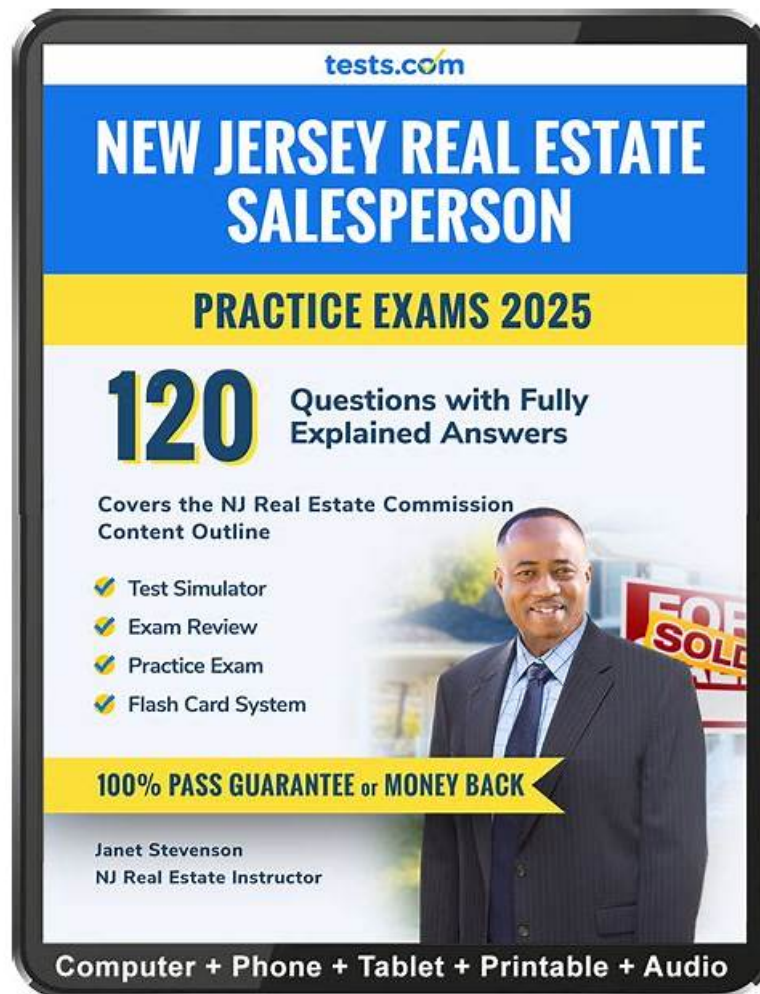


New-Jersey-Real-Estate-Salesperson Exam Flashcards, New-Jersey-Real-Estate-Salesperson Reliable Exam Test



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Without self-assessment, you cannot ace the New-Jersey-Real-Estate-Salesperson test. To ensure that you appear in the final New Jersey Real Estate Salesperson Exam (New-Jersey-Real-Estate-Salesperson) examination without anxiety and mistakes, Prep4SureReview offers desktop Real Estate New-Jersey-Real-Estate-Salesperson Practice Test software and web-based New-Jersey-Real-Estate-Salesperson practice exam. These New-Jersey-Real-Estate-Salesperson practice tests are customizable, simulate the original New-Jersey-Real-Estate-Salesperson exam scenario, and track your performance.

Holding a certification in a certain field definitely shows that one have a good command of the New-Jersey-Real-Estate-Salesperson knowledge and professional skills in the related field. However, the majority of the candidates for the New-Jersey-Real-Estate-Salesperson exam are those who do not have enough spare time. But our company can provide the anecdote for you--our New-Jersey-Real-Estate-Salesperson Study Materials. Under the guidance of our New-Jersey-Real-Estate-Salesperson exam practice, you can definitely pass the exam as well as getting the related certification with the minimum time and efforts. Our New-Jersey-Real-Estate-Salesperson exam questions will never let you down.

