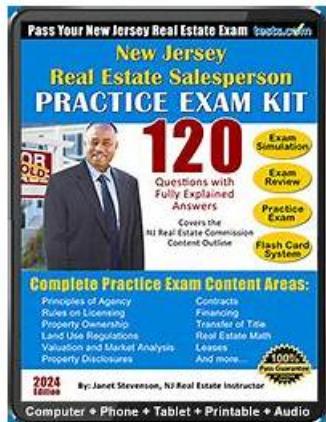


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q85-Q90):

NEW QUESTION # 85

What is the difference between a license to use property and an easement?

- A. There must be consideration paid for a license.
- B. A license can be cancelled by the issuer.
- C. There must be consideration paid for an easement.
- D. An easement can be cancelled by the issuer.

Answer: B

Explanation:

A license is a personal, revocable privilege to use another's land for a specific purpose (e.g., permission to fish in a pond). It can be canceled by the issuer at any time and does not run with the land.

An easement is a legal interest in another's land for a specific purpose (e.g., utility easement). It is not revocable by the grantor once legally granted.

Consideration is not required for a license or an easement (though it may be part of a contractual easement).

Thus, the main difference is that a license is revocable by the issuer, but an easement is not.

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

NEW QUESTION # 86

As required by the New Jersey Real Estate Sales Full Disclosure Act, before signing any contract for the purchase or lease of a property registered with the New Jersey Real Estate Commission, the purchaser or lessee MUST be provided with a copy of the:

- A. New Jersey Public Offering Statement approved by the Commission
- B. filed plat map identifying the location of the property being bought or leased
- C. Statement of Record filed by the developer with the Commission
- D. deed or other instrument establishing title in the name of the developer

Answer: A

Explanation:

The New Jersey Real Estate Sales Full Disclosure Act (RESFDA) requires developers of certain subdivided land, condominiums, and other registered developments to provide purchasers or lessees with a Public Offering Statement approved by the New Jersey Real Estate Commission.

This Public Offering Statement contains essential information about the development, financial and legal obligations, and rights of buyers.

The Statement of Record is filed with the Commission but is not delivered to the purchaser.

Deeds or plat maps are not substitutes for the disclosure document required by law.

Thus, the correct answer is B.

Reference: N.J.S.A. 45:15-16.27 et seq., New Jersey Real Estate Sales Full Disclosure Act; NJ Real Estate Salesperson Study Guide, Chapter on Land Sales.

NEW QUESTION # 87

If a salesperson or broker-salesperson maintains a webpage that is not linked to the webpage of their broker, the licensee's webpage must display the name of the broker as well as the

- A. address of the broker's main office.
- B. broker's email address.
- C. address of the branch office from which the licensee operates.
- D. broker's telephone number.

Answer: A

Explanation:

Under NJREC advertising rules (N.J.A.C. 11:5-6.1), any licensee maintaining an independent website (not directly linked to the broker's official site) must clearly and prominently display:

The name of their employing broker, and

The main office address of the broker.

This ensures the public understands the licensee works under a supervising broker, and prevents misleading advertising. It is not sufficient to only list a branch office or email.

Therefore, the correct answer is C.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.1 (Advertising Requirements).

NEW QUESTION # 88

A buyer is looking in several different cities for land to purchase for a shopping center. The buyer has decided to hire several real estate licensees, each representing the buyer in that licensee's city. Which type of agreement would protect the buyer from owing multiple commissions?

- A. exclusive agency representation
- B. nonexclusive right-to-lease
- **C. nonexclusive buyer-agency**
- D. exclusive right to sell

Answer: C

Explanation:

An exclusive agency representation or exclusive right-to-sell type agreement binds the buyer to one broker and could create liability for multiple commissions if multiple brokers are hired.

A nonexclusive buyer-agency agreement allows the buyer to work with multiple brokers. The broker who actually produces the property that results in a purchase is entitled to the commission, avoiding multiple obligations.

Thus, the best option is C: nonexclusive buyer-agency.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Buyer Representation Agreements.

NEW QUESTION # 89

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

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

Answer: B

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 # 90

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