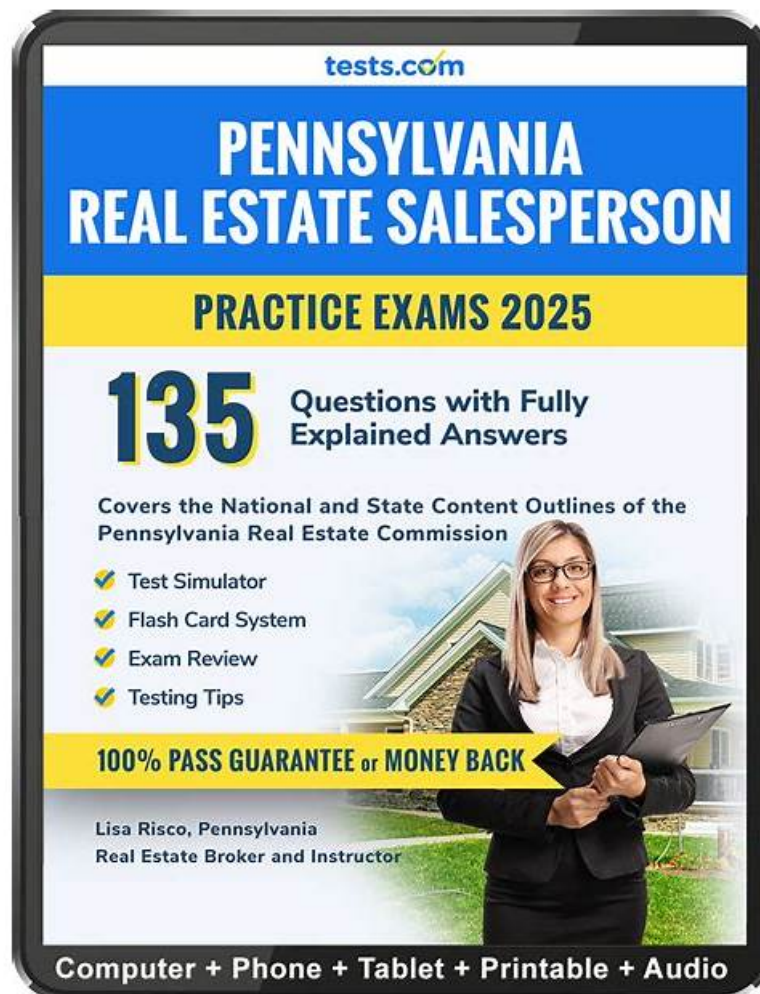


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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">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 3	<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 4	<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 5	<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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q39-Q44):

NEW QUESTION # 39

What MUST a licensee do before she can advertise, show, or offer a property?

- A. Provide a list of clients for whom she has successfully completed real estate transactions in the area.
- B. Prepare a preliminary appraisal of the property.
- C. Obtain authorization from the owner of the property.
- D. Prepare a comparative market analysis for the property.

Answer: C

Explanation:

Before advertising, showing, or offering any property, areal estate licensee must obtain written authorization from the property owner. This is a legal requirement to ensure that the licensee has the right to represent the property.

* 49 Pa. Code § 35.331 (Written Agreements Generally)states that a real estate licensee must have a written agreement with the property owner before performing any real estate services, including advertising and showing the property.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements)further clarifies that exclusive agreements must be in writing and signed by

both the owner and broker.

* Without the owner's written consent, a licensee could be subject to penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Preliminary Appraisal): Licensees are not required to conduct appraisals unless they are certified appraisers.

* Option C (List of Clients): There is no requirement to provide a history of past transactions before listing or advertising a property.

* Option D (Comparative Market Analysis - CMA): A CMA is useful for pricing but is not required before advertising or showing a property.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 40

In order to renew a real estate license in Pennsylvania, the licensee:

- A. must take 14 hours of CE courses specifically mandated by the Real Estate Commission.
- B. may include excess hours carried over from the previous licensing period to reach the total CE hours required for the current license term.
- C. may take any combination of approved CE courses adding up to 14 hours of classroom instruction.
- **D. must include in the required hours of CE any course mandated by the Real Estate Commission within the current licensing period.**

Answer: D

Explanation:

In Pennsylvania, a real estate licensee must complete 14 hours of continuing education (CE) courses during each renewal period. Additionally, if the Pennsylvania Real Estate Commission mandates a specific CE course during the licensing cycle, licensees are required to take that course.

* 49 Pa. Code § 35.382 (Continuing Education Requirements) states that a licensee must complete the specific courses required by the Commission for each licensing cycle.

* Some renewal periods require specific courses, such as ethics or law updates, to ensure that licensees remain compliant with changing regulations.

Why the other answers are incorrect:

* Option A (14 Hours Specifically Mandated): While some courses may be mandatory, licensees can choose others from an approved list.

* Option B (Any Combination of 14 Hours): Some specific courses are required, meaning licensees cannot just pick any course.

* Option D (Carrying Over CE Hours): Continuing education hours do not carry over from one licensing period to another.

NEW QUESTION # 41

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

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

Answer: C

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 # 42

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 compensation for real estate sales can come only from listed properties.
- 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 all compensation must be paid at closing.

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.

Reference:

49 Pa. Code § 35.283- Compensation and Commission

NEW QUESTION # 43

In order to work as a property manager for compensation, an individual must:

- A. Pass a separate examination in principles of property management.
- **B. Hold a real estate license and, if not a broker, be supervised by a broker.**
- C. Complete at least one course in property management every two years.
- D. Complete a certification for property management.

Answer: B

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license unless the individual is directly employed by the property owner.

* If a property manager is conducting leasing or rental activities for multiple property owners, they must be licensed and supervised by a broker.

* The law ensures that individuals managing properties for others operate under proper ethical and legal guidelines.

Why the other answers are incorrect:

* Option A (Certification for Property Management): No separate property management certification is required under Pennsylvania law.

* Option B (Separate Exam for Property Management): A separate exam for property management is not required.

* Option C (Ongoing Property Management Courses): Continuing education is required for license renewal, but specific property management courses are not mandatory.

NEW QUESTION # 44

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