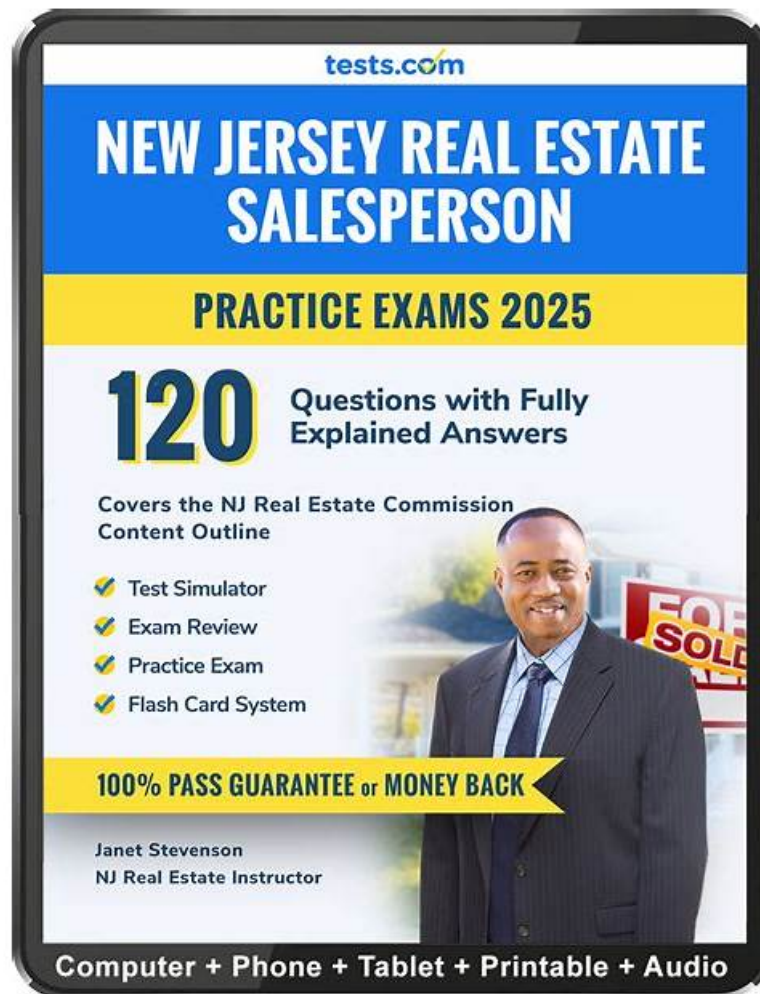


New-Jersey-Real-Estate-Salesperson學習資料, New-Jersey-Real-Estate-Salesperson新版題庫上線



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試。

最新的 New Jersey Real Estate New-Jersey-Real-Estate-Salesperson 免費考試真題 (Q12-Q17):

問題 #12

A CORRECT statement about transaction brokers is that they:

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

答案: C

解題說明:

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.

問題 #13

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

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

答案: A

解題說明:

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.

問題 #14

Which of the following items would be prorated at closing with the credit going to the seller?

- A. accrued interest on an assumed mortgage
- B. unearned rent collected in advance
- C. prepaid property taxes
- D. earnest money

答案: C

解題說明:

Prepaid items (like property taxes already paid by seller) are prorated at closing, with the buyer reimbursing the seller for the period after closing. The credit therefore goes to the seller.
Accrued interest is typically credited to the buyer (since the seller owes it).
Earnest money is applied to buyer's costs, not prorated.
Unearned rent collected in advance is credited to the buyer, since the seller must pass future rent benefit to the buyer.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Closings and Prorations.

問題 #15

A salesperson working with buyers secures an offer on a property. The offer calls for an initial deposit of \$1,000 to be held in escrow. The salesperson instructs the buyer to issue a personal check in that amount payable to the salesperson. This action is

- A. prohibited, because the salesperson accepted a personal check.
- B. permissible if the salesperson immediately writes a check for the deposit amount payable to their broker's escrow account.
- **C. prohibited, because checks for deposits to be held in escrow may only be payable to the broker's escrow account.**
- D. permissible, because the salesperson is acting as agent for the broker.

答案： C

解題說明：

According to the New Jersey Real Estate Commission (NJREC) Rules and Regulations, a salesperson is not permitted to accept funds in their own name under any circumstances. All earnest money deposits, whether in cash or check form, must be made payable directly to the broker or the broker's trust (escrow) account, never to the salesperson.

The law is very clear that a salesperson works on behalf of and under the supervision of their broker. This means that the salesperson cannot hold or control escrow funds personally. The proper handling of escrow deposits is a strict trust account requirement under N.J.A.C. 11:5-5.1.

Key points from the New Jersey Salesperson study guide:

- * Salespersons cannot maintain escrow accounts.
 - * All deposit checks must be made payable to the broker's escrow or trust account.
 - * Accepting a check payable to the salesperson, even with the intent to transfer it, is a violation of NJREC trust account rules.
- Therefore, the correct answer is C, because any deposit intended for escrow may only be payable to the broker's escrow account.

Reference: New Jersey Real Estate Commission, Rules and Regulations, N.J.A.C. 11:5-5.1 (Escrow and Trust Accounts); New Jersey Real Estate Salesperson Pre-Licensure Course Study Guide, Chapter on Trust Accounts and Escrow Handling.

問題 #16

When MUST a listing broker provide a copy of a fully executed written listing agreement to the owner?

- **A. Upon execution of the listing agreement by all parties**
- B. Within three days of execution of the listing agreement by registered mail, return-receipt-requested
- C. At the time of presentation of a written offer
- D. Within five business days of execution of the listing agreement

答案： A

解題說明：

According to N.J.A.C. 11:5-6.9, every party signing a real estate listing agreement must receive a duplicate original immediately upon execution.

The copy must be delivered at the time of signing, not later.

This ensures transparency and protects both the seller and the broker.

Therefore, the correct answer is A.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Listing Agreements.

問題 #17

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在這個什麼都不斷上漲除了工資不上漲的年代裏，難道你不想突破自己嗎，讓工資翻倍，這也不是不可能，只要通過Real Estate的New-Jersey-Real-Estate-Salesperson考試認證，你將會得到你想要的，而Fast2test將會為你提供最好的培訓資料，讓你安心的通過考試並獲得認證，它的通過率達到100%，讓你不得不驚歎，這確實是真的，不用懷疑，不用考慮，馬上就行動吧。

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