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Prep4SureReview is the website that has been known to learn IT technology. Prep4SureReview gets high praise from our customers in real test questions and answers. It is the real website that can help you to pass Real Estate New-Jersey-Real-Estate-Salesperson certificate. Why is Prep4SureReview very popular? Because Prep4SureReview has a group of IT elite which is committed to provide you with the best test questions and test answers. Therefore, Prep4SureReview will provide you with more and better certification training materials to satisfy your need.

Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q91-Q96):

NEW QUESTION # 91

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

- A. There must be consideration paid for an easement.
- B. An easement can be cancelled by the issuer.
- **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 # 92

An appraisal made by a certified appraiser is required:

- A. before any property settlement in a divorce.
- B. when heirs receive property.
- C. before real property can transfer from one owner to another.
- **D. when the buyer is using an FHA loan to purchase.**

Answer: D

Explanation:

FHA, VA, and other federally-insured loan programs require an appraisal by a certified appraiser before loan approval.

Property transfers, inheritances, or divorces may involve appraisals, but they are not mandated by law in the same way FHA loans require.

Correct answer = C.

Reference: HUD/FHA Loan Guidelines; NJ Real Estate Salesperson Study Guide, Chapter on Appraisal and Loan Underwriting.

NEW QUESTION # 93

A buyer and broker enter into a 3-month exclusive buyer agency agreement. With regard to the broker's right to be compensated and to work with other clients, this means that during the term of this agreement, the broker

- A. must be compensated by the seller.
- B. is only due compensation if the buyer purchases one of the broker's listings.
- C. may not show a property to other buyers until the buyer decides if they want to make an offer.
- **D. is entitled to compensation even if the buyer purchases a property that they locate.**

Answer: D

Explanation:

Under an Exclusive Buyer Agency Agreement, the buyer agrees that the broker is their exclusive representative during the term. This creates a contractual right for the broker to be compensated regardless of who finds the property. If the buyer purchases any

property during the agreement period (even one they personally locate or one listed by another brokerage), the broker is still entitled to commission as agreed.

The broker is not restricted from showing properties to other buyers at the same time, as fiduciary obligations run individually to each client.

Reference: New Jersey Real Estate Salesperson Pre-Licensure Course Study Guide, Chapter on Agency Relationships; NJREC Buyer Representation Agreements.

NEW QUESTION # 94

A Seller's Property Disclosure form states that there are no known material defects with the property, but the listing licensee is aware of asbestos wrapped duct pipes in the basement. The licensee should:

- A. disclose the existence of asbestos to all potential buyers.
- B. ask the seller's permission to disclose and abide by the seller's wishes.
- C. suggest the buyers have a home inspection and leave discovery up to the inspector.
- D. suggest to the seller wrap the pipes to contain potential airborne contamination.

Answer: A

Explanation:

Under New Jersey Real Estate License Law and NJREC disclosure rules:

Licensees must disclose all known material facts about a property to potential buyers, regardless of what the seller states.

Asbestos is considered a material defect and a potential environmental hazard.

Licensees cannot withhold disclosure, nor leave it solely to inspectors.

Thus, the licensee must disclose the asbestos.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4; NJ Real Estate Salesperson Study Guide, Chapter on Disclosure of Material Defects.

NEW QUESTION # 95

Which of the following is a permitted free offering?

- A. A complimentary home warranty with every listing
- B. A free dinner for attendees at a homebuyers' evening seminar
- C. Free use of a local moving van for all listings
- D. A coupon for discounted commission on listing services

Answer: B

Explanation:

According to NJREC rules on inducements (N.J.A.C. 11:5-6.4):

Free offers to the general public (e.g., a dinner seminar or educational event) are permissible because they are not conditioned upon listing or buying.

Inducements like "home warranty with every listing," "discounted commissions," or "moving vans for clients only" are contingent on brokerage activity and are prohibited.

Thus, the permitted free offering is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4; NJ Real Estate Salesperson Study Guide, Chapter on Advertising and Inducements.

NEW QUESTION # 96

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