

New Jersey Real Estate Cheat Sheet 2026

The night-before summary, built like the exam.

110 Scored questions	4h Time limit	70% (77 of 110 correct —... Passing score
\$38 Exam fee	New Jersey Real Estate ... Governing body	— Pass rate

The numbers to remember

- 110 total questions, 4-hour time limit
- Pass at 70% correct — that's 77 of 110 right
- Exam fee: \$38, paid to PSI Services LLC
- Cancel at least 2 days before your scheduled date or you may forfeit the slot
- Failed attempts can typically be rescheduled within a couple of business days
- Minimum age to apply: 18; prelicensure course: 75 hours at a licensed school
- New Jersey has no reciprocity with any other state
- Initial salesperson license fee (separate from the exam fee): \$160

Content domains and weights

National portion (by percentage):

- Contracts — 19%
- Agency — 13%
- Practice of Real Estate — 12%

New Jersey state-law portion (by item count, salesperson level):

- Statutes and Rules Governing Licensee Activities — 22 items
- Licensing Requirements — 3 items
- Additional Requirements — 3 items
- Duties and Powers of the Real Estate Commission — 2 items

Treat the national percentages and the state-law item counts as two separate study budgets rather than one combined list — they are scored on different scales, so a low item count does not mean a topic is unimportant, only that fewer questions probe it.

High-yield review areas

- Contracts is the single heaviest national topic — review contract formation, essential elements, and remedies for breach closely.
- Statutes and Rules is the single heaviest state-law topic by a wide margin — this is where most New Jersey-specific rule questions will live.
- Agency duties (client vs. customer, disclosure obligations) show up throughout the national portion, not just in the Agency section alone.
- Don't skip the small state-law categories (Licensing Requirements, Additional Requirements, Duties and Powers of the Commission) just because they carry fewer items — they're still testable, and a few careless misses there add up.
- Revisit eligibility basics too: the 18-year minimum age and the 75-hour prelicensure course are foundational facts that can turn up in Licensing Requirements questions.

Top traps

- Answering state-law questions using general real estate logic instead of New Jersey's specific statutory wording.
- Assuming broker-level or instructor-level item counts apply to the salesperson exam — they don't; each license level has its own breakdown.
- Leaving questions blank instead of making your best answer within the 4-hour window.
- Forgetting that the \$38 test fee and the \$160 initial license fee are two separate payments to two separate parties.
- Assuming reciprocity with a prior real estate license from another state — New Jersey does not offer it, so the full course and exam apply regardless of out-of-state credentials.

Official sources

- New Jersey Real Estate Commission — State of New Jersey Real Estate Salesperson, Broker and Instructor Examination Candidate Information Bulletin (PSI Services LLC):
<https://test-takers.psiexams.com/api/content/bulletin/1663>
- New Jersey Real Estate Commission — NJDOBI | Real Estate License Fees:
https://www.nj.gov/dobi/division_rec/licensing/recfees.htm
- New Jersey Real Estate Commission — NJDOBI | Requirements for Licensure as a NJ Real Estate Salesperson or Broker: https://www.nj.gov/dobi/division_rec/licensing/reclicrequire.htm

Free practice questions for this exam: www.everyexamprep.com/practice/exams/real/new-jersey-real-estate-salesperson