# New Jersey Real Estate License Practice Exam

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

**1. Which of the following differentiates a bilateral contract from a unilateral contract?**

**(A)** number of parties involved
**(B)** performance obligations of the parties
**(C)** relative value of the object of the contract
**(D)** type of property specified in the contract

**2. Title insurance may be used to protect the interest of**

**(A)** an optionee.
**(B)** a buyer.
**(C)** a broker.
**(D)** a tenant.

**3. With regard to the termination dates in listing contracts, which of the following statements is CORRECT?**

**(A)** Oral listings with a definite termination date are enforceable by brokers.
**(B)** Exclusive agency listings must have a definite termination date.
**(C)** Exclusive right-to-sell listings are not required to state a definite termination date.
**(D)** A listing contract may provide for an automatic extension of the listing term unless written notice is given.

**4. Under New Jersey Real Estate Commission rules, a licensee's obligations to the public include all of the following responsibilities EXCEPT:**

**(A)** accepting any reasonable commission offered by a seller in the course of negotiating a listing agreement
**(B)** dealing honestly with all parties
**(C)** disclosing material defects in a property to a prospective purchaser
**(D)** protecting and promoting the interests of the licensee's principal when acting as an agent

**5. A lender may add 1/12th of the estimated cost of the annual property taxes and hazard insurance on the mortgaged property to the monthly loan payment for deposit in**

**(A)** a PMI account.
**(B)** a margin account.
**(C)** an impound, escrow, or reserve account.
**(D)** an adjustment account.

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**6. A newly licensed salesperson has negotiated with an experienced homebuilder to list a number of houses. The builder insisted that as a term of the listing agreement the builder would be allowed the right to personally sell the houses without paying a commission. This type of listing agreement is known as**

**(A)** exclusive right-to-sell
**(B)** general
**(C)** exclusive agency
**(D)** open listing

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**7. An offer was presented but the seller did not accept the offer; instead the seller suggested different terms that would be more acceptable. Which of the following is FALSE?**

**(A)** This is a rejection of the original offer.
**(B)** This is a counter offer on the original offer.
**(C)** This is a negotiation that keeps the original offer alive.
**(D)** This kills the original offer, which can no longer be accepted.

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**8. Who may give a supportable opinion of market value to be used in seeking a federally related loan to finance a real estate transaction?**

**(A)** a certified appraiser
**(B)** a licensed real estate broker
**(C)** any real estate licensee, in each state in which the licensee is licensed
**(D)** a Certified Public Accountant

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**9. 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.

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**10. A couple's offer was accepted out of 12 other offers**

**(A)** which was surprising because they were only putting 3.5% down with an FHA insured loan. If the appraisal comes in $15

**(B)** 000 less than the agreed amount

**(C)** which of the following would be acceptable to the FHA?

**(D)** making sure this loan is not insured because of the lower appraisal

**(E)** giving the improvements more value and adding money to the appraisal

**(F)** paying the $15

**(G)** 000 difference between contract price and appraised value