



**75- HOUR NEW JERSEY
REAL ESTATE SALESPERSON COURSE**

Information & Enrollment Session

www.exodusreacademy.com

SESSION OBJECTIVES

This session is designed for individuals interested in starting a career in real estate in New Jersey and enrolling in the 75-Hour New Jersey Real Estate Salesperson Course. Attendees will learn about the licensing process, course requirements, state exam, and career opportunities available with a real estate license, making it ideal for anyone exploring a flexible and entrepreneurial career in real estate.

+	THE ROLE ON A NJ LICENSED REAL ESTATE SALESPERSON?
+	LICENSING PROCESS
+	COURSE OVERVIEW
+	COURSE CURRICULIM
+	CAREER OPPORTUNITIES
+	ABOUT EXODUS REAL ESTATE ACADEMY
+	Q & A

LICENSED REAL ESTATE SALESPERSON

Definition:

A person licensed by the New Jersey Real Estate Commission who, for compensation or the expectation of compensation, is employed by and works under the supervision of a licensed real estate broker to perform real estate brokerage activities for others, such as listing, selling, buying, leasing, renting, or negotiating real estate.

New Jersey Statutes Annotated (N.J.S.A.) 45:15-3

“Real estate salesperson’ means any person who, for compensation, valuable consideration, or commission, is employed by or affiliated with a licensed real estate broker to sell, exchange, buy, rent or offer or attempt to negotiate a sale, exchange, purchase or rental of real estate, or an interest therein, for others.”

CORE RESPONSIBILITIES

1. CLIENT REPRESENTATION

Represents buyers, sellers, landlords, and tenants in real estate transactions.

Explains agency relationships and fiduciary duties to clients.

Acts in the best interest of clients while treating all parties honestly and fairly.

2. LISTING & PROPERTY PREPARATION

Conduct property evaluations and comparative market analyses (CMAs)

Advise sellers on pricing, staging, and market timing

Collect property details, disclosures, and required documentation

Prepare listings for MLS and brokerage marketing platforms

3. MARKETING & PROMOTION

- Market properties through:
 - MLS systems
 - Online platforms and social media
 - Open houses and broker tours
- Create marketing materials (photos, descriptions, flyers)
- Promote listings in compliance with fair housing laws

4. SHOWING PROPERTIES

- Schedule and conduct property showings
- Answer buyer/tenant questions about features, pricing, and process
- Provide neighborhood and market insights (without violating fair housing rules)
- Collect feedback and report it to the client

CORE RESPONSIBILITIES

5. NEGOTIATION & OFFER MANAGEMENT

- Present offers, counteroffers, and lease terms
- Negotiate price, contingencies, timelines, and concessions
- Explain contract terms clearly (without giving legal advice)
- Ensure all parties understand their obligations

7. LEGAL & ETHICAL COMPLIANCE

- Follow **state licensing laws** and broker policies
- Comply with **Fair Housing**, anti-discrimination, and consumer protection laws
- Avoid misrepresentation, fraud, or unauthorized practice of law
- Maintain accurate records

6. TRANSACTION COORDINATION

- Assist with contract execution and required addenda
- Coordinate inspections, appraisals, and walk-throughs
- Track deadlines and contingencies
- Communicate with lenders, attorneys, inspectors, and title companies
- Support the process through closing or lease signing



LICENSING PROCESS

- Pass the 75-Hour NJ Real Estate Salesperson School & State Exam
- Minimum age: 18 years old.
- Education: High school diploma or equivalent (GED).
- U.S. citizenship is not required, but you must have legal authorization to work in the U.S. (Social Security Number or (ITIN) Individual Taxpayer Identification Number
- Fingerprints and Background check required; certain criminal convictions can prevent licensure . Anyone with legal/record concerns should review NJ Real Estate Commission guidance and/or consult an attorney if needed

COURSE OVERVIEW



Live instructor-led Zoom classes in meeting mode (you can unmute & interact)

The 75-hour pre-licensing course is the state-mandated education requirement you must complete before you qualify to sit for the New Jersey Real Estate Salesperson licensing exam.

