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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q17-Q22):

NEW QUESTION # 17

Salesperson P leaves the employ of Broker A. One of the listings at Broker A's firm has agreed to list with Salesperson P at the new firm. In this instance the listing file:

- A. cannot be taken because it belongs to Broker A.
- B. can be taken to the new firm so there is no interruption of service to the client.
- C. should be turned into the MLS.
- D. should be given to the seller.

Answer: A

Explanation:

All listings are taken in the name of the broker, not the salesperson.

When a salesperson leaves a brokerage, the listing remains the property of the broker.

The client may choose to cancel the listing and re-list with the new broker, but the listing file cannot be taken by the departing salesperson.

Correct answer = B.

Reference: NJREC Rules and Regulations; NJ Real Estate Salesperson Study Guide, Chapter on Brokerage Operations.

NEW QUESTION # 18

A buyer's agent is NOT permitted to tell a buyer that:

- A. the seller is willing to accept less than the listing price because of financial circumstances
- B. the roof leaked recently but was patched by the owner
- C. a former occupant of a property had AIDS
- D. the property was the scene of a serious crime

Answer: C

Explanation:

Under federal Fair Housing Law (1988 Amendments) and NJ Law Against Discrimination:

Licensees are prohibited from disclosing that a property was occupied by someone with HIV/AIDS. Such disclosure is considered discrimination against persons with disabilities.

Material defects (e.g., roof leaks) must be disclosed.

Stigmatized property issues (e.g., crime scenes) do not legally require disclosure in NJ, but agents may discuss if asked.

Disclosing the seller's willingness to accept less is allowed only with the seller's consent.

Correct prohibited disclosure = B.

Reference: Fair Housing Amendments Act (1988); NJ Law Against Discrimination; NJ Real Estate Salesperson Study Guide, Chapter on Fair Housing and Disclosure.

NEW QUESTION # 19

An applicant for a real estate salesperson's license must apply for the issuance of the license within:

- A. one year from the date of beginning the prelicensure education course
- B. one year from the date of passing the state licensing examination
- C. 30 days after accepting an offer of employment from a licensed real estate broker
- D. one year from the date of completion of the prelicensure education course

Answer: D

Explanation:

Under the New Jersey Real Estate Licensing Law, an applicant must:
Complete the 75-hour prelicensure education course.

Pass the state examination.

Apply for licensure within one year from the date of completing the prelicensure course.

If application is not made within one year of course completion, the course must be retaken.

Reference: N.J.S.A. 45:15-9; NJ Real Estate Salesperson Pre-Licensure Course Guide, Licensing Requirements section.

NEW QUESTION # 20

When MUST a listing broker provide a copy of a fully executed written listing agreement to the owner?

- A. At the time of presentation of a written offer
- B. Within five business days of execution of the listing agreement
- C. Within three days of execution of the listing agreement by registered mail, return-receipt-requested
- **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 # 21

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. the highest offer to the seller.
- B. only cash offers to the seller.
- C. the highest cash 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 # 22

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