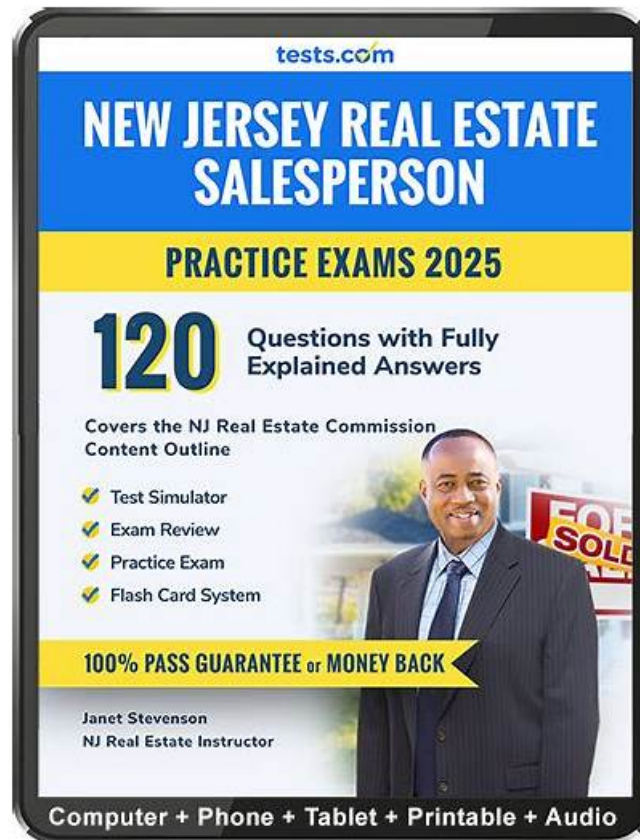


New New-Jersey-Real-Estate-Salesperson Test Topics, Latest New-Jersey-Real-Estate-Salesperson Exam Tips



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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q99-Q104):

NEW QUESTION # 99

According to the New Jersey Law Against Discrimination, which of the following descriptions may be used in advertising properties in a townhome development?

- A. Senior housing
- B. Close to synagogues and churches
- C. Ethnic neighborhood
- D. Singles only

Answer: A

Explanation:

Under the New Jersey Law Against Discrimination (LAD) and HUD advertising guidelines:

Ads cannot reference religion, ethnicity, or familial status (e.g., "singles only" or "close to synagogues").

However, housing for older persons (senior housing) is a permitted exception under the Housing for Older Persons Act (HOPA).

Correct answer = D. Senior housing.

Reference: NJ Law Against Discrimination (N.J.S.A. 10:5-1 et seq.); HUD Fair Housing Advertising Guidelines.

NEW QUESTION # 100

The listing broker has been presented with multiple offers. The seller would accept only a cash offer on the home, so the broker will present:

- A. only cash offers to the seller.
- B. the highest cash offer to the seller.
- C. the highest offer to the seller.
- D. all offers to the seller.

Answer: D

Explanation:

According to NJREC Rules (N.J.A.C. 11:5-6.9):

A licensee must present all written offers to the seller immediately (within 24 hours).

It is the seller's decision which offer to accept.

A broker cannot filter or withhold offers (cash or financed) without the seller's explicit instruction.

Correct answer = D.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Fiduciary Duties and Offer Presentation.

NEW QUESTION # 101

The Multiple Listing Service (MLS) board members decided that the population of each area of the city would be best served by the brokerages who have offices actually located within those areas. The board established boundaries dividing the city into six districts and voted to limit listings for each district to only those brokerages with offices within the district. Brokerages who tried to advertise beyond their own district would be prohibited from listing properties in the MLS. This action violates what Real Estate Law?

- A. Diversity Jurisdiction
- B. Housing and Community Development Act of 1974
- C. Civil Rights Act
- D. Sherman Anti-trust Act

Answer: D

Explanation:

Restricting brokers to certain areas and dividing territories constitutes market allocation, which is a violation of the Sherman Antitrust

Act.

Antitrust laws prohibit price-fixing, group boycotts, and territorial/market allocation among competitors.

Correct answer = C.

Reference: Sherman Antitrust Act (1890); NJ Real Estate Salesperson Study Guide, Chapter on Antitrust Laws.

NEW QUESTION # 102

A tenant has an option to purchase leased property. The price that the tenant will pay for the property is determined by the:

- A. tenant, when the option is exercised.
- B. agreement, when the option is exercised.
- C. property's market value at the time of exercising the option.
- **D. terms specified in the option.**

Answer: D

Explanation:

An option to purchase is a contract where:

The terms and price are established upfront in the option agreement.

The tenant (optionee) has the unilateral right to exercise the option within the agreed period.

Market value or tenant's discretion does not determine the price unless specifically stated in the option.

Correct answer = A.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Contracts and Options.

NEW QUESTION # 103

Which of the following differentiates a bilateral contract from a unilateral contract?

- A. type of property specified in the contract
- B. number of parties involved
- **C. performance obligations of the parties**
- D. relative value of the object of the contract

Answer: C

Explanation:

A bilateral contract involves mutual promises where both parties are obligated to perform (e.g., a sales contract: buyer promises to pay, seller promises to transfer title).

A unilateral contract involves only one party making a promise contingent on the performance of the other (e.g., an option contract).

Thus, the key difference is performance obligations of the parties.

Correct answer = B.

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

NEW QUESTION # 104

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