Students may not miss more than 20% (15 hours) of class time. If more than 20% of class time is missed, the class must be started over. All classes start on time. If a student is more than 15 minutes late to a class, either at the start of after a break, that time will be counted toward the 15 hours stated previously.

SCHOOL FINAL EXAM OVERVIEW



- Total Questions: 110 multiple-choice questions
- Time Allowed: 4 hours
- Format: Computer-based
- Results: Immediate — you'll know if you passed as soon as you finish
- Passing grade is 70% or higher
- Student must attend at least 80% of the class session hours required for the course. A student may take the final exam up to 2 times.

Material Breakdown

- General Real Estate Concepts: ~60–65%
- NJ Laws & Regulations: ~15–20%
- Math & Calculations: ~10–15%
- Real Estate Practice: ~10%

COURSE CURRICULUM

1. Introduction to Real Estate

- Role of the real estate salesperson
- Types of real estate (residential, commercial, land)
- Overview of the real estate industry in New Jersey

2. New Jersey License Law & Regulations

- New Jersey Real Estate Commission (NJREC)
- License requirements and responsibilities
- Prohibited acts and disciplinary actions

3. Agency Relationships & Fiduciary Duties

- Client vs. customer
- Buyer agency, seller agency, dual agency
- Fiduciary duties: loyalty, confidentiality, disclosure, obedience, reasonable care



COURSE CURRICULUM

4. Fair Housing Laws & Ethics

- Federal Fair Housing Act
- New Jersey Law Against Discrimination
- Protected classes and prohibited practices
- Ethical conduct and professional standards

5. Property Ownership & Land Use

- Types of ownership and estates
- Deeds, easements, and encroachments
- Zoning, land-use controls, and environmental issues

6. Contracts & Transaction Forms

- Listing agreements and buyer representation agreements
- Sales contracts and leases
- Disclosures required in New Jersey



COURSE CURRICULUM

7. Real Estate Finance

- Mortgage types and lending basics
- Interest, amortization, and loan qualification
- Foreclosure and short sales (overview)

8. Valuation & Appraisal Principles

- Market value vs. price
- Comparative Market Analysis (CMA) basics
- Appraisal methods

9. Real Estate Math

- Commissions and brokerage fees
- Property taxes and prorations
- Loan calculations



COURSE CURRICULUM

10. Leasing & Property Management

- Residential and commercial leases
- Landlord-tenant laws in NJ
- Property management responsibilities

11. Closing & Settlement Process

- Steps from contract to closing
- Role of attorneys, title companies, and lenders
- Closing disclosure and settlement statements

12. Professional Practice & Career Development

- Prospecting and marketing basics
- Working with a broker and real estate teams
- Risk management and best practices

