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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>• <b>Licensure:</b> 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 2	<ul style="list-style-type: none"> <li>• <b>Real Estate Commission:</b> 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 3	<ul style="list-style-type: none"> <li>• <b>Regulations Governing the Activities of Licensees:</b> 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>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Agency and Disclosure:</b> 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 5	<ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> 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>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q11-Q16):

### NEW QUESTION # 11

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. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- B. Suggest that the buyer have another licensee prepare the offer.
- C. Prepare the offer as requested but not waste the seller's time presenting it.
- **D. Prepare the offer as requested and present it to the seller.**

**Answer: D**

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 # 12

Which of the following activities performed by the manager of a multifamily dwelling REQUIRES a real estate license?

- A. Distributing building rules and regulations
- B. Showing apartments to prospective renters
- C. Providing information on rental amounts to prospective renters
- **D. Entering into leases**

**Answer: D**

Explanation:

A real estate license is required to enter into leases on behalf of a landlord because this involves negotiating real estate transactions.

\* According to 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license.

\* A property manager who is actively negotiating leases must hold a real estate license unless they are directly employed by the property owner.

Why the other answers are incorrect:

\* Option B (Distributing Rules): This does not require a license since it is administrative.

\* Option C (Showing Apartments): Showing apartments does not require a license as long as no negotiations occur.

\* Option D (Providing Rental Info): Providing information is not negotiating a lease, so a license is not needed.

### NEW QUESTION # 13

A listing agreement must contain all of the following EXCEPT:

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

**Answer: B**

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.

### NEW QUESTION # 14

If clients have questions regarding the sale of their home beyond the licensee's expertise, what MUST the salesperson do?

- **A. Advise the clients to seek expert advice.**
- B. Ask their associate broker and advise the clients of the answer.
- C. Advise the clients to seek another salesperson to represent them in the transaction.
- D. Seek legal representation for the clients.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

\* A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.

\* Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

\* Option A (Seek Legal Representation for Clients): A salesperson cannot act as a lawyer or obtain legal representation for clients.

\* Option C (Ask Associate Broker and Advise Clients): If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.

\* Option D (Advise Clients to Seek Another Salesperson): This does not solve the issue; clients need advice from the correct professional, not another salesperson.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

### NEW QUESTION # 15

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. Tell the person only about apartments that are designed for people with disabilities.
- B. Search for apartments that permit pets.
- C. Ask about the size of the apartment the person is looking for and any other features that the person would like.
- D. Ask for an increased amount of security deposit to cover potential damage caused by the dog.

**Answer: C**

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 # 16

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