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Pennsylvania Real Estate Commission - RePA_Sales_S - PA Salesperson State Exam –The Best Study Material

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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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 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 (Q47-Q52):

NEW QUESTION # 47

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

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

Answer: C

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 # 48

When a licensed salesperson changes from one broker to another, the Pennsylvania Real Estate Commission MUST be notified within how many days after the intended date of the change?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

Explanation:

Under 49 Pa. Code § 35.301 (Changes in Employment Status), a salesperson must notify the Pennsylvania Real Estate Commission within 10 days of switching brokers.

* This ensures that the Commission's records remain up-to-date and that the salesperson is properly licensed under a supervising broker.

* Failure to report the change within 10 days can result in disciplinary action.

Why the other answers are incorrect:

* Option A (5 Days): The regulation clearly states 10 days, not 5.

* Option C (15 Days): This exceeds the allowed time frame for notification.

* Option D (30 Days): Waiting 30 days is too long and would violate Pennsylvania licensing laws.

Reference:

49 Pa. Code § 35.301- Changes in Employment Status

NEW QUESTION # 49

What MUST a salesperson licensee convicted of a felony do?

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

Answer: B

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.

Reference:

49 Pa. Code § 35.288- Reporting of Crimes and Disciplinary Actions

Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.303 (Criminal Background)

NEW QUESTION # 50

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 furnish a copy of a listing contract to an owner after taking a listing
- B. Making any substantial misrepresentation.
- C. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.
- **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 # 51

If a salesperson representing a buyer gets information from the seller's agent as to the status of the real estate transaction, what is the buyer's agent REQUIRED to do?

- A. Advise the listing broker as to the status of the transaction.
- B. Advise the seller as to the status of the transaction.
- **C. Advise the buyer as to the status of the transaction.**
- D. Advise the loan officer as to the status of the transaction.

Answer: C

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), a buyer's agent has a fiduciary duty to their client. This means the agent must act in the buyer's best interest and communicate all material information regarding the transaction to the buyer.

- * The buyer's agent's primary responsibility is to the buyer (Option B - Correct).
- * The buyer's agent does not have any fiduciary duty to the seller (Option A - Incorrect).
- * The buyer's agent is not required to inform the listing broker (Option C - Incorrect).
- * The loan officer does not have the same level of involvement in fiduciary duties as the buyer (Option D - Incorrect).

Reference:

49 Pa. Code § 35.284- Disclosure of Business Relationships

NEW QUESTION # 52

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