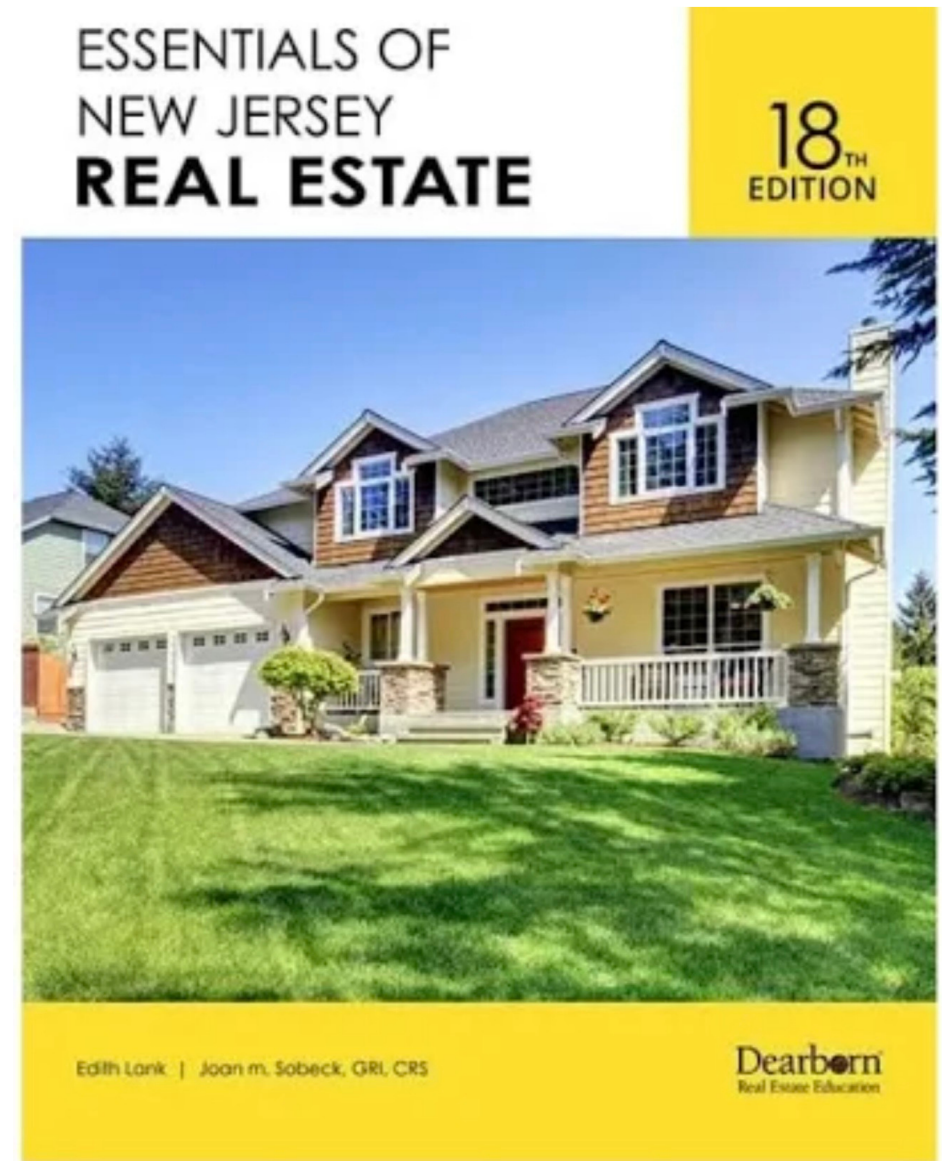
13. Exam Preparation & Review

- Practice questions and exam strategies
- Final course review
- School final exam

COURSE MATERIALS

Essentials of New Jersey Real Estate
18th Edition

Dearborn Real Education





WHY CHOOSE REAL ESTATE PATH?

FLEXIBILITY

Work-Life Balance: Set a schedule that can work alongside family, school, or another job.

INCOME POTENTIAL

Unlimited Earning Power: You're paid on commission, so your income can grow as your skills and effort grow. 1099 independent contractor

GROWTH OPPORTUNITIES

Start as a salesperson and move into roles like team leader, broker, investor, developer, property manager, or instructor.

MAKE A DIFFERENCE

Help families find homes and contribute to neighborhood development.

CAREER OPPORTUNITIES

RESIDENTIAL REAL ESTATE SALESPERSON

- Buyer's Agent
- Listing Agent
- Rental / Leasing Agent
- Open House & Showing Agent

PROPERTY MANAGEMENT

- Property Manager
- Apartment Leasing Consultant
- Community / Building Manager

OPERATIONS & SUPPORT

- Transaction Coordinator
- Real Estate Administrative Assistant
- Closing Coordinator

