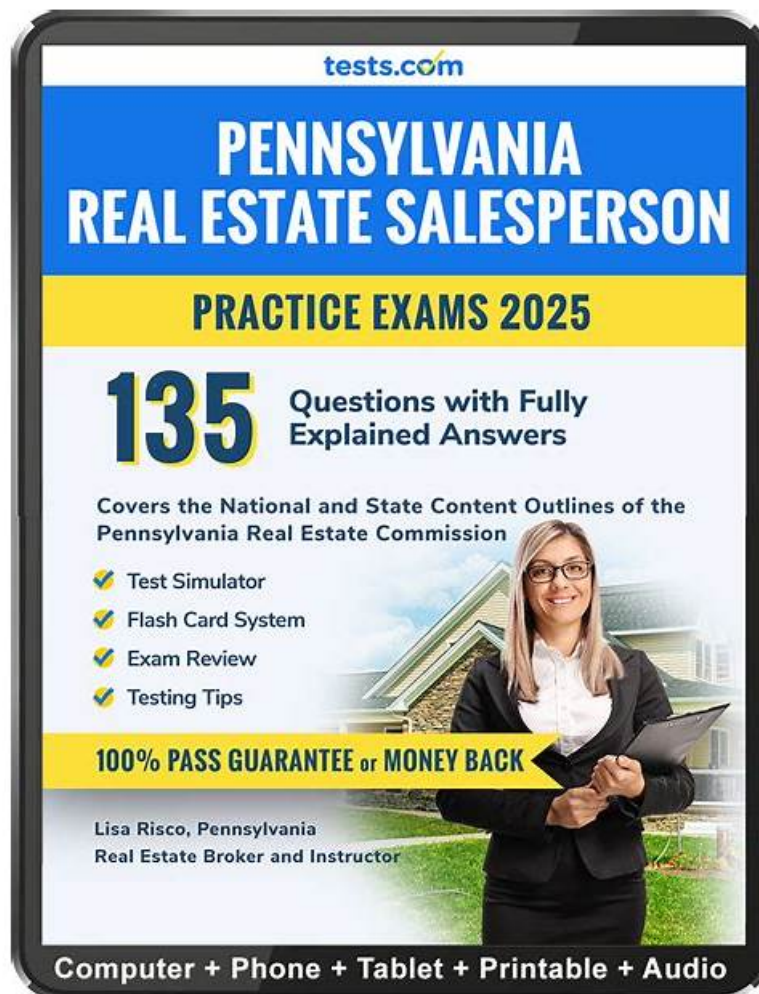


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## **Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q30-Q35):**

### **NEW QUESTION # 30**

A real estate ad in a newspaper placed by a salesperson MUST include the:

- A. Name of the principal.
- B. Municipality in which the property is located.
- C. Legal description of the property.
- **D. Employing broker's name and phone number.**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), any advertisement placed by a real estate salesperson must include the name and phone number of their employing broker.

\* This ensures that the public knows which brokerage is responsible for the property listing and avoids misleading or unverified advertisements.

\* A salesperson cannot advertise properties without clearly identifying their broker to ensure compliance with advertising regulations.

Why the other answers are incorrect:

\* Option A (Municipality): While useful, this is not required in every ad.

\* Option B (Legal Description): A legal property description is not required for advertisements.

\* Option D (Name of the Principal): The seller's name does not need to be included in advertisements.

### **NEW QUESTION # 31**

A salesperson has just obtained the seller's signature on an offer to purchase. When MUST the buyer receive a copy?

- A. Within 24 hours of the offer's acceptance
- **B. Within 1 business day of the offer's acceptance**
- C. At the closing
- D. In a reasonably practicable period of time

**Answer: B**

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), all parties must receive a copy of a signed offer within 1 business day of acceptance.

\* This ensures that buyers and sellers have full documentation of the transaction.

\* Delaying delivery of signed contracts can lead to disputes and potential violations of real estate regulations.

