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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q31-Q36):

NEW QUESTION # 31

A broker who charges or collects an advance fee in excess of \$25 for services to be rendered MUST:

- A. retain the difference between the amount of money collected and the amount spent
- B. deduct the amount collected from the commission or settlement
- C. furnish within ninety days of its collection an accounting of how the money was used

- D. give the principal receipts for all expenditures

Answer: C

Explanation:

According to N.J.A.C. 11:5-6.1(j), any broker who collects an advance fee greater than \$25 for services to be rendered must provide the client with a written accounting within 90 days of the collection date. This accounting must detail how the money was used and what services were performed.

This rule prevents abuse of advance fees and ensures transparency between brokers and clients. Brokers cannot simply keep advance fees without providing an itemized report.

Therefore, the correct answer is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.1(j); NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Brokerage Business Practices.

NEW QUESTION # 32

A couple secured a home mortgage loan from a lender who appraised the property at \$92,500. If the loan-to-value ratio on the property was 85%, what was the minimum amount the couple needed for the down payment?

- A. \$13,875
- **B. \$7,862**
- C. \$10,882
- D. \$6,166

Answer: B

Explanation:

The loan-to-value (LTV) ratio is based on the appraised value (or purchase price, whichever is lower).

Appraised Value = \$92,500

$LTV = 85\% \# \text{ Loan Amount} = \$92,500 \times 0.85 = \$78,625$

$\text{Down Payment} = \$92,500 - \$78,625 = \$13,875$

Wait - let's carefully match the options:

\$13,875 is Option D.

Corrected answer: D

The couple must provide \$13,875 as the minimum down payment.

Reference: NJ Real Estate Salesperson Study Guide, Real Estate Finance chapter; Loan-to-Value Calculations.

NEW QUESTION # 33

A buyer made an offer to purchase a home using a VA loan, but the property's appraised value was determined to be less than the contract price. If the buyer really wants the property, which of the following choices is the buyer's best option?

- **A. Make up the difference between the contract price and appraised value in cash.**
- B. Seek an FHA lender who will automatically make up the difference between the contract price and the appraised value.
- C. Hire an appraiser and see if a second appraisal yields a higher appraised value.
- D. Do nothing, because the seller must sell the property at the appraised value.

Answer: A

Explanation:

VA loans include an escape clause: buyers cannot be forced to purchase a home for more than its appraised value. However, if the buyer still wants the property, they can:

Pay the contract price, but must cover any amount above the VA appraised value in cash, since the VA will only guarantee the appraised portion.

Sellers are not forced to lower their price to the appraisal amount.

An FHA loan will not automatically cover the shortfall.

Thus, the best option is B.

Reference: U.S. Department of Veterans Affairs Loan Guaranty Program; NJ Real Estate Salesperson Study Guide, Chapter on VA and FHA Financing.

NEW QUESTION # 34

A lender whose mortgagor has defaulted may be offered a deed in lieu of foreclosure. If accepted, which of the following will be true?

- A. Because it is voluntary, it will not be an adverse item on the buyer's credit.
- **B. The lender will take the title subject to any junior liens.**
- C. The loan will still be assumable.
- D. The lender will usually retain rights under mortgage insurance or VA guarantee.

Answer: B

Explanation:

A deed in lieu of foreclosure is sometimes called a "friendly foreclosure." The borrower voluntarily conveys title to the lender to avoid foreclosure proceedings.

However, the lender accepts the property subject to any junior liens or encumbrances already on the title.

It is still an adverse credit event for the borrower.

The loan is extinguished and cannot be assumed afterward.

Thus, the correct answer is B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Foreclosure and Alternatives.

NEW QUESTION # 35

A ranch house with a double garage is being valued. The house next door, which is similar except that it lacks a garage and has an outside deck, was sold last month for \$138,000. Experience in that area shows that a two- car garage is probably worth \$10,000 to buyers, while in general, they will pay only \$500 extra for a deck.

The ranch house is most likely to sell for around:

- A. \$123,500
- **B. \$147,500**
- C. \$148,500
- D. \$128,500

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

This is an **adjusted sales comparison approach** problem.

Step 1: Comparable sale (neighbor's house) = \$138,000.

- The subject has a **garage** worth +\$10,000.
- The comparable has a **deck** worth -\$500.

Step 2: Adjust comparable price:

$$138,000 + 10,000 - 500 = 147,500$$

Therefore, the subject property is most likely to sell for **\$147,500 (C)**.

Therefore, the subject property is most likely to sell for \$147,500 (C).

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Appraisal Methods (Sales Comparison Approach).

NEW QUESTION # 36

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