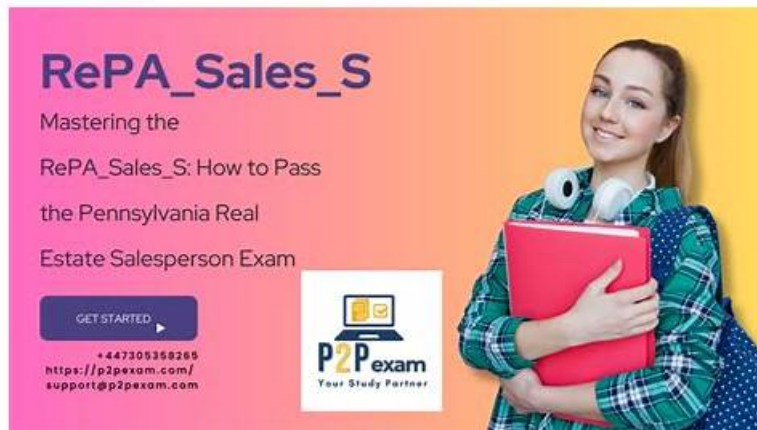


# Pennsylvania Real Estate Commission RePA\_Sales\_S Questions: Turn Your Exam Fear into Confidence [2026]



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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>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>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 4	<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 5	<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>
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## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q19-Q24):

### NEW QUESTION # 19

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

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

**Answer: C**

### NEW QUESTION # 20

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

**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.

### NEW QUESTION # 21

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

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

**Answer: A**

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.

### NEW QUESTION # 22

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

- A. Legal description of the property.
- B. Municipality in which the property is located.
- C. Name of the principal.
- 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 # 23

What MUST a salesperson licensee convicted of a felony do?

- A. Terminate all real estate activities
- B. Discuss the matter with the employing broker to decide what to do
- C. Immediately turn in the real estate license to the Real Estate Commission
- D. Provide the Real Estate Commission with information about the conviction

**Answer: D**

**Explanation:**

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

\* A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.

\* Failing to report the conviction within the required time may result in additional penalties.

\* Immediate license surrender (Option A) is not required.

\* Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.

\* Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

**NEW QUESTION # 24**

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