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Real Estate New Jersey Real Estate Salesperson Exam Sample Questions (Q91-Q96):

NEW QUESTION # 91

A CORRECT statement about transaction brokers is that they:

- A. represent both the buyer and the seller
- B. represent neither the buyer nor the seller
- C. may conduct transactions without an active real estate license
- D. are required to disclose confidential information

Answer: B

Explanation:

A transaction broker facilitates a real estate transaction without representing either party as an agent. They owe both parties honesty and fairness but do not owe fiduciary duties such as loyalty or confidentiality. They do not require client-level agency agreements. They must still be licensed.

Correct answer = B.

Reference: NJ Real Estate Salesperson Study Guide, Chapter on Agency and Non-Agency Relationships.

NEW QUESTION # 92

New Jersey Real Estate Commission regulations require a licensee to terminate membership in a real estate board or multiple listing service whenever the organization:

- A. charges dues that the licensee feels are excessive
- B. lobbies against legislation that the licensee personally favors
- C. suggests uniform commission rates among all member brokers
- D. advocates rules, practices, and/or standards with which the licensee does not agree

Answer: C

Explanation:

The NJ Real Estate Commission prohibits price-fixing or collusion regarding commission rates. If a real estate board, trade association, or MLS suggests or enforces uniform commission rates among member brokers, participation in such a practice would violate antitrust laws as well as NJREC regulations.

In such cases, licensees must terminate their membership immediately to avoid disciplinary action. Lobbying, dues disputes, or general disagreements with rules are not grounds for mandatory termination.

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

NEW QUESTION # 93

Under the New Jersey Real Estate Licensing Law, which of the following is an unlicensed assistant or secretary NOT permitted to do?

- A. Place signs on properties
- B. Make telephone calls to request rent payments
- C. Type contracts for approval
- D. Follow up on loan applications with lenders

Answer: B

Explanation:

Per NJREC rules, unlicensed assistants may:

Perform clerical tasks (typing, filing, placing signs).

Follow up on routine administrative matters with lenders or clients.

They may NOT:

Engage in any activity requiring a license, including solicitation of business, discussing terms, or making calls to request rent payments.

Correct answer = B.

Reference: NJREC Rules, N.J.A.C. 11:5-3.2; NJ Real Estate Salesperson Study Guide, Chapter on Licensing and Activities Requiring a License.

NEW QUESTION # 94

A public utility company is installing power lines across several counties. Will the utility company be more likely to be granted an easement appurtenant or an easement in gross?

- A. easement appurtenant because it cannot be extinguished by merger of the dominant and servient tenements
- B. easement appurtenant because it cannot run with the land
- C. easement in gross because it allows the holder of the easement to eventually gain title to the encumbered property
- D. easement in gross because it does not require ownership of real property adjacent to the property that is subject to the

easement

Answer: D

Explanation:

An easement in gross benefits a person or entity, rather than another parcel of land. Unlike an easement appurtenant, which requires a dominant and servient estate (two adjoining parcels), an easement in gross does not require ownership of adjacent property.

Utility companies (electric, gas, water, sewer, cable) typically hold easements in gross, allowing them to install and maintain lines across multiple properties. The easement is granted to the utility company, not to a neighboring landowner.

Therefore, the correct answer is C.

Reference: NJ Real Estate Salesperson Pre-Licensure Course Guide, Chapter on Interests in Real Estate (Easements); NJ Property Law principles on easements.

NEW QUESTION # 95

According to the New Jersey Law Against Discrimination, which of the following descriptions may be used in advertising properties in a townhome development?

- **A. Senior housing**
- B. Ethnic neighborhood
- C. Close to synagogues and churches
- D. Singles only

Answer: A

Explanation:

Under the New Jersey Law Against Discrimination (LAD) and HUD advertising guidelines:

Ads cannot reference religion, ethnicity, or familial status (e.g., "singles only" or "close to synagogues").

However, housing for older persons (senior housing) is a permitted exception under the Housing for Older Persons Act (HOPA).

Correct answer = D. Senior housing.

Reference: NJ Law Against Discrimination (N.J.S.A. 10:5-1 et seq.); HUD Fair Housing Advertising Guidelines.

NEW QUESTION # 96

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