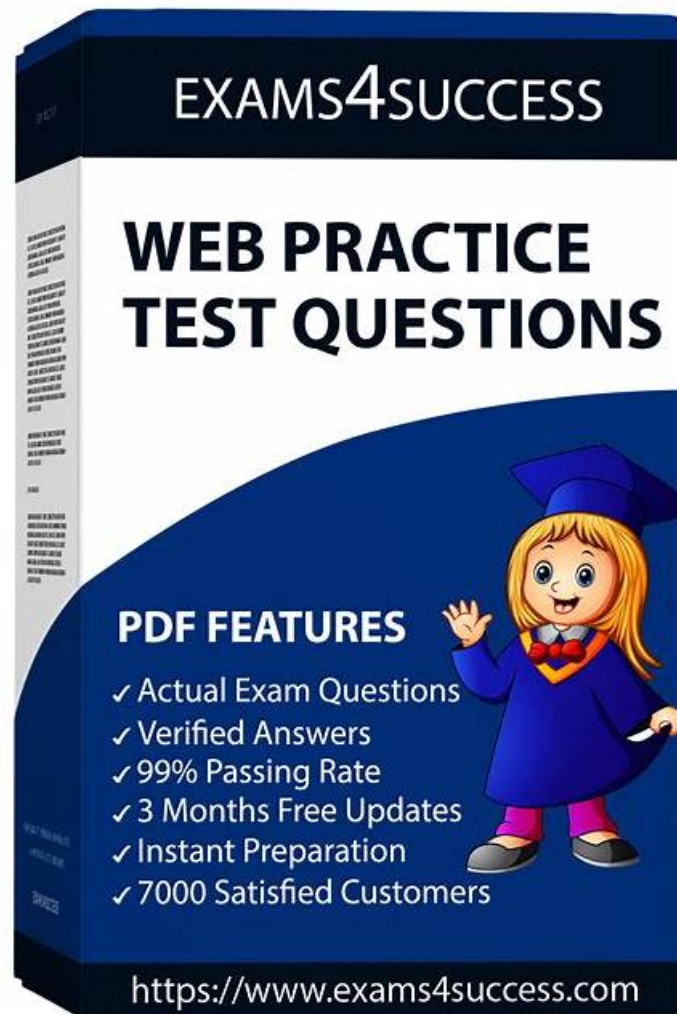


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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"> • 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 3	<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 4	<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 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.

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Free PDF Quiz 2026 Pennsylvania Real Estate Commission RePA_Sales_S: Fantastic Latest PA Salesperson State Exam Exam Experience

No matter how much you study, it can be difficult to feel confident going into the PA Salesperson State Exam (RePA_Sales_S) exam. However, there are a few things you can do to help ease your anxiety and boost your chances of success. First, make sure you prepare with Real RePA_Sales_S Exam Dumps. If there are any concepts you're unsure of, take the time to take RePA_Sales_S practice exams until you feel comfortable.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q19-Q24):

NEW QUESTION # 19

An owner sells a house through a salesperson who works as an independent contractor for a broker. Before the closing, the owner fires the broker. However, the owner agrees to pay the salesperson a \$1,000 fee for services. Which of the following is TRUE?

- A. The salesperson may only accept the \$1,000 with the broker's consent.
- B. The owner can cancel any part of the sales contract at any time.
- C. The salesperson cannot legally accept the \$1,000.
- D. The salesperson may legally accept the \$1,000.

Answer: C

Explanation:

According to 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may not accept compensation from anyone other than their employing broker.

* A salesperson cannot accept direct payments from an owner or buyer (Option A - Correct).

* The owner cannot cancel the sales contract unilaterally (Option B - Incorrect).

* The salesperson may only be compensated through the broker, even if the owner agrees to direct payment (Option C & D - Incorrect).

Reference:

49 Pa. Code § 35.283- Compensation and Commission

NEW QUESTION # 20

When a tenant who has a service or support animal applies to lease an apartment in a building that does not allow pets, which of the following rules may the landlord follow?

- A. The landlord may disallow the animal if it is not federally registered as a support or service animal.
- B. The landlord may disallow the animal if there are no other animals permitted in the building.
- C. The landlord must allow the service or support animal but may charge an additional deposit.
- **D. Both state and federal laws require the landlord to allow any service or support animal.**

Answer: D

Explanation:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.C. § 12101), both service and emotional support animals must be allowed in rental properties, even in "no pets" buildings.

* Service animals (such as guide dogs) and emotional support animals (ESA) are not considered "pets" under federal and state law, so landlords cannot prohibit them.

* A landlord cannot charge an additional deposit or pet fee for service/support animals.

* The tenant must provide documentation from a licensed medical provider if the disability is not obvious, but there is no requirement for a formal "federal registration" of service animals.

Why the other answers are incorrect:

* Option B (Charge Additional Deposit): This is illegal under Fair Housing laws because service animals are not "pets".

* Option C (No Pets Rule): A no-pets policy does not apply to service animals.

* Option D (Federally Registered Service Animal): There is no federal registry for service animals, so this is not a valid requirement.

References:

Fair Housing Act (42 U.S.C. § 3604)- Disability Protections

Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)- Service Animals Protections

NEW QUESTION # 21

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 individual selling five unimproved lots that she owns
- **C. An attorney who holds himself out as a provider of brokerage services**
- D. A bank selling its foreclosed properties

Answer: C

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.

References:

63 P.S. § 455.304- Exemptions from Licensing

NEW QUESTION # 22

According to the Pennsylvania Landlord-Tenant Act, a tenant must be notified of the final disposition of their security deposit within what time period following the end of the lease?

- A. Immediately upon completion of the landlord's final inspection of the premises
- **B. Within 30 days**
- C. Within 60 days
- D. Within 5 days

Answer: B

Explanation:

Under The Pennsylvania Landlord and Tenant Act of 1951 (68 P.S. § 250.512), a landlord must return the tenant's security deposit or provide a written explanation of any deductions within 30 days of lease termination.

* If the landlord withholds any portion of the deposit, they must provide an itemized list of damages and the amount deducted.

* If the landlord fails to return the deposit or provide an itemized list within 30 days, they forfeit their right to keep any portion of the deposit and may be subject to legal penalties.

* The tenant must provide a forwarding address to receive the deposit or notice.

Why the other answers are incorrect:

* Option A (5 Days): There is no 5-day requirement in Pennsylvania law.

* Option C (60 Days): The landlord is required to act within 30 days, not 60 days.

* Option D (Immediately upon inspection): While an inspection may occur, the law grants the landlord up to 30 days to finalize deductions and return funds.

NEW QUESTION # 23

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

Answer: A

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 # 24

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While the Pennsylvania Real Estate Commission RePA_Sales_S practice questions in PDF format are helpful for learning all the relevant answers to clear the RePA_Sales_S exam, we offer an additional tool to enhance your confidence and skills. Our online Pennsylvania Real Estate Commission Practice Test engine allows you to learn and practice for the PA Salesperson State Exam (RePA_Sales_S) exam simultaneously. This feature is designed to strengthen your knowledge and ensure you are fully prepared for success.

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