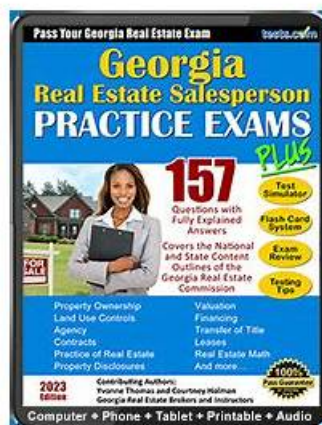


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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q58-Q63):

NEW QUESTION # 58

Which of the following statements would most likely be considered mere "puffing"?

- A. The utility costs in this home are lower than in any other home in the neighborhood.
- **B. This lot has the most beautiful view of the lake.**
- C. This area is expected to increase in value by 25% within the next year.
- D. Children from this neighborhood have the highest SAT scores.

Answer: B

Explanation:

Puffing = exaggeration or subjective opinion that no reasonable person would take as fact (e.g., "most beautiful view").

Statements of fact (e.g., predicted appreciation %, test scores, or utility costs) could be misrepresentation if untrue.

Thus, "This lot has the most beautiful view of the lake" = puffing.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Ethics and Misrepresentation.

NEW QUESTION # 59

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

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 # 60

Which of the following statements correctly describes a standard feature of a buyer-agency agreement?

- A. The source of compensation determines the agency relationship.
- **B. It establishes a fiduciary relationship with the buyer.**
- C. A retainer fee is normally paid at the time the agreement is signed.
- D. A buyer-agency agreement is an option rather than an employment contract.

Answer: B

Explanation:

Under the New Jersey Real Estate Commission rules on agency disclosure and the Salesperson Study Guide (Chapter on Buyer Agency):

A buyer-agency agreement is a form of employment contract creating a fiduciary relationship between the buyer and the broker.

A is incorrect because it is not just an option; it's a binding agreement.

B may or may not be true - a retainer fee is not required in NJ.

C is false because the source of compensation does not determine agency; agency is determined by the agreement and consent of the parties.

D is correct: a buyer-agency agreement creates fiduciary duties such as loyalty, disclosure, confidentiality, and obedience to the buyer.

Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Agency & Fiduciary Duties section; NJREC Agency Disclosure Rules.

NEW QUESTION # 61

A property that contains a 2,500-square-foot house has a land value of \$45,000. The house suffers from \$7,000 of physical depreciation and \$2,500 of functional obsolescence. If the replacement cost of the house is \$75 per square foot, what is the value of the property?

- A. \$187,500
- B. \$232,500
- C. \$178,000
- D. **\$223,000**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Step 1: Replacement cost of the house:

$$2,500 \times 75 = 187,500$$

Step 2: Subtract depreciation:

$$187,500 - 7,000 - 2,500 = 178,000$$

Step 3: Add land value:

$$178,000 + 45,000 = 223,000$$

Thus, the property value = **\$223,000 (C)**.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Appraisal (Cost Approach Method).

NEW QUESTION # 62

Prospective buyers for a house want to operate a recycling center in their backyard. Local zoning laws do not allow this. What do they need to do first?

- A. File an appeal with the local court.
- B. **Obtain a variance or special exception.**
- C. Obtain a building permit.
- D. Obtain a modification to the local master plan.

Answer: B

Explanation:

Under New Jersey Municipal Land Use Law and the NJ Real Estate Salesperson study guide (Chapter on Land Use Regulations), when zoning ordinances restrict a particular use, the property owner or prospective buyer must request relief from the zoning board.

The proper relief mechanism is a variance (sometimes called a special exception or conditional use permit).
 A building permit (A) only allows construction according to existing zoning. It does not authorize a prohibited use.
 A modification to the master plan (B) is a legislative act by the planning board/municipality and not the immediate remedy for individual property owners.
 An appeal with the local court (D) may come later if denied, but the first step is to apply to the zoning board for a variance.
 Therefore, the correct choice is C: obtain a variance or special exception.
 Reference: NJ Real Estate Salesperson Pre-Licensure Course Study Guide, Land Use Controls/Zoning; N.J.S.
 A). 40:55D (Municipal Land Use Law).

NEW QUESTION # 63

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