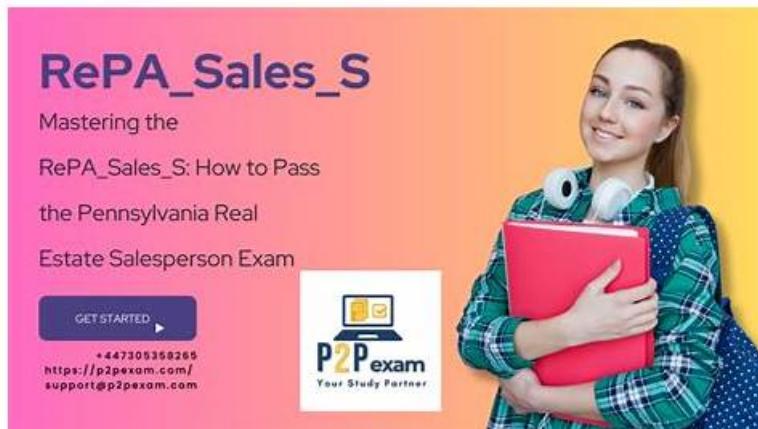


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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.
Topic 5	<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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q27-Q32):

NEW QUESTION # 27

Which entities are authorized to investigate charges against real estate licensees concerning illegal discrimination in the sale or rental of housing?

- A. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission
- B. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission
- C. The Pennsylvania Real Estate Commission and the Better Business Bureau
- D. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature

Answer: A

Explanation:

Both the Pennsylvania Real Estate Commission (PREC) and the Pennsylvania Human Relations Commission (PHRC) have authority to investigate illegal discrimination in real estate transactions.

* The Pennsylvania Human Relations Commission (PHRC) is responsible for enforcing the Pennsylvania Human Relations Act (PHRA), which prohibits discrimination in housing based on race, color, religion, ancestry, age, sex, national origin, disability, and familial status.

* The Pennsylvania Real Estate Commission (PREC) investigates complaints against licensed real estate professionals who violate fair housing laws, including violations of the Real Estate Licensing and Registration Act (RELRA).

Why the other answers are incorrect:

* Option A (Pennsylvania State Legislature and PREC): The Legislature makes laws but does not enforce them or conduct investigations.

* Option B (PREC and Better Business Bureau): The Better Business Bureau (BBB) is a private organization and does not have legal enforcement authority.

* Option C (PHRC and Legislature): The Legislature does not investigate complaints, but the PHRC does.

References:

Pennsylvania Human Relations Act (PHRA) - 43 P.S. § 951 (PHRC Enforcement) Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.101 (PREC Enforcement)

NEW QUESTION # 28

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

Answer: C

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 # 29

According to the Pennsylvania Real Estate Commission, which one of the following actions by a licensee is prohibited conduct?

- A. Failure to engage legal counsel to respond to a Commission request for information stemming from a complaint about the licensee
- B. Negotiating a commission that seriously undercuts those of other brokerage firms
- C. Taking a listing that has a duration of only 2 months
- D. **Failure to disclose the licensee's use of a third party to acquire property listed by the licensee's office**

Answer: D

Explanation:

A real estate licensee in Pennsylvania is prohibited from failing to disclose any personal interest in a transaction. This includes using a third party to purchase property listed by the licensee's own office.

- * 49 Pa. Code § 35.283 (Disclosure of Interest) requires that a licensee must disclose any financial interest they have in a transaction.
- * If a licensee arranges for a third party (such as a relative or business associate) to purchase a property without disclosure, this is considered a serious ethical violation.

Why the other answers are incorrect:

- * Option A (Short Listing Duration): Listings do not have a minimum required time period, so a 2-month duration is permissible.
- * Option B (Undercutting Commission): Commission fees are negotiable, and the Real Estate Commission does not set a minimum fee.
- * Option D (Legal Counsel Not Required): Licensees are not required to hire legal counsel to respond to Commission complaints, but they must respond honestly and fully.

Reference:

49 Pa. Code § 35.283- Disclosure of Interest

NEW QUESTION # 30

Interest earned on an escrow account is:

- A. **Payable subject to an agreement between the parties.**
- B. Equally divided between the buyer and seller.
- C. Equally divided between the listing and selling brokers.
- D. Payable to the broker holding the deposit.

Answer: A

Explanation:

Under 49 Pa. Code § 35.326 (Escrow Accounts and Interest), interest earned on escrow accounts belongs to the party or parties as determined by the terms of the contract or agreement.

- * A broker cannot personally benefit from interest earned on escrow funds unless the contract explicitly allows it.

* The purchase agreement must specify how the interest is handled, whether it is payable to the buyer, seller, or split between parties.

Why the other answers are incorrect:

- * Option A (Payable to the Broker): A broker cannot keep interest from an escrow account unless agreed upon in writing.
- * Option B (Equally Divided Between Buyer and Seller): Interest division is not automatic; it must be outlined in the contract.
- * Option C (Equally Divided Between Brokers): Brokers do not have rights to escrow interest unless explicitly agreed upon.

Reference:

49 Pa. Code § 35.326- Escrow Accounts and Interest

NEW QUESTION # 31

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

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

Answer: A

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 # 32

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