INVESTMENT & ENTREPRENEURSHIP

- Real Estate Investor
- Real Estate Developer
- Buy-and-Hold Property Owner

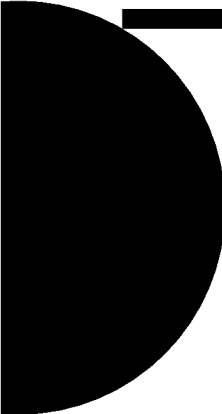
RELATED & HYBRID ROLES

- Real Estate Marketing Specialist
- Real Estate Development Associate
- Real Estate Project Coordinator

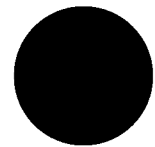
EDUCATION, LEADERSHIP & ADVANCEMENT (WITH EXPERIENCE & ADDITIONAL LICENSING)

- Real Estate Instructor
- Broker-Associate
- Managing Broker
- Brokerage Owner

ABOUT US



Exodus Real Estate Academy is dedicated to thoroughly preparing each student for success in the New Jersey real estate license examination. We accomplish this by providing comprehensive, relevant, and effective education. Understanding the importance of flexibility, we offer class schedules that cater to both day and evening availability. Our curriculum emphasizes practical learning, aiming to prepare future referral agents, salespersons, and brokers for the challenges of the real estate industry. Through interactive discussions and exposure to real-world scenarios, our students gain the knowledge and skills required to excel in their careers.



OUR INSTRUCTORS



Antonique Hodge's passion for real estate has allowed her to rise very quickly in the industry. As a longtime resident of Jersey City, Antonique understands firsthand what is typically most important to clients looking to buy or sell in Jersey City, Hoboken and the surrounding areas. Upon graduating from Montclair State University with a degree in Business Management and Marketing, she began her career in real estate. As a Licensed Real Estate Broker-Salesperson, Antonique epitomizes integrity, energy, hard work and creative service in every detail of the real estate transaction. Antonique's love for real estate has grown so much that she also teaches the NJ Real Estate pre-licensing course.



Shawn started off, like most agents, with a Sales Person license and now holds a Brokers Associate License. In 2017 Shawn became a Licensed Real Estate Instructor and has instructed future agents in obtaining a Sales Person License, existing agents in obtaining a Brokers license and conducting continuing education classes for license renewals.

Shawn volunteers time on various committees to assist real estate agents and property owners and renters. In 2023 Shawn was appointed Vice Chair of the Risk Management Committee for the NJ Association of Realtors and has served on the Data Analytics Committee for the Nation Association of Realtors.

OUR DIRECTOR



Samantha Lamptey is the Broker and CEO of Exodus Real Estate, a full-service residential and commercial real estate firm licensed in New Jersey, New York, Pennsylvania, North Carolina, Florida, Maryland and Georgia. She is also the Co-Owner of Exodus Development, a New Jersey-based real estate development company, the Director of Exodus Real Estate Academy—a New Jersey-licensed real estate pre-licensing school approved by the State of New Jersey—and a Partner of Exodus Architectural Woodwork, a custom architectural millwork and cabinetry company specializing in high-end design and fabrication.

Samantha earned her Bachelor's degree in Communications from St. John's University in Queens, New York, in 2011. Following graduation, she began her professional career at SiriusXM Radio while building a strong foundation in real estate.

Today, Samantha is focused on expanding the Exodus brand alongside her husband, Sellasie Lamptey, Managing Partner of Exodus Architecture & Engineering . Together, they are building a vertically integrated real estate platform that spans brokerage, development, architecture, construction, custom fabrication, and education—delivering a seamless, design-driven approach from concept to completion.

Samantha specializes in contemporary, luxury, and smart homes, with a strong concentration in the Livingston community. She is widely respected for her strategic insight, attention to detail, and commitment to providing exceptional service to clients ranging from first-time homebuyers to seasoned developers and builders.

In addition to her professional leadership, Samantha is a devoted mother of four, balancing entrepreneurship, community engagement, and family life with purpose and intention.

Her leadership and performance have been recognized with the NJ REALTORS® Circle of Excellence Sales Award®



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