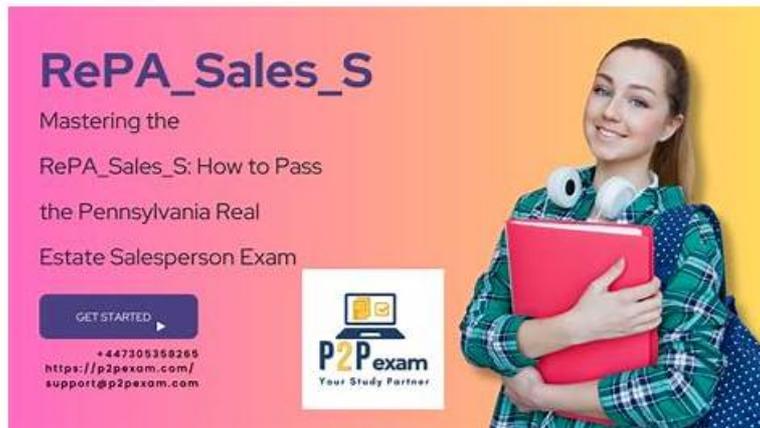


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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"> • 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 5	<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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q44-Q49):

NEW QUESTION # 44

Can a licensed real estate broker prepare an appraisal for a new loan on property that the broker has listed for sale?

- **A. No, real property appraisals are not within the scope of practice for a real estate broker.**
- B. Yes, if the appraisal is identified as a comparative market analysis.
- C. Yes, with proper disclosure to the lender about the broker's qualifications.
- D. Yes, if the appraisal is done before an offer to purchase is accepted by the seller.

Answer: A

Explanation:

Under The Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19), only a state-certified or licensed appraiser can perform real estate appraisals for loan purposes.

* Real estate brokers and salespersons can perform Comparative Market Analyses (CMAs) but cannot legally perform an appraisal for a lender.

* This restriction ensures that appraisals used for lending purposes meet state and federal standards.

Why the other answers are incorrect:

* Option A (CMAs as Appraisals): CMAs are not appraisals.

* Option B (Before Offer Accepted): The timing of the appraisal does not change licensing requirements.

* Option C (Disclosure to Lender): Even with disclosure, brokers are not permitted to conduct appraisals for loans.

NEW QUESTION # 45

The Commission, after obtaining the facts of a verified complaint against a licensee, holding a hearing, and finding that licensee guilty, may:

- A. Make the licensee take up to 20 hours of ethics training.
- **B. Suspend or revoke a license and/or levy a fine of \$1,000 or less.**
- C. Imprison a licensee for no more than 90 days.
- D. Levy a fine of \$2,000 - \$5,000 if this is the licensee's first offense.

Answer: B

Explanation:

Under 63 P.S. § 455.305 (Civil Penalty Provisions), the Pennsylvania Real Estate Commission has the authority to suspend or revoke a license and impose fines of up to \$1,000 per violation.

* The Commission can impose fines but does not have authority over criminal penalties such as imprisonment.

* Suspension or revocation is a common penalty for severe violations, including fraud, misrepresentation, or mismanagement of client funds.

Why the other answers are incorrect:

* Option A (\$2,000 - \$5,000 Fine): The fine limit for first offenses is typically \$1,000 per violation.

* Option C (20 Hours of Ethics Training): Training may be recommended but is not an official penalty imposed by the Commission.

* Option D (90-Day Imprisonment): The Commission does not have authority to impose jail sentences.

Reference:

63 P.S. § 455.305- Civil Penalty Provisions

NEW QUESTION # 46

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law **REQUIRES** that the couple receive a copy of the agreement:

- A. within 5 business days from the time the agreement was signed.
- B. after the licensee obtains their employing broker's signature.
- C. after the cancellation period has expired.
- **D. at the time their signatures are obtained.**

Answer: D

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be provided to the parties at the time of signing.

* This rule ensures transparency and protects clients from unauthorized changes to agreements.

* Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

* Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.

* Option C (After Cancellation Period): There is no required waiting period before providing a copy.

* Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

NEW QUESTION # 47

A salesperson secures a listing priced at \$110,000. A prospective buyer asks the salesperson to write a \$65,000 offer for the property. The salesperson should:

- A. Prepare the offer as requested but not waste the seller's time presenting it.
- **B. Prepare the offer as requested and present it to the seller.**
- C. Suggest that the buyer have another licensee prepare the offer.
- D. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.

Answer: B

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee is required to present all written offers to the seller, regardless of the amount.

* It is the seller's right to accept, reject, or counter an offer, not the salesperson's decision.

* A salesperson cannot refuse to submit an offer based on personal opinions about the price.

* Presenting all offers ensures fair dealings and upholds fiduciary duty to the seller.

Why the other answers are incorrect:

* Option B (Not Waste the Seller's Time): It is the seller's decision to accept or reject an offer, not the salesperson's.

* Option C (Advise Buyer to Offer More): A licensee must remain neutral and cannot pressure a buyer to increase their offer.

* Option D (Suggest Buyer Use Another Agent): There is no reason to transfer the buyer to another agent. The agent must present

the offer.

NEW QUESTION # 48

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. In a reasonably practicable period of time
- D. At the closing

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.

NEW QUESTION # 49

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