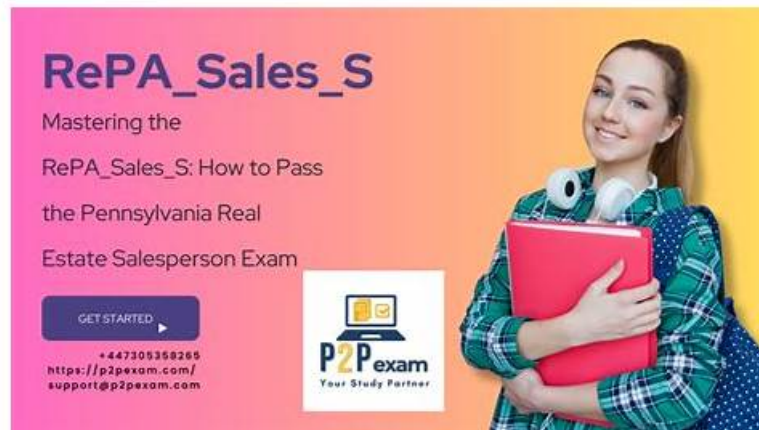


# Choose Updated Pennsylvania Real Estate Commission RePA\_Sales\_S Preparation Material in 3 Formats



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The RealExamFree is one of the top-rated and trusted platforms that are committed to making the PA Salesperson State Exam (RePA\_Sales\_S) certification exam journey successful. To achieve this objective RealExamFree has hired a team of experienced and qualified RePA\_Sales\_S Exam trainers. They work together and put all their expertise to maintain the top standard of Pennsylvania Real Estate Commission RePA\_Sales\_S practice test all the time.

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

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>

## RePA\_Sales\_S Reliable Test Bootcamp & Dumps RePA\_Sales\_S PDF

The Pennsylvania Real Estate Commission RePA\_Sales\_S certification is a valuable credential and comes with certain benefits. You can use PA Salesperson State Exam exam certificate to inspire managers or employers. For many professionals, the Pennsylvania Real Estate Commission RePA\_Sales\_S Certification Exam will not only validate your expertise but also gives you an edge in the job market or the corporate ladder.

### Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q18-Q23):

#### NEW QUESTION # 18

A "For Sale by Owner" property owner has offered a flat fee to any licensee who procures a buyer. The owner's terms specify that 50% of the fee is payable upon contract acceptance, with the other 50% payable upon transfer of title. A CORRECT statement about this arrangement is that it is:

- A. in violation of license law since compensation for real estate sales can come only from listed properties.
- **B. acceptable if the fee is paid to the employing broker.**
- C. acceptable if the fee does not exceed the prevailing commission rate.
- D. in violation of license law since all compensation must be paid at closing.

#### Answer: B

Explanation:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson can only receive payment through their employing broker. This means that if the flat fee is paid to the broker (not directly to the salesperson), then the arrangement is legal.

\* Commission does not have to be paid at closing; payment terms can be negotiated, including split payments.

\* For Sale by Owner (FSBO) properties are not required to be listed with a brokerage, so compensation can still be earned if a licensee brings a buyer.

Why the other answers are incorrect:

\* Option B (Commission Rate Limitations): There are no "prevailing" commission rates since commissions are always negotiable.

\* Option C (Compensation Must Be at Closing): Commission can be structured differently (e.g., partial upfront payment).

\* Option D (Only Listed Properties Qualify for Commission): Agents can earn commission on FSBOs as long as the broker is involved.

#### NEW QUESTION # 19

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

#### Answer: D

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 # 20

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

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

**Answer: D**

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.

Reference:

49 Pa. Code § 35.284- Disclosures of Business Relationships

### NEW QUESTION # 21

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. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.
- B. Making any substantial misrepresentation.
- C. Failing to furnish a copy of a listing contract to an owner after taking a listing.
- **D. Failing to include the salesperson's name in all advertising.**

**Answer: D**

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.

### NEW QUESTION # 22

A person who uses a guide dog visits a real estate office in search of an apartment to rent. How should the salesperson proceed when working with this person?

- A. Ask about the size of the apartment the person is looking for and any other features that the person would like.
- B. Search for apartments that permit pets.
- C. Ask for an increased amount of security deposit to cover potential damage caused by the dog.
- D. Tell the person only about apartments that are designed for people with disabilities.

**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), a salesperson must treat a person with a disability the same as any other prospective tenant, without discrimination.

\* The salesperson should focus on the client's housing needs, such as apartment size and features, rather than their disability.

\* Landlords cannot charge an extra security deposit for service animals.

\* The person is not limited to disability-specific housing; they can rent any unit they qualify for.

Why the other answers are incorrect:

\* Option A (Search for Pet-Friendly Apartments): Service animals are NOT pets, so pet restrictions do not apply.

\* Option B (Charge Extra Deposit): This violates fair housing laws; extra deposits for service animals are illegal.

\* Option C (Limit Options to Disability-Specific Housing): Clients with disabilities must be shown all available housing, not just disability-specific units.

References:

Fair Housing Act (42 U.S.C. § 3604)- Protections for People with Disabilities Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)

## NEW QUESTION # 23

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