

100% Pass Quiz 2026 Pennsylvania Real Estate Commission Fantastic RePA_Sales_S: Valid PA Salesperson State Exam Exam Notes

Pennsylvania Real Estate Exam - Practice Questions with Correct Answers

Harrisburg resident Joseph Bell has worked full-time for Larry Keen, who is the builder-owner of dozens of homes just outside of Harrisburg. Joseph is Larry's "right-hand man," and Larry has given him permission and the authority to take on many of Larry's tasks. Joseph routinely lists homes for sale, as well as actually selling the real estate on Larry's behalf, which of the following best describes Joseph? - ANSWER ✓✓ - He's a building-owner salesperson

Springfield broker, Sam Hovis, has surprised his wife with a 2-week Alaskan cruise to celebrate their 25th wedding anniversary. They are leaving in less than a month and the time flies by. The week before their ship is due to depart, the only other broker in Sam's real estate office, Clyde Lester, breaks his back while attempting to ski a black run. Thankfully, Clyde is not paralyzed, but his injuries are extensive, and he will be out of work for several months. Jenna Bass, an associate broker in Sam's office, offers to take over managing the office in Sam's absence. Which of the following applies in this situation? - ANSWER ✓✓ - Jenna may supervise and manage a real estate office, because broker-associates are permitted to undertake these responsibilities, under the Pennsylvania Code.

Which of the following is excluded from the provisions of the Real Estate Licensing and Registration Act?

- ANSWER ✓✓ - A cemetery company or cemetery owned or controlled by a bona fide church or religious congregation or fraternal organization or by an association created by a bona fide church or religious organization or fraternal organization.

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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">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">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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q12-Q17):

NEW QUESTION # 12

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. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- D. Suggest that the buyer have another licensee prepare the 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 # 13

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. Tell the person only about apartments that are designed for people with disabilities.
- D. Ask for an increased amount of security deposit to cover potential damage caused by the dog.

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.

NEW QUESTION # 14

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

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

NEW QUESTION # 15

A real estate licensee may be disciplined by the Pennsylvania Real Estate Commission for which of the following reasons?

- A. Habitual intoxication or drug addiction
- B. Nonpayment of Federal income taxes
- C. Inability to obtain automobile liability insurance
- D. Any felony conviction

Answer: A

Explanation:

Under 49 Pa. Code § 35.291 (Reporting of Crimes and Disciplinary Actions), a real estate licensee may face disciplinary action for engaging in unethical conduct, fraud, or incompetence. One of the reasons listed is habitual intoxication or drug addiction, as this impairs the licensee's ability to properly conduct real estate activities.

* A felony conviction (Option D - Incorrect) does not automatically result in discipline but is reviewed by the Commission.

* Failure to pay taxes (Option C - Incorrect) is a federal issue, not a licensing violation.

* Car insurance (Option A - Incorrect) is unrelated to a real estate license.

NEW QUESTION # 16

According to the Real Estate Commission, which of the following is REQUIRED to hold a real estate license in Pennsylvania?

- A. A home builder selling his brand new houses
- B. An attorney who holds himself out as a provider of brokerage services
- C. A bank selling its foreclosed properties
- D. An individual selling five unimproved lots that she owns

Answer: B

Explanation:

In Pennsylvania, any person engaging in brokerage activities (such as negotiating sales or leases for compensation) must hold a real estate license unless specifically exempted.

* 49 Pa. Code § 35.201 (Definitions) & 63 P.S. § 455.304 (Exemptions) allow attorneys to practice real estate without a license ONLY IF the services are incidental to their legal practice.

* If an attorney advertises as a real estate broker or regularly engages in real estate transactions beyond legal services, they must obtain a real estate license.

Why the other answers are incorrect:

* Option B (Home Builder Selling New Houses): Builders are exempt when selling their own newly constructed homes.

* Option C (Banks Selling Foreclosures): Banks are exempt under 63 P.S. § 455.304 (a)(5) since they are not in the business of selling real estate for profit.

* Option D (Selling Five Unimproved Lots): Individuals selling their own property do not need a license, even for multiple lots.

NEW QUESTION # 17

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According to the statistic about candidates, we find that some of them take part in the Pennsylvania Real Estate Commission exam for the first time. Considering the inexperience of most candidates, we provide some free trial for our customers to have a basic knowledge of the RePA_Sales_S exam guide and get the hang of how to achieve the RePA_Sales_S Exam Certification in their first attempt. You can download a small part of PDF demo, which is in a form of questions and answers relevant to your coming RePA_Sales_S exam, and then you may have a decision about whether you are content with it. Our RePA_Sales_S exam questions are worthy to buy.

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