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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details

Topic 1	<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 2	<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 3	<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 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"> • 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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q44-Q49):

NEW QUESTION # 44

A "For Sale by Owner" property owner has offered a flat fee to any licensee who procures a buyer. The owner's terms specify that 50% of the fee is payable upon contract acceptance, with the other 50% payable upon transfer of title. A CORRECT statement about this arrangement is that it is:

- A. in violation of license law since all compensation must be paid at closing.
- B. acceptable if the fee does not exceed the prevailing commission rate.
- C. acceptable if the fee is paid to the employing broker.
- D. in violation of license law since compensation for real estate sales can come only from listed properties.

Answer: C

Explanation:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson can only receive payment through their employing broker. This means that if the flat fee is paid to the broker (not directly to the salesperson), then the arrangement is legal.

* Commission does not have to be paid at closing; payment terms can be negotiated, including split payments.

* For Sale by Owner (FSBO) properties are not required to be listed with a brokerage, so compensation can still be earned if a licensee brings a buyer.

Why the other answers are incorrect:

* Option B (Commission Rate Limitations): There are no "prevailing" commission rates since commissions are always negotiable.

* Option C (Compensation Must Be at Closing): Commission can be structured differently (e.g., partial upfront payment).

* Option D (Only Listed Properties Qualify for Commission): Agents can earn commission on FSBOs as long as the broker is involved.

NEW QUESTION # 45

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

Answer: B

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 # 46

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

Answer: B

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.

NEW QUESTION # 47

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Directly receive a commission from the buyer as well as the seller.
- **B. Receive commission and bonuses through their broker.**
- C. Pay a referral fee directly to another licensed salesperson.
- D. Agree to split commissions with another licensee and pay the split directly to the other licensee.

Answer: B

Explanation:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may only receive compensation through their employing broker. All commissions, bonuses, or referral fees must be paid by the broker and not directly to or from another licensee.

* A real estate salesperson cannot accept direct payment from clients, buyers, or sellers.

* Any bonus or commission earned must first go to the broker, who then distributes the appropriate amount to the salesperson.

Why the other answers are incorrect:

* Option A (Direct Commission from Buyer & Seller): Salespersons cannot accept direct payments from clients; all payments must go through their broker.

* Option B (Pay Referral Fee to Another Salesperson): Only brokers can pay referral fees. A salesperson cannot pay another licensee.

* Option D (Split Commission Directly with Another Licensee): Commissions must be handled by the broker, not between individual agents.

NEW QUESTION # 48

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

- A. Buyer agent, seller agent, designated dual agent, and transaction licensee.
- B. Buyer agent, seller agent, designated agent, dual agent, and rental agent.
- C. Buyer agent, seller agent, designated agent, dual agent, and transaction licensee.
- D. Buyer agent, buyer sub-agent, seller agent, seller sub-agent, and dual agent.

Answer: C

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), the Consumer Notice defines five types of permitted relationships between real estate licensees and consumers:

* Buyer's Agent- Represents the buyer and has a fiduciary duty to them.

* Seller's Agent (Listing Agent)- Represents the seller and has a fiduciary duty to them.

* Designated Agent- A brokerage firm designates different agents to represent buyers and sellers in the same firm without creating dual agency.

* Dual Agent- A licensee represents both the buyer and seller in the same transaction, with mutual consent.

* Transaction Licensee- A real estate licensee who provides services but does not represent either party as an agent.

Why the other answers are incorrect:

* Option A (Rental Agent): "Rental agent" is not a defined relationship in Pennsylvania law.

* Option B (Buyer & Seller Sub-Agent): Sub-agency is no longer common and is not a required disclosure.

* Option D (Designated Dual Agent): Dual agency and designated agency are separate concepts.

Reference:

49 Pa. Code § 35.284- Disclosures of Business Relationships

NEW QUESTION # 49

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We understand our candidates have no time to waste, everyone wants an efficient learning. So we take this factor into consideration, develop the most efficient way for you to prepare for the RePA_Sales_S exam, that is the real questions and answers practice mode, firstly, it simulates the real PA Salesperson State Exam test environment perfectly, which offers greatly help to our customers. Secondly, it includes printable PDF Format, also the instant access to download make sure you can study anywhere and anytime. All in all, high efficiency of RePA_Sales_S Exam Material is the reason for your selection.

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