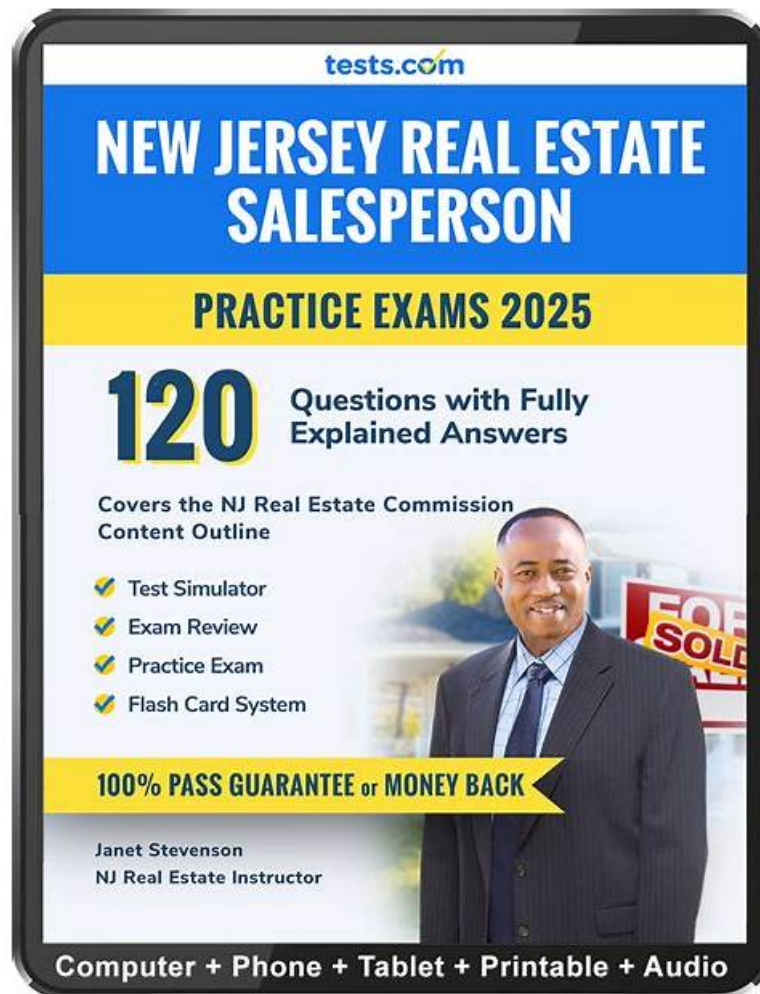


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q17-Q22):

NEW QUESTION # 17

What is the difference between a license to use property and an easement?

- A. An easement can be cancelled by the issuer.
- B. There must be consideration paid for an easement.
- C. A license can be cancelled by the issuer.
- D. There must be consideration paid for a license.

Answer: C

Explanation:

A license is a personal, revocable privilege to use another's land for a specific purpose (e.g., permission to fish in a pond). It can be canceled by the issuer at any time and does not run with the land.

An easement is a legal interest in another's land for a specific purpose (e.g., utility easement). It is not revocable by the grantor once legally granted.

Consideration is not required for a license or an easement (though it may be part of a contractual easement).

Thus, the main difference is that a license is revocable by the issuer, but an easement is not.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Interests in Real Estate.

NEW QUESTION # 18

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

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

Answer: D

Explanation:

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.

NEW QUESTION # 19

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

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

Answer: D

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 # 20

Standard title insurance would protect a buyer:

- A. in a purchase where the buyer had knowledge of a shed violating setback requirements.
- B. for the purchase of a property bought sight unseen where the buyer discovers a tenant living at the property.
- **C. when the seller has forged an ex-partner's signature on the deed.**
- D. if after closing, the HOA placed a lien on the property for the previous owners' unpaid dues.

Answer: C

Explanation:

Standard title insurance protects against defects in title that existed before closing, such as forged documents, undisclosed heirs, or improperly executed deeds.

It does not cover issues arising after closing (like new HOA liens).

It does not protect against defects the buyer already knew about.

It also does not insure physical possession or condition of property.

Thus, the correct answer is A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Title and Title Insurance.

NEW QUESTION # 21

A licensee must provide a Consumer Information Statement in all of the following transactions EXCEPT the:

- A. lease of a three-bedroom apartment for one year
- B. sale of a vacant one-family lot
- **C. sublease of a studio apartment for two months**
- D. sale of a three-family house in a mixed-use zone

Answer: C

Explanation:

The Consumer Information Statement (CIS) must be used in all sales of 1-4 family residential properties and all residential lease transactions of 1-4 units that are for terms longer than 125 days.

A short-term rental or sublease (two months) does not require a CIS.

Correct answer = C.

Reference: N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Consumer Information Statement.

NEW QUESTION # 22

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