform Electronic Transactions Act; NJ Real Estate Salesperson Study Guide, Chapter on Contracts and Closing.

NEW QUESTION # 32

The best way to research the previous owners of the property would be to research the:

- A. grantor
- B. lien records
- C. chain of title
- D. abstract

Answer: C

Explanation:

The chain of title is the recorded history of property ownership from one owner to the next. It is the most reliable way to determine prior ownership.

Lien records show financial claims but not ownership sequence.

An abstract of title summarizes the chain of title and liens but is not the original source.

Grantor indexes are tools used in researching title but do not themselves provide the full sequence.

Thus, the best method is the chain of title.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Title Records and Transfer of Ownership.

NEW QUESTION # 33

A home sold for \$400,000. It was appraised for \$402,000, and the assessed value was \$320,000. Assume in this situation, the real estate transfer tax of 1% is paid by the grantee. How much will the seller owe at closing for transfer fees?

- A. \$4,000
- B. \$3,200
- C. \$0
- D. \$4,020

Answer: C

Explanation:

In New Jersey, the Realty Transfer Fee (RTF) is typically paid by the seller, but the question specifies that the tax is paid by the grantee (buyer). When the buyer pays the transfer tax, the seller does not owe any amount at closing for transfer fees.

Additionally, the RTF is calculated based on the consideration amount (sale price), not the appraised or assessed value. But since liability is shifted to the buyer here, the seller's responsibility = \$0.

Reference: New Jersey Realty Transfer Fee Statute, N.J.S.A. 46:15-7; New Jersey Real Estate Salesperson Study Guide, Chapter on Closing and Transfer Taxes.

NEW QUESTION # 34

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