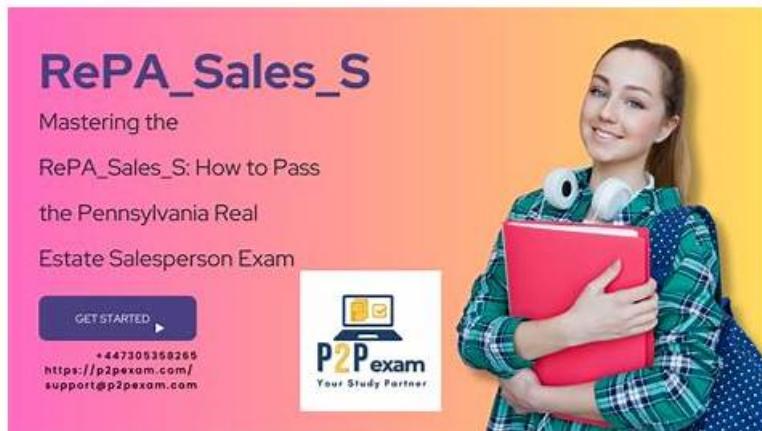


Do You Want To Pass Pennsylvania Real Estate Commission RePA_Sales_S Exam Successfully And Effectively



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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Miscellaneous: 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.
Topic 2	<ul style="list-style-type: none">Real Estate Commission: 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.
Topic 3	<ul style="list-style-type: none">Regulations Governing the Activities of Licensees: 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.
Topic 4	<ul style="list-style-type: none">Agency and Disclosure: 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.

Topic 5	<ul style="list-style-type: none"> • Licensure: 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.
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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q50-Q55):

NEW QUESTION # 50

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

- A. Buyer agent, buyer sub-agent, seller agent, seller sub-agent, and dual agent.
- **B. Buyer agent, seller agent, designated agent, dual agent, and transaction licensee.**
- C. Buyer agent, seller agent, designated agent, dual agent, and rental agent.
- D. Buyer agent, seller agent, designated dual agent, and transaction licensee.

Answer: B

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), the Consumer Notice defines five types of permitted relationships between real estate licensees and consumers:

- * Buyer's Agent- Represents the buyer and has a fiduciary duty to them.
 - * Seller's Agent (Listing Agent)- Represents the seller and has a fiduciary duty to them.
 - * Designated Agent- A brokerage firm designates different agents to represent buyers and sellers in the same firm without creating dual agency.
 - * Dual Agent- A licensee represents both the buyer and seller in the same transaction, with mutual consent.
 - * Transaction Licensee- A real estate licensee who provides services but does not represent either party as an agent.
- Why the other answers are incorrect:
- * Option A (Rental Agent): "Rental agent" is not a defined relationship in Pennsylvania law.
 - * Option B (Buyer & Seller Sub-Agent): Sub-agency is no longer common and is not a required disclosure.
 - * Option D (Designated Dual Agent): Dual agency and designated agency are separate concepts.

NEW QUESTION # 51

The Real Estate Commission does NOT have the power to:

- A. Suspend or revoke real estate licenses.
- B. Impose fines.
- C. Review escrow accounts.
- **D. Certify residential appraisers.**

Answer: D

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the authority to regulate real estate licenses but does not certify real estate appraisers.

* Real estate appraisers in Pennsylvania are regulated by the State Board of Certified Real Estate Appraisers, not the Real Estate Commission.

* The Commission's powers include:

* Suspending or revoking licenses for violations.

* Imposing fines for disciplinary actions.

* Auditing escrow accounts to ensure compliance with regulations.

Why the other answers are incorrect:

* Option A (Suspend or Revoke Licenses): The Commission has the authority to discipline licensees.

* Option B (Impose Fines): The Commission can fine violators for misconduct.

* Option C (Review Escrow Accounts): The Commission can audit escrow accounts to protect client funds.

NEW QUESTION # 52

If clients have questions regarding the sale of their home beyond the licensee's expertise, what MUST the salesperson do?

- A. Seek legal representation for the clients.
- B. Ask their associate broker and advise the clients of the answer.
- C. Advise the clients to seek another salesperson to represent them in the transaction.
- D. **Advise the clients to seek expert advice.**

Answer: D

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

* A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.

* Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

* Option A (Seek Legal Representation for Clients): A salesperson cannot act as a lawyer or obtain legal representation for clients.

* Option C (Ask Associate Broker and Advise Clients): If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.

* Option D (Advise Clients to Seek Another Salesperson): This does not solve the issue; clients need advice from the correct professional, not another salesperson.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

NEW QUESTION # 53

An exclusive listing MUST be in writing and it MUST:

- A. be signed by the cooperating broker
- B. **specify the duration of the listing**
- C. contain provisions regarding acceptable financing arrangements
- D. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice

Answer: B

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 54

What is the status of a person's real estate license after a claim has been paid from the Real Estate Recovery Fund to settle a claim against that licensee?

- A. Inactive
- **B. Suspended**
- C. Reinstated
- D. Active

Answer: B

Explanation:

Under 63 P.S. § 455.803 (Real Estate Recovery Fund), if the Pennsylvania Real Estate Commission pays out money from the Real Estate Recovery Fund due to a licensee's misconduct, the license is automatically suspended.

* A suspended license means the person cannot legally practice real estate until they reimburse the Recovery Fund for the full amount paid, plus interest.

* This is a consumer protection measure to ensure that licensees who cause financial harm cannot continue practicing until restitution is made.

* Once repayment is made, the licensee must apply for reinstatement, which is not automatic and may require a hearing.

Why the other answers are incorrect:

* Option A (Active): The license does not remain active after a payout from the fund.

* Option B (Inactive): "Inactive" means the licensee voluntarily stopped practicing, which is not the case here.

* Option C (Reinstated): Reinstatement does not occur automatically; the licensee must repay the fund and petition for reinstatement.

NEW QUESTION # 55

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