

Free PDF 2026 Real Estate Accurate Dumps New-Jersey-Real-Estate-Salesperson PDF

NEW JERSEY REAL ESTATE LISTING AGREEMENT

1. **THE PARTIES.** This Real Estate Listing Agreement (the "Agreement") made on _____ (mm/dd/yyyy), is between:

Seller

Seller Name: _____ (the "Seller"), with a mailing address of
Street: _____,
City: _____, State of _____,

AND

Agency

Broker Name: _____ (the "Broker"), of
Agency: _____ (the "Agency"), with a mailing address of
Street: _____,
City: _____, State of _____,

Collectively, the Seller and Agency shall be referred to as the "Parties."

If for any reason the Broker is not able to fulfill their duties under the terms and conditions of this Agreement, another agent from the Agency may be appointed during the term of this Agreement.

2. **REAL PROPERTY.** The real property, that is the subject of this Agreement, is located at the street address of _____.

a) **Legal Description.**

Tax Map/Lot: _____
Deed Book/Page: _____
Other: _____

b) **Fixtures.**

The Seller agrees that all fixtures shall be included as part of the sale,
EXCEPT: _____

c) **Personal Property.**

The Seller agrees that ONLY the following personal property shall be included as part of the sale: _____

The aforementioned real property, personal property, and included fixtures shall be hereinafter referred to as the "Property."

eSign SELLER _____ / _____ BROKER _____ Page 1 of 7

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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q78-Q83):

NEW QUESTION # 78

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 # 79

A licensee faxes a list of available properties to prospective buyers. Which of the following is true?

- A. The licensee must mail an identical list to all parties.
- B. The fax must contain an opt-out provision for future communications.
- C. The licensee must include only a phone number to reply.
- D. The licensee's company's name does not need to be listed.

Answer: B

Explanation:

Under the federal Telephone Consumer Protection Act (TCPA) and Junk Fax Prevention Act:

Any unsolicited fax must include a clear opt-out provision allowing the recipient to request no further communications.

The fax must also identify the sender, including company name.

There is no requirement to mail identical lists.

Correct answer = A.

Reference: Telephone Consumer Protection Act (TCPA); Junk Fax Prevention Act; NJ Real Estate Salesperson Study Guide, Chapter on Advertising Rules.

NEW QUESTION # 80

In surveying, monuments are used to establish:

- A. historical sites
- B. real estate boundaries
- C. a common address
- D. flood elevation

Answer: B

Explanation:

Monuments are fixed physical objects (iron pins, concrete markers, trees, rocks) used by surveyors to establish property boundaries in the metes-and-bounds system.

They do not establish addresses, flood elevations, or historical sites.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Legal Descriptions and Surveys.

NEW QUESTION # 81

An intoxicated buyer made an offer on a house. The owners accepted the offer. This contract is

- A. void.
- B. unilateral.
- C. voidable.
- D. illegal.

Answer: C

Explanation:

Per the Contracts chapter of the NJ Real Estate Salesperson Pre-Licensure Course Study Guide, contractual capacity is required. Agreements entered into by a party who is intoxicated to the point of incapacity are voidable at that party's option (once sober), not void per se. The contract is not illegal, and it's bilateral (both parties promise performance), not unilateral.

* Thus, the contract is voidable by the intoxicated party.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Contracts-Capacity; Void vs. Voidable Contracts.)

NEW QUESTION # 82

In advertisements of individual salespersons, which of the following is permitted?

- A. Including reference to a home office.
- B. Placing the real estate office sign on a personal residence.
- C. Having the broker's name appear in smaller print than the salesperson's name in a newspaper ad.
- D. Linking a personal real estate webpage to the salesperson's broker's website.

Answer: D

Explanation:

The New Jersey Real Estate Commission advertising rules (N.J.A.C. 11:5-6.4) state that:

All ads must clearly indicate the name of the employing broker.

A salesperson's name may appear, but not more prominently than the broker's name.

Ads cannot suggest that a salesperson is operating independently.

Linking a salesperson's personal webpage to their broker's official website is permissible, provided the broker's name is prominently displayed and supervision is maintained.

Therefore, the only correct permitted action is D.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4 (Advertising Rules).

NEW QUESTION # 83

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