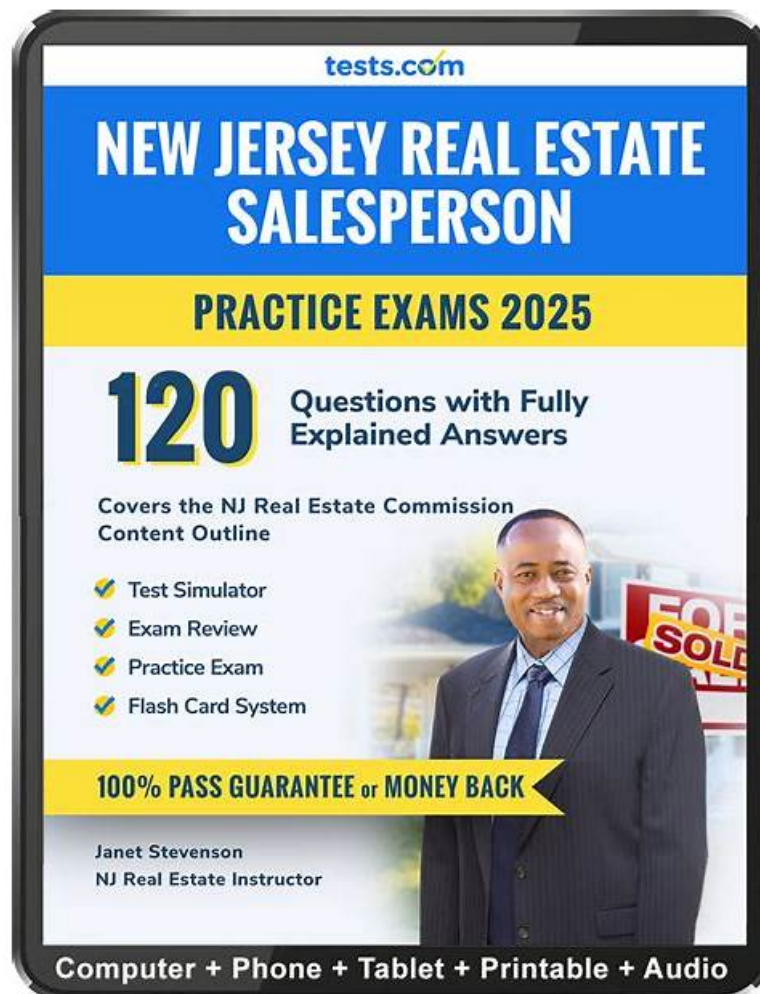


Quiz 2026 Real Estate New-Jersey-Real-Estate-Salesperson: Perfect New Jersey Real Estate Salesperson Exam Valid Study Plan



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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q46-Q51):

NEW QUESTION # 46

A licensed broker may establish a commission rate at a predetermined amount that reflects the broker's general office policy provided the broker:

- **A. negotiates all commissions with sellers**
- B. advertises the commission rate at least once per month
- C. advises the New Jersey Consumer Affairs Division that the broker will not negotiate this commission rate
- D. has the percentage or fixed amount printed on all listing agreement forms

Answer: A

Explanation:

Under New Jersey Real Estate Commission rules and antitrust law, commissions are always negotiable between the broker and the client. A broker may set a general office policy or customary rate, but legally the rate cannot be mandatory or fixed without negotiation. It must be negotiated in each listing agreement.

* Options A, B, and C would constitute unlawful practices or misleading advertising.

* Only D is correct: all commissions must be negotiated with sellers.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Commission Rates & Antitrust; NJAC 11:5 on advertising and business conduct.)

NEW QUESTION # 47

Which action would be allowed according to the Federal Fair Housing law?

- A. A broker informs a potential seller that there is an influx of immigrants snatching up rentals in the neighborhood, so this would be a good time to sell.
- B. Broker A meets a new Hispanic buyer client. Broker B just sold a handful of condos to other Hispanic buyers in the Kentwood neighborhood, so broker A suggests the new buyer might be comfortable in that neighborhood.
- C. A lender receives notice that a loan application submitted on behalf of a client has been denied. The lender knew the borrower was well qualified, but is told that area is off limits for new loans because of its crime rate.
- **D. A landlord receives a rental application from a prospective tenant, who came from Russia a few years ago to attend the local university. The lender denies the rental application after asking for the prospective tenant's visa and determines that it expires in 3 months.**

Answer: D

Explanation:

Under the Federal Fair Housing Act (Title VIII of the Civil Rights Act of 1968, as amended):

A = Blockbusting (illegal).

B = Steering based on ethnicity (illegal).

C = Redlining (illegal lending discrimination).

D = Immigration/visa status is not a protected class under Fair Housing law. A landlord may consider visa status as part of ability to fulfill lease obligations.

Thus, the only action permitted under Fair Housing is D.

Reference: Federal Fair Housing Act, 42 U.S.C. §§ 3601-3619; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing.

NEW QUESTION # 48

Two real estate firms shared equally a 6% commission on the sale of a house. The listing licensee was paid 60% of the broker's share. The house was sold for \$110,000. How much did the listing agent earn?

- A. \$1,980
- B. \$3,980
- C. \$1,320
- D. \$2,640

Answer: A

Explanation:

Calculation (Finance/Math section of the NJ Real Estate Salesperson Pre-Licensure Course Study Guide):

- * Total commission = $\$110,000 \times 6\% = \$6,600$
- * Two firms split equally: each broker gets \$3,300
- * Listing licensee paid 60% of broker's share: $\$3,300 \times 0.60 = \$1,980$

Thus, the listing agent's earnings are \$1,980.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Math for Salespersons- Commission Splits.)

NEW QUESTION # 49

A licensee must provide disclosure of licensed status when acting as a principal if

- A. the licensee does not have errors and omission insurance.
- B. any relative of the licensee has ever lived in the residence.
- C. the agent of the other party asks about this specifically.
- D. the licensee has any economic interest in the property.

Answer: D

Explanation:

Under N.J.A.C. 11:5-6.4, any licensed New Jersey real estate broker, salesperson, or broker-salesperson must disclose in writing their licensed status when they have a direct or indirect ownership interest in property being sold, purchased, or leased. This is known as disclosure of economic interest.

The purpose of this regulation is to ensure the public is fully aware that they are dealing with a licensed real estate professional, who may have specialized knowledge or influence in the transaction. Disclosure must appear in the contract of sale, lease, or any offer made.

Therefore, the correct answer is C, since a licensee must disclose whenever they have an economic interest in the property.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4; New Jersey Real Estate Salesperson Pre- Licensure Course Guide, Chapter on Ethical and Legal Responsibilities.

NEW QUESTION # 50

Written offers to purchase real estate in New Jersey must be presented to sellers within:

- A. 48 hours
- B. 3 days
- C. 24 hours
- D. 5 days

Answer: C

Explanation:

According to N.J.A.C. 11:5-6.9, every written offer must be presented to the seller by the licensee immediately, but never later than 24 hours after receipt.

This ensures timely communication and protects the client's interests.

Delays beyond 24 hours would violate the rules.

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

NEW QUESTION # 51

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