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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>• <b>Licensure:</b> This section of the exam measures skills of Real Estate Brokers and focuses on licensure requirements. It emphasizes qualifications necessary for obtaining a license, the activities that legally require licensure, and the processes for license renewal or reactivation. Additionally, it includes the rules for changing employment as a licensee and outlines specific exemptions from licensure under Pennsylvania law.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Agency and Disclosure:</b> This section of the exam measures the skills of Real Estate Salespersons and addresses the importance of proper agency and disclosure. It evaluates knowledge of agency disclosures, the duties of licensees, and how different agency relationships function in practice. It also covers compensation rules and the responsibilities that come with working under different types of agency agreements.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> This section of the exam measures the skills of Real Estate Salespersons and includes several additional knowledge areas important for practice. Candidates are expected to understand property disclosures, the preparation and handling of contracts and forms, and the Pennsylvania Human Relations Act. It also covers the regulations relating to time-shares, as well as leasing and rental practices that are part of everyday real estate transactions.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Regulations Governing the Activities of Licensees:</b> This section of the exam measures the skills of Real Estate Brokers and centers on the professional standards and regulations that govern daily practice. It reviews rules regarding advertising, the working relationship between brokers and salespersons, and the proper handling of client funds and accounts. It also highlights prohibited conduct, as well as the conditions that can lead to suspension or revocation of a license.</li> </ul>

Topic 5	<ul style="list-style-type: none"> <li>• <b>Real Estate Commission:</b> This section of the exam measures skills of Real Estate Salespersons and covers the fundamental duties and powers of the Real Estate Commission. It includes understanding how complaints are handled, how investigations and hearings are conducted, and the processes for appeals. Candidates are also expected to be familiar with the Real Estate Recovery Fund, which provides protection for consumers in certain cases.</li> </ul>
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### Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q15-Q20):

#### NEW QUESTION # 15

A real estate licensee may be disciplined by the Pennsylvania Real Estate Commission for which of the following reasons?

- A. Any felony conviction
- **B. Habitual intoxication or drug addiction**
- C. Nonpayment of Federal income taxes
- D. Inability to obtain automobile liability insurance

**Answer: B**

Explanation:

Under 49 Pa. Code § 35.291 (Reporting of Crimes and Disciplinary Actions), a real estate licensee may face disciplinary action for engaging in unethical conduct, fraud, or incompetence. One of the reasons listed is habitual intoxication or drug addiction, as this impairs the licensee's ability to properly conduct real estate activities.

- \* A felony conviction (Option D - Incorrect) does not automatically result in discipline but is reviewed by the Commission.
- \* Failure to pay taxes (Option C - Incorrect) is a federal issue, not a licensing violation.
- \* Car insurance (Option A - Incorrect) is unrelated to a real estate license.

#### NEW QUESTION # 16

An owner sells a house through a salesperson who works as an independent contractor for a broker. Before the closing, the owner fires the broker. However, the owner agrees to pay the salesperson a \$1,000 fee for services. Which of the following is TRUE?

- A. The owner can cancel any part of the sales contract at any time.
- B. The salesperson may legally accept the \$1,000.
- C. The salesperson may only accept the \$1,000 with the broker's consent.
- **D. The salesperson cannot legally accept the \$1,000.**

**Answer: D**

Explanation:

According to 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may not accept compensation from anyone other than their employing broker.

- \* A salesperson cannot accept direct payments from an owner or buyer (Option A - Correct).
- \* The owner cannot cancel the sales contract unilaterally (Option B - Incorrect).
- \* The salesperson may only be compensated through the broker, even if the owner agrees to direct payment (Option C & D - Incorrect).

### NEW QUESTION # 17

According to Pennsylvania license law, the buyer has the right to cancel purchase of which of the following?

- A. House owned by the salesperson
- B. Apartment with outstanding mortgage
- C. Office space
- **D. Timeshare**

**Answer: D**

### NEW QUESTION # 18

Licensing law in the Commonwealth of Pennsylvania requires that a real estate salesperson be supervised by a licensed real estate broker or a broker-assigned:

- **A. Associate broker.**
- B. Team leader.
- C. Transaction coordinator.
- D. Salesperson.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.241 (Supervision and Operation of Offices), a licensed real estate salesperson must be supervised by a broker or an associate broker designated by the broker.

\* A broker may assign an associate broker (who has passed the broker exam but does not own the brokerage) to oversee salespersons.

\* Salespersons cannot work independently; they must work under the direction of a licensed broker or an assigned associate broker.

Why the other answers are incorrect:

\* Option A (Team Leader): A team leader is not a formal supervisory position under Pennsylvania law unless they are an associate broker or broker.

\* Option B (Salesperson): A salesperson cannot supervise other salespersons.

\* Option D (Transaction Coordinator): A transaction coordinator handles paperwork but does not supervise licensees.

Reference:

49 Pa. Code § 35.241- Supervision and Operation of Offices

### NEW QUESTION # 19

Can a licensed real estate broker prepare an appraisal for a new loan on property that the broker has listed for sale?

- A. Yes, if the appraisal is done before an offer to purchase is accepted by the seller.
- B. Yes, if the appraisal is identified as a comparative market analysis.
- C. Yes, with proper disclosure to the lender about the broker's qualifications.
- **D. No, real property appraisals are not within the scope of practice for a real estate broker.**

**Answer: D**

Explanation:

Under The Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19), only a state-certified or licensed appraiser can perform real estate appraisals for loan purposes.

\* Real estate brokers and salespersons can perform Comparative Market Analyses (CMAs) but cannot legally perform an appraisal for a lender.

\* This restriction ensures that appraisals used for lending purposes meet state and federal standards.

Why the other answers are incorrect:

\* Option A (CMAs as Appraisals): CMAs are not appraisals.

\* Option B (Before Offer Accepted): The timing of the appraisal does not change licensing requirements.

\* Option C (Disclosure to Lender): Even with disclosure, brokers are not permitted to conduct appraisals for loans.

## NEW QUESTION # 20

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