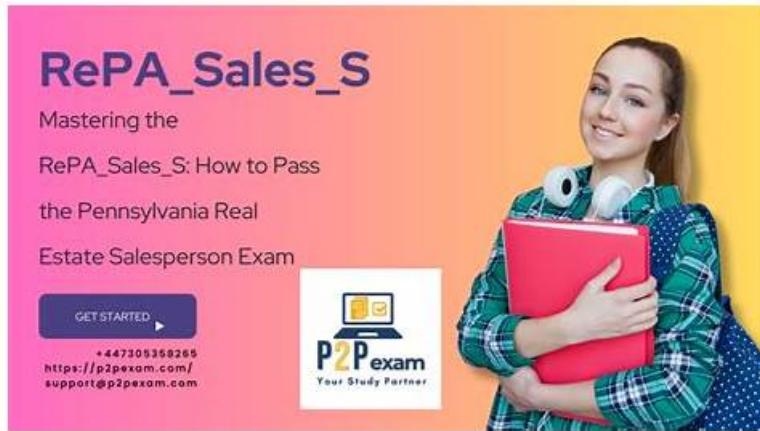


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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

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>• 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.</li></ul>
Topic 3	<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 4	<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 5	<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>
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## **Pennsylvania Real Estate Commission RePA\_Sales\_S Questions To Make Sure Results [2026]**

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### **Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q34-Q39):**

#### **NEW QUESTION # 34**

The Real Estate Commission does NOT have the power to:

- A. Review escrow accounts.
- **B. Certify residential appraisers.**
- C. Suspend or revoke real estate licenses.
- D. Impose fines.

#### **Answer: B**

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the authority to regulate real estate licenses but does not certify real estate appraisers.

\* Real estate appraisers in Pennsylvania are regulated by the State Board of Certified Real Estate Appraisers, not the Real Estate Commission.

\* The Commission's powers include:

\* Suspending or revoking licenses for violations.

\* Imposing fines for disciplinary actions.

\* Auditing escrow accounts to ensure compliance with regulations.

Why the other answers are incorrect:

\* Option A (Suspend or Revoke Licenses): The Commission has the authority to discipline licensees.

\* Option B (Impose Fines): The Commission can fine violators for misconduct.

\* Option C (Review Escrow Accounts): The Commission can audit escrow accounts to protect client funds.

#### **NEW QUESTION # 35**

What MUST a salesperson licensee convicted of a felony do?

- A. Discuss the matter with the employing broker to decide what to do
- B. Terminate all real estate activities
- 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 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 # 36

In order to work as a property manager for compensation, an individual must:

- **A. Hold a real estate license and, if not a broker, be supervised by a broker.**
- B. Complete a certification for property management.
- C. Pass a separate examination in principles of property management.
- D. Complete at least one course in property management every two years.

#### Answer: A

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license unless the individual is directly employed by the property owner.

\* If a property manager is conducting leasing or rental activities for multiple property owners, they must be licensed and supervised by a broker.

\* The law ensures that individuals managing properties for others operate under proper ethical and legal guidelines.

Why the other answers are incorrect:

\* Option A (Certification for Property Management): No separate property management certification is required under Pennsylvania law.

\* Option B (Separate Exam for Property Management): A separate exam for property management is not required.

\* Option C (Ongoing Property Management Courses): Continuing education is required for license renewal, but specific property management courses are not mandatory.

### NEW QUESTION # 37

What MUST a licensee do before she can advertise, show, or offer a property?

- A. Prepare a comparative market analysis for the property.
- B. Prepare a preliminary appraisal of the property.
- C. Provide a list of clients for whom she has successfully completed real estate transactions in the area.
- **D. Obtain authorization from the owner of the property.**

#### Answer: D

Explanation:

Before advertising, showing, or offering any property, a real estate licensee must obtain written authorization from the property owner. This is a legal requirement to ensure that the licensee has the right to represent the property.

\* 49 Pa. Code § 35.331 (Written Agreements Generally) states that a real estate licensee must have a written agreement with the property owner before performing any real estate services, including advertising and showing the property.

\* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) further clarifies that exclusive agreements must be in writing and signed by both the owner and broker.

\* Without the owner's written consent, a licensee could be subject to penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

\* Option A (Preliminary Appraisal): Licensees are not required to conduct appraisals unless they are certified appraisers.

\* Option C (List of Clients): There is no requirement to provide a history of past transactions before listing or advertising a property.

\* Option D (Comparative Market Analysis - CMA): A CMA is useful for pricing but is not required before advertising or showing a property.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

### NEW QUESTION # 38

A broker has been hired by a buyer to find an investment property. Upon locating a suitable property listed by another firm, the broker MUST:

- A. Recommend a professional inspection of the property.
- B. Disclose their dual representation, in writing, to both buyer and seller.
- C. Initiate a title search of the property.
- D. **Disclose to the listing broker or the seller that they represent the buyer.**

#### Answer: D

Explanation:

Under 49 Pa. Code § 35.311 (Duties of Buyer's Agent), a buyer's agent must disclose their relationship to the listing broker or seller before providing substantive services.

\* This ensures that all parties understand who represents whom in the transaction.

\* Failure to disclose agency relationships could result in ethical violations and penalties from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

\* Option A (Initiate a Title Search): This is typically done by the buyer's attorney or title company, not the real estate broker.

\* Option B (Recommend an Inspection): While good practice, it is not legally required under agency law.

\* Option C (Disclose Dual Representation): This is incorrect because the broker is not acting as a dual agent in this case.

### NEW QUESTION # 39

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