Why the other answers are incorrect:

\* Option A (24 Hours): While fast delivery is preferred, the law specifically states "1 business day."

\* Option C (At Closing): Buyers must receive a copy well before closing.

\* Option D (Reasonably Practicable Time): This is too vague and does not meet the specific 1-business-day requirement.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

### **NEW QUESTION # 32**

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

- A. Making any substantial misrepresentation.
- B. Failing to furnish a copy of a listing contract to an owner after taking a listing.

- C. Failing to include the salesperson's name in all advertising.
- D. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.

**Answer: C**

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), advertisements must include the broker's name but are not required to include the salesperson's name.

- \* While a salesperson's name may appear in an ad, it is not a required element under Pennsylvania law.
- \* However, failing to disclose key information in an ad, such as the broker's name, could result in disciplinary action.

Why the other answers are incorrect:

- \* Option A (Misrepresentation): Misrepresentation is a serious offense and can lead to suspension or revocation.
- \* Option B (Failing to Provide Listing Contract): A copy of the listing contract must be furnished to the seller at the time of signing.
- \* Option D (Failing to Provide Information to the Commission): Failure to respond to an investigation can result in fines, suspension, or revocation.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

63 P.S. § 455.303- Prohibited Acts by Licensees

### NEW QUESTION # 33

The provisions of the Real Estate Licensing and Registration Act apply to:

- A. An attorney-at-law who participates in real estate transactions on behalf of a client.
- B. A real estate licensee selling real estate they own.
- C. A licensed auctioneer who is auctioning property.
- D. A trustee who participates in real estate transactions under the authority of a court order.

**Answer: B**

Explanation:

Under 63 P.S. § 455.304 (Exemptions from Licensing Requirements), most individuals selling their own property are exempt from real estate licensing requirements. However, a real estate licensee selling their own real estate must comply with disclosure laws and ethical obligations.

- \* If a real estate licensee sells their own property, they must disclose in all advertising that they are a licensed real estate professional to avoid misleading the public.
- \* While a non-licensee selling their own property is not covered under real estate licensing laws, a licensed salesperson must adhere to licensing and disclosure laws.

Why the other answers are incorrect:

- \* Option A (Trustee under Court Order): Court-appointed trustees are exempt from real estate licensing requirements.
- \* Option B (Attorney Representing Clients): Attorneys are permitted to handle real estate transactions as part of their legal practice without a real estate license.
- \* Option D (Licensed Auctioneer): Auctioneers selling real estate are regulated under separate auctioneer licensing laws, not real estate licensing laws.

Reference:

63 P.S. § 455.304- Exemptions from Licensing Requirements

### NEW QUESTION # 34

When a tenant who has a service or support animal applies to lease an apartment in a building that does not allow pets, which of the following rules may the landlord follow?

- A. Both state and federal laws require the landlord to allow any service or support animal.
- B. The landlord may disallow the animal if there are no other animals permitted in the building.
- C. The landlord may disallow the animal if it is not federally registered as a support or service animal.
- D. The landlord must allow the service or support animal but may charge an additional deposit.

**Answer: A**

Explanation:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.C. § 12101), both service and emotional support animals must be allowed in rental properties, even in "no pets" buildings.

\* Service animals (such as guide dogs) and emotional support animals (ESA) are not considered "pets" under federal and state law, so landlords cannot prohibit them.

\* A landlord cannot charge an additional deposit or pet fee for service/support animals.

\* The tenant must provide documentation from a licensed medical provider if the disability is not obvious, but there is no requirement for a formal "federal registration" of service animals.

Why the other answers are incorrect:

\* Option B (Charge Additional Deposit): This is illegal under Fair Housing laws because service animals are not "pets".

\* Option C (No Pets Rule): A no-pets policy does not apply to service animals.

\* Option D (Federally Registered Service Animal): There is no federal registry for service animals, so this is not a valid requirement.

References:

Fair Housing Act (42 U.S.C. § 3604)- Disability Protections

Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)- Service Animals Protections

## NEW QUESTION # 35

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