

New Jersey Real Estate Exam Cheat Sheet

Section: New Jersey Real Estate Exams • **Total Questions:** 10 • **Format:** Verified Q&A

1. Deposit monies may NOT be disbursed to the seller in which circumstance

- (A) At closing or settlement
 - (B) As provided in the sales agreement
 - (C) Upon the written consent of the buyer
 - (D) Upon written request of the seller
-

2. Which of the following is true about asbestos?

- (A) Encapsulation of damaged asbestos can be safer than removal.
 - (B) Latex paint should be used to seal damaged sections of asbestos.
 - (C) Most lenders will not provide mortgage funds to homes with asbestos.
 - (D) It should be removed from houses and public buildings, regardless of its condition.
-

3. Which of the following is a permitted free offering?

- (A) A complimentary home warranty with every listing
 - (B) A coupon for discounted commission on listing services
 - (C) A free dinner for attendees at a homebuyers' evening seminar
 - (D) Free use of a local moving van for all listings
-

4. Under what conditions may a salesperson accept a bonus offered by a seller for services rendered?

- (A) The salesperson receives payment directly from the seller.
 - (B) The salesperson has the broker's approval.
 - (C) The seller pays the bonus to the broker, who passes it on to the salesperson.
 - (D) Under no circumstances
-

5. A homeowner recently installed a new furnace with central air conditioning to replace a 20-year-old furnace. The newly installed unit becomes

- (A) personal property.
 - (B) a trade fixture.
 - (C) chattel.
 - (D) real property.
-

6. If a deed creating a tenancy in common does NOT state the fractional interest of each co-owner, it

- (A) is void.
 - (B) is presumed each owner has an equal interest.
 - (C) must be determined by a majority vote of the tenants.
 - (D) becomes a joint tenancy.
-

7. The feature that most distinguishes a joint tenancy from a tenancy in common is

- (A) undivided interests.
 - (B) unity of possession.
 - (C) right of survivorship.
 - (D) right of transfer.
-

8. Which of the following statements concerning an agreement of sale prepared by a licensee in accordance with New Jersey License Law is CORRECT?

- (A) The agreement must contain a mortgage contingency clause.
 - (B) The agreement must include an Attorney Review Clause.
 - (C) The buyer must be given a three-day right of rescission.
 - (D) The contract must include the attorney general's memorandum on discrimination.
-

9. Planned unit development zoning is also termed

- (A) buffer zoning.
 - (B) cluster zoning.
 - (C) downzoning.
 - (D) exclusionary zoning.
-

10. According to the New Jersey Real Estate License Law, employment agreements between salespersons and brokers MUST include which of the following provisions

- (A) A clause outlining the compensation to salespersons in the event that their employment is terminated
- (B) A clause requiring the salesperson to purchase errors and omissions insurance coverage
- (C) a clause confirming the salesperson's status as an independent contractor
- (D) An attorney review clause stating that it is the broker's option to hire an attorney in order to protect the broker's rights