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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q11-Q16):

NEW QUESTION # 11

The heir to a large estate will be of legal age within 30 days. The heir lists for sale with a broker one of the properties held by the estate. The broker knows of a buyer for the property and sells it within 24 hours of listing, with closing to be in 45 days. Both listing and sale contracts are:

- A. executed
- B. voidable
- C. fulfilled
- D. executory

Answer: B

Explanation:

Contracts signed by a minor (or someone not of legal age) are considered voidable at the option of the minor.

They are not void, because the minor may affirm the contract upon reaching legal age.

Executory = contract obligations not yet completed.

Executed = all obligations fully performed.

Since the heir is under legal age at signing, the contracts are voidable.

Correct answer = C.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Contracts (Void, Voidable, Executed, Executory).

NEW QUESTION # 12

A broker is offering a \$100 gift certificate at a jewelry store to all sellers who list with the broker during a specified time period.

According to the New Jersey Real Estate License Law, such a promotion is prohibited because it:

- A. discriminates against sellers who do not list with the broker during the specified time period
- B. offers compensation for brokerage activity to unlicensed persons
- C. discriminates against sellers whose religion prohibits the wearing of jewelry
- D. makes the receipt of the free offering contingent upon sellers listing their properties with the broker

Answer: D

Explanation:

According to NJ Real Estate Commission rules, brokers and salespersons may not:

Offer prizes, gifts, or inducements that are contingent on entering into a listing agreement.

This is considered an improper inducement under N.J.A.C. 11:5-6.4.

Therefore, the prohibition is because the gift certificate is conditioned on the seller listing with the broker.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.4 (Advertising and Inducements).

NEW QUESTION # 13

A licensee must provide a Consumer Information Statement in all of the following transactions EXCEPT the:

- A. lease of a three-bedroom apartment for one year
- B. sale of a vacant one-family lot
- C. sale of a three-family house in a mixed-use zone
- D. sublease of a studio apartment for two months

Answer: D

Explanation:

The Consumer Information Statement (CIS) must be used in all sales of 1-4 family residential properties and all residential lease transactions of 1-4 units that are for terms longer than 125 days.

A short-term rental or sublease (two months) does not require a CIS.

Correct answer = C.

Reference: N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Consumer Information Statement.

NEW QUESTION # 14

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

- A. the roof leaked recently but was patched by the owner
- B. the seller is willing to accept less than the listing price because of financial circumstances
- 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 # 15

Written offers to purchase real estate in New Jersey must be presented to sellers within:

- A. 3 days
- B. 48 hours
- C. 5 days
- D. 24 hours

Answer: D

Explanation:

According to N.J.A.C. 11:5-6.9, every written offer must be presented to the seller by the licensee immediately, but never later than 24 hours after receipt.

This ensures timely communication and protects the client's interests.

Delays beyond 24 hours would violate the rules.

Reference: NJREC Rules and Regulations, N.J.A.C. 11:5-6.9; NJ Real Estate Salesperson Study Guide, Chapter on Offers and Contract Presentation.

NEW QUESTION # 16

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