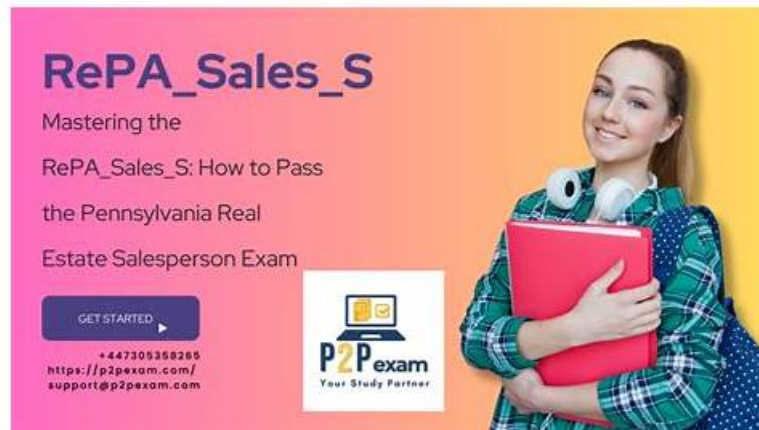


# Here are the Top Tips to Pass the Pennsylvania Real Estate Commission RePA\_Sales\_S Certification



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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>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 2	<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 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>• 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 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>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q14-Q19):

### NEW QUESTION # 14

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

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

**Answer: D**

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 # 15

An exclusive listing MUST be in writing and it MUST:

- A. contain provisions regarding acceptable financing arrangements
- B. specify the duration of the listing
- C. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- D. be signed by the cooperating broker

**Answer: B**

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

\* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

\* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

\* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

\* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

\* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

#### **NEW QUESTION # 16**

A salesperson is representing a buyer who wants to make an offer on a property that is listed by another licensee in her office. Without the listing licensee's knowledge, she becomes aware that the sellers are getting divorced. In what capacity would the salesperson NOT be able to share the information?

- A. Sub-agent of the buyer
- B. Designated buyer agent
- C. Transaction licensee
- **D. Dual agent**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.314 (Duties of Dual Agents), a dual agent represents both the buyer and seller in the same transaction and must maintain neutrality by not disclosing confidential information unless required by law.

\* If the salesperson has knowledge that the sellers are getting divorced, this is considered confidential information that could harm their negotiating position.

\* Dual agents cannot disclose confidential facts that would disadvantage either party unless both parties agree in writing.

\* Disclosure of confidential details in a dual agency scenario would be a violation of Pennsylvania real estate law.

Why the other answers are incorrect:

\* Option B (Sub-Agent of Buyer): A sub-agent of the buyer has a fiduciary duty to the buyer and may disclose information that benefits them.

\* Option C (Transaction Licensee): A transaction licensee does not represent either party and may disclose non-confidential information.

\* Option D (Designated Buyer Agent): A designated agent works solely for the buyer and is free to disclose information that benefits them.

#### **NEW QUESTION # 17**

The provisions of the Real Estate Licensing and Registration Act apply to:

- A. A trustee who participates in real estate transactions under the authority of a court order.
- **B. A real estate licensee selling real estate they own.**
- C. A licensed auctioneer who is auctioning property.
- D. An attorney-at-law who participates in real estate transactions on behalf of a client.

**Answer: B**

Explanation:

Under 63 P.S. § 455.304 (Exemptions from Licensing Requirements), most individuals selling their own property are exempt from real estate licensing requirements. However, a real estate licensee selling their own real estate must comply with disclosure laws and ethical obligations.

\* If a real estate licensee sells their own property, they must disclose in all advertising that they are a licensed real estate professional to avoid misleading the public.

\* While a non-licensee selling their own property is not covered under real estate licensing laws, a licensed salesperson must adhere to licensing and disclosure laws.

Why the other answers are incorrect:

\* Option A (Trustee under Court Order): Court-appointed trustees are exempt from real estate licensing requirements.

\* Option B (Attorney Representing Clients): Attorneys are permitted to handle real estate transactions as part of their legal practice without a real estate license.

\* Option D (Licensed Auctioneer): Auctioneers selling real estate are regulated under separate auctioneer licensing laws, not real estate licensing laws.

Reference:

63 P.S. § 455.304- Exemptions from Licensing Requirements

### NEW QUESTION # 18

According to the Pennsylvania Real Estate Commission, which one of the following actions by a licensee is prohibited conduct?

- **A. Failure to disclose the licensee's use of a third party to acquire property listed by the licensee's office**
- B. Failure to engage legal counsel to respond to a Commission request for information stemming from a complaint about the licensee
- C. Taking a listing that has a duration of only 2 months
- D. Negotiating a commission that seriously undercuts those of other brokerage firms

**Answer: A**

Explanation:

A real estate licensee in Pennsylvania is prohibited from failing to disclose any personal interest in a transaction. This includes using a third party to purchase property listed by the licensee's own office.

\* 49 Pa. Code § 35.283 (Disclosure of Interest) requires that a licensee must disclose any financial interest they have in a transaction.

\* If a licensee arranges for a third party (such as a relative or business associate) to purchase a property without disclosure, this is considered a serious ethical violation.

Why the other answers are incorrect:

\* Option A (Short Listing Duration): Listings do not have a minimum required time period, so a 2-month duration is permissible.

\* Option B (Undercutting Commission): Commission fees are negotiable, and the Real Estate Commission does not set a minimum fee.


\* Option D (Legal Counsel Not Required): Licensees are not required to hire legal counsel to respond to Commission complaints, but they must respond honestly and fully.

### NEW QUESTION # 19

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We learned that a majority of the candidates for the RePA\_Sales\_S exam are office workers or students who are occupied with a lot of things, and do not have plenty of time to prepare for the RePA\_Sales\_S exam. Taking this into consideration, we have tried to improve the quality of our RePA\_Sales\_S Training Materials for all our worth. Now, I am proud to tell you that our RePA\_Sales\_S study dumps are definitely the best choice for those who have been yearning for success but without enough time to put into it.

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