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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"> 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 (Q10-Q15):

NEW QUESTION # 10

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. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.
- C. Failing to include the salesperson's name in all advertising.
- D. Making any substantial misrepresentation.

Answer: C

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.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements
 63 P.S. § 455.303- Prohibited Acts by Licensees

NEW QUESTION # 11

A salesperson owns a residence and wishes to sell it without listing it. Under Pennsylvania license law, the salesperson MUST:

- A. offer a sales commission or fee to cooperating brokers
- **B. disclose in all advertising that the owner of the property is a real estate licensee**
- C. have an active license
- D. list the property with their firm

Answer: B

Explanation:

Under 49 Pa. Code § 35.285 (Disclosure of Real Estate Affiliations), a licensee selling their own property MUST disclose that they are a real estate licensee in all advertisements and communications.

* The disclosure must be made in a clear and conspicuous manner to inform potential buyers that the seller has professional real estate expertise.

* This rule prevents deception and ensures fair dealings in real estate transactions.

Why the other answers are incorrect:

* Option A (List Property with Firm): Licensees are NOT required to list their own property with their firm.

* Option C (Offer Commission to Brokers): There is no requirement to offer compensation to other brokers.

* Option D (Have an Active License): A licensee can still sell their own property even if their license is inactive, but they must disclose their license status.

NEW QUESTION # 12

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

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

Answer: B

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.

Reference:

49 Pa. Code § 35.291- Reporting of Crimes and Disciplinary Actions

NEW QUESTION # 13

A listing agreement must contain all of the following EXCEPT:

- **A. The broker's license number.**

- B. The duration of the listing.
- C. A description of the services to be provided.
- D. The broker's compensation.

Answer: A

Explanation:

Under 49 Pa. Code § 35.332 (Exclusive Listing Agreements), all listing agreements must specify the services provided, the duration of the agreement, and the compensation of the broker. However, there is no requirement to include the broker's license number.

- * A listing agreement must clearly state the terms under which the broker will perform services and how they will be compensated.
- * The duration of the agreement must also be specified to prevent misunderstandings.

Why the other answers are incorrect:

- * Option A (Description of Services): This is a required component of the listing agreement.
- * Option B (Duration of Listing): A listing agreement must have a start and end date.
- * Option D (Broker's Compensation): Compensation must be clearly stated in the listing agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 14

The Pennsylvania Real Estate Commission has received a written complaint that a licensee is engaging in an activity prohibited by the Real Estate Licensing and Registration Act. What action is the Commission empowered to take?

- A. Transfer the matter to civil authorities in the county in which the alleged activity occurred.
- **B. Ascertain the facts and, if warranted, hold a hearing.**
- C. Suspend the licensee's license for a period not to exceed 6 months.
- D. Serve the licensee with a cease and desist order.

Answer: B

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the power to investigate complaints, hold hearings, and impose disciplinary actions under 63 P.S. § 455.404 (Powers of the Commission).

- * The Commission will first investigate the complaint to determine if the allegations are valid.
- * If warranted, the Commission will hold a formal hearing to decide on appropriate disciplinary action.
- * Possible penalties include fines, suspension, or revocation of the license.

Why the other answers are incorrect:

- * Option A (Automatic 6-Month Suspension): The Commission does not impose automatic suspensions; each case is reviewed individually.
- * Option C (Cease and Desist Order): This is typically used for unlicensed real estate activities, not licensed misconduct.
- * Option D (Transfer to Civil Authorities): While some cases (e.g., fraud) may be referred to law enforcement, the Commission itself first investigates.

NEW QUESTION # 15

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