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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q21-Q26):

NEW QUESTION # 21

Which of the following is a radioactive odorless gas which may require mitigation?

- A. formaldehyde
- B. carbon monoxide
- C. asbestos
- D. radon

Answer: D

Explanation:

Radon is a naturally occurring, colorless, tasteless, and odorless radioactive gas formed from the natural breakdown of uranium in soil and rock. It can accumulate in basements and lower levels of homes.

The New Jersey Department of Environmental Protection (NJDEP) identifies radon as a serious environmental hazard. Testing and mitigation systems (such as sub-slab ventilation) are required in certain areas of New Jersey where radon levels are high.

Asbestos is a fibrous mineral linked to lung disease but is not radioactive.

Formaldehyde is a chemical used in building materials but is not radioactive.

Carbon monoxide is a deadly, odorless gas from combustion, but again not radioactive.

Therefore, the correct answer is A (radon).

Reference: NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Environmental Issues; NJDEP Radon Awareness Statutes.

NEW QUESTION # 22

When buyers move into their new house, they see that the ceiling fan in the dining room is gone. The ceiling fan was not mentioned in the offer to purchase. Did the sellers have the right to take the ceiling fan?

- A. No, because it was chattel.
- B. Yes, because it was not referenced in the contract.
- **C. No, because it was a fixture in the house.**
- D. Yes, because it was the sellers' personal property.

Answer: C

Explanation:

A fixture is personal property that has become real property by being permanently attached (e.g., ceiling fans, light fixtures).

Fixtures are considered part of the real estate and transfer with the property unless specifically excluded in the contract.

Chattel refers to movable personal property, which a ceiling fan is not once installed.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Property Ownership and Fixtures.

NEW QUESTION # 23

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

Answer: B

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 # 24

Prospective buyers asked the licensee representing them if it would be a good idea to check the property they wish to purchase for radon. The licensee's best response would be to tell the buyers that:

- **A. they should do so, because radon is now considered to be one of the causes of lung cancer.**

- B. it is unlikely that radon would be a problem in that area.
- C. as long as they are non-smokers, it should not be an issue.
- D. they need not do so, because if radon were present, there would be an odor that would make it easy to detect.

Answer: A

Explanation:

Radon is a colorless, odorless, radioactive gas linked to lung cancer.

The EPA and NJDEP recommend testing homes for radon regardless of location.

Licensees should never minimize the risk or falsely suggest it is detectable by odor.

The best professional response is to recommend that buyers test for radon because it is a known health risk.

Correct answer = C.

Reference: NJDEP Radon Hazard Program; NJ Real Estate Salesperson Study Guide, Chapter on Environmental Issues.

NEW QUESTION # 25

A contract of sale prepared by a licensee MUST include an attorney review clause if it pertains to which of the following types of properties?

- **A. Single family residential vacant lot**
- B. Subdivision of fifteen or more lots
- C. Commercial building that does not exceed 10,000 square feet
- D. Six-family dwelling unit, a portion of which is used for non-residential purposes

Answer: A

Explanation:

According to the New Jersey Supreme Court Mandated Attorney Review Clause (as adopted by NJREC, N.J.

A.C. 11:5-6.2(g)), all contracts prepared by licensees for the sale of one-to-four family residential properties and residential vacant lots must contain the three-day attorney review clause.

The purpose is to protect consumers in residential transactions by giving them the right to have their attorney review and potentially cancel or modify the contract within three business days.

Therefore, the correct answer is D, because the attorney review clause is mandatory for contracts involving a single-family residential vacant lot.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.2(g); NJ Attorney Review Clause Requirement, New Jersey Real Estate Salesperson Pre-Licensure Course Guide.

NEW QUESTION # 26

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