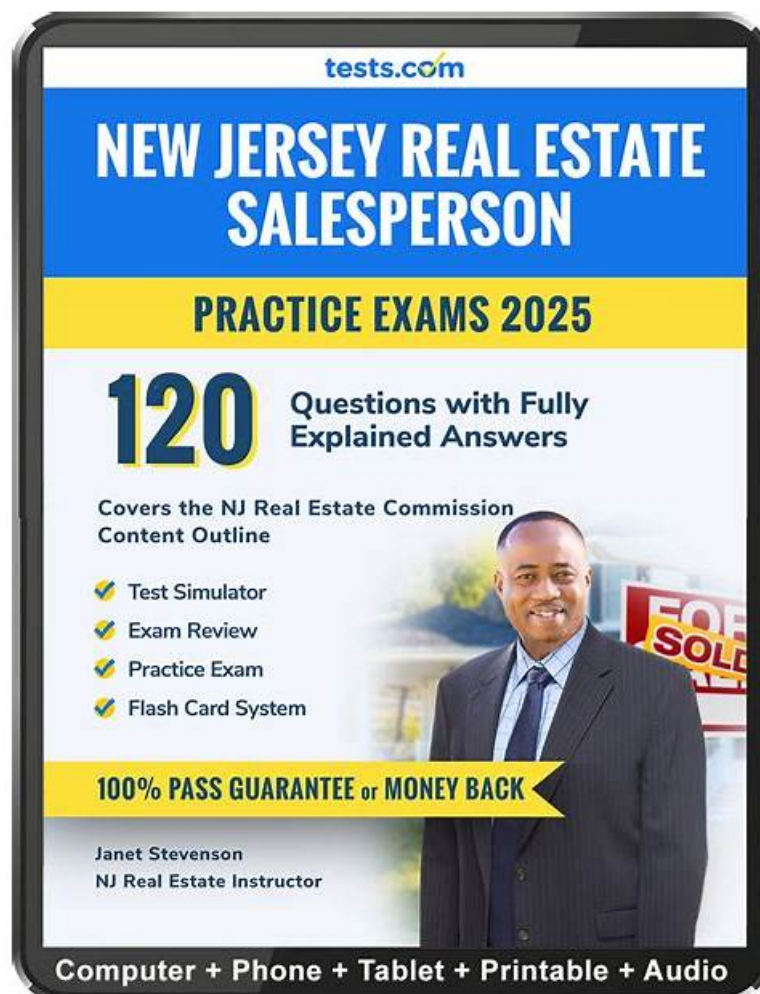


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which of the following actions is a function of a municipal planning board?

- A. Creating a master plan for all the land in a particular county
- B. Approving a variance for an addition to a garage on a residential property
- **C. Prescribing and controlling the development and use of all land in a municipality**
- D. Unilaterally approving subdivisions in a jurisdiction

Answer: C

Explanation:

A municipal planning board (sometimes called a planning or zoning board) has authority to:

Adopt and enforce the master plan for land use in the municipality.

Regulate subdivisions, site plans, and development approvals.

Control zoning ordinances and land-use policies.

Variances are typically handled by a zoning board of adjustment, not the planning board.

Counties adopt county-wide plans but do not govern municipalities.

Correct answer = D.

Reference: NJ Municipal Land Use Law (MLUL, N.J.S.A. 40:55D); NJ Real Estate Salesperson Study Guide, Chapter on Land Use and Zoning.

NEW QUESTION # 52

Limiting the neighborhoods in which a licensee shows houses because of a buyer's race is:

- **A. steering**
- B. blockbusting
- C. puffing
- D. redlining

Answer: A

Explanation:

Steering = Directing or discouraging buyers from certain neighborhoods based on race, religion, or other protected classes. This violates the Federal Fair Housing Act.

Blockbusting = Inducing owners to sell by suggesting a protected class moving into the neighborhood will lower values.

Redlining = Refusing loans or insurance in certain neighborhoods.

Puffing = Exaggerated sales talk, not discriminatory.

Therefore, the action described = steering.

Reference: Federal Fair Housing Act (1968, as amended); NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing Practices.

NEW QUESTION # 53

A listing agent presents a signed offer to a seller who then changes the amount of the down payment. Before presenting the counteroffer to the buyer, the New Jersey Real Estate License Law requires the listing agent to

- A. prepare a separate addendum that reflects the revision.
- B. obtain the consent of the listing broker.
- **C. secure the seller's initials confirming the revision.**
- D. verbally inform any buyer's agent of the proposed revision.

Answer: C

Explanation:

Under NJ Real Estate License Law and Commission regulations (NJAC 11:5-6.2), all material changes to a written offer must be acknowledged in writing by the party making the change before it can be treated as a counteroffer. This is typically done by having the seller initial and date the change on the offer form. Without the seller's written confirmation (initials), the revision is not valid or binding.

A is unnecessary; broker consent is not required for counteroffers.

C is not required unless the parties specifically use an addendum, but initials are the minimum legal requirement.

D is insufficient; oral notice is not valid without written confirmation.

Therefore, the correct answer is B.

(Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Contracts & License Law- Handling Offers and Counteroffers; NJAC 11:5-6.2.)

NEW QUESTION # 54

A broker maintains a real estate agency and terminated two salespersons. In this situation, the broker is REQUIRED to take all the following actions with regard to these two salespersons EXCEPT:

- A. permit them to remove original sales or listing contracts from the broker's office.
- B. pay any undisputed compensation due within ten days of the broker's receipt of such funds.
- C. provide each with a written accounting of all monies due each salesperson.
- D. abide by the post-termination compensation clause contained in their employment agreements or provide a written explanation for not doing so.

Answer: A

Explanation:

According to NJREC Rules and Regulations (N.J.A.C. 11:5-4.1) and the Broker-Salesperson employment agreement requirements: Brokers must provide a full written accounting of monies due.

Any undisputed commission due must be paid within 10 business days of the broker receiving the funds.

The broker must honor the compensation provisions of the terminated salesperson's written employment agreement.

However, salespersons are not permitted to remove original sales or listing contracts, which remain the property of the broker.

Therefore, the action the broker is NOT required to take is B.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-4.1 (Employment Agreements and Compensation).

NEW QUESTION # 55

According to the New Jersey Real Estate Time Share Act, if a licensee is selling a timeshare located within the state of New Jersey, all of the following are true EXCEPT that the:

- A. licensee must provide the buyer with a copy of the Public Offering Statement.
- B. contract of sale must provide notice of a seven calendar day rescission period.
- C. timeshare must be approved by the Real Estate Commission.
- D. licensee must hold a timeshare sales license.

Answer: D

Explanation:

Under the NJ Real Estate Time Share Act (N.J.S.A. 45:15-16.50 et seq.), timeshares sold in New Jersey must be registered with the NJ Real Estate Commission.

Buyers must be given a Public Offering Statement.

Buyers are entitled to a 7-calendar-day rescission period.

There is no separate "timeshare sales license" - a standard NJ real estate license is sufficient.

Thus, the false statement is A.

Reference: New Jersey Real Estate Time Share Act; NJ Real Estate Salesperson Study Guide, Chapter on Timeshares and Condominiums.

NEW QUESTION # 56

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