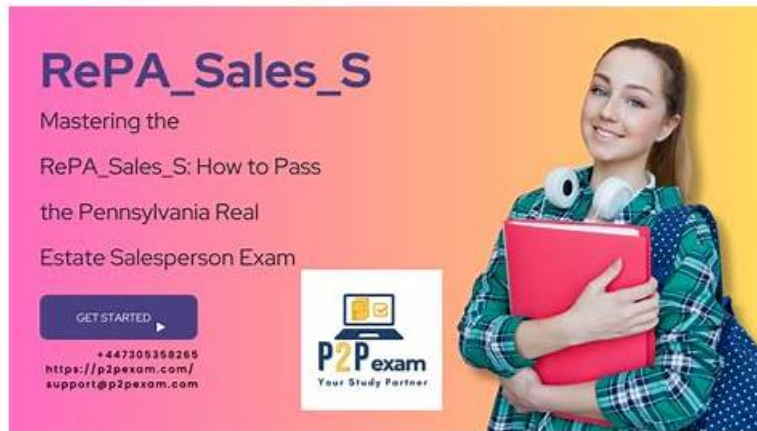


RePA_Sales_S Exam Tutorials - How to Prepare for Pennsylvania Real Estate Commission RePA_Sales_S Efficiently and Easily



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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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"> • 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.
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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q51-Q56):

NEW QUESTION # 51

Can a licensed real estate broker prepare an appraisal for a new loan on property that the broker has listed for sale?

- A. Yes, if the appraisal is identified as a comparative market analysis.
- B. Yes, if the appraisal is done before an offer to purchase is accepted by the seller.
- **C. No, real property appraisals are not within the scope of practice for a real estate broker.**
- D. Yes, with proper disclosure to the lender about the broker's qualifications.

Answer: C

Explanation:

Under The Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19), only a state-certified or licensed appraiser can perform real estate appraisals for loan purposes.

* Real estate brokers and salespersons can perform Comparative Market Analyses (CMAs) but cannot legally perform an appraisal for a lender.

* This restriction ensures that appraisals used for lending purposes meet state and federal standards.

Why the other answers are incorrect:

* Option A (CMAs as Appraisals): CMAs are not appraisals.

* Option B (Before Offer Accepted): The timing of the appraisal does not change licensing requirements.

* Option C (Disclosure to Lender): Even with disclosure, brokers are not permitted to conduct appraisals for loans.

Reference:

Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19)

NEW QUESTION # 52

A listing agreement must contain all of the following EXCEPT:

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

Answer: C

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 # 53

According to the Pennsylvania Landlord-Tenant Act, a tenant must be notified of the final disposition of their security deposit within what time period following the end of the lease?

- A. Within 30 days
- B. Within 5 days
- C. Immediately upon completion of the landlord's final inspection of the premises
- D. Within 60 days

Answer: A

Explanation:

Under The Pennsylvania Landlord and Tenant Act of 1951 (68 P.S. § 250.512), a landlord must return the tenant's security deposit or provide a written explanation of any deductions within 30 days of lease termination.

* If the landlord withholds any portion of the deposit, they must provide an itemized list of damages and the amount deducted.

* If the landlord fails to return the deposit or provide an itemized list within 30 days, they forfeit their right to keep any portion of the deposit and may be subject to legal penalties.

* The tenant must provide a forwarding address to receive the deposit or notice.

Why the other answers are incorrect:

* Option A (5 Days): There is no 5-day requirement in Pennsylvania law.

* Option C (60 Days): The landlord is required to act within 30 days, not 60 days.

* Option D (Immediately upon inspection): While an inspection may occur, the law grants the landlord up to 30 days to finalize deductions and return funds.

NEW QUESTION # 54

Which of the following conditions MUST be met before a licensee participates in the sale of real property in which the licensee has an ownership interest?

- A. The listing agreement must identify the licensee's name and status as a licensee.
- B. The licensee must provide written disclosure of the ownership interest to all parties.
- C. The Pennsylvania Real Estate Commission must be notified of the transaction.
- D. The percentage of the licensee's ownership interest must be stated on the sales contract.

Answer: B

Explanation:

Under 49 Pa. Code § 35.283 (Disclosure of Interest), a real estate licensee must disclose in writing if they have a direct or indirect ownership interest in a property they are selling or purchasing.

* This disclosure ensures transparency and prevents conflicts of interest.

* Failure to disclose ownership interest could be considered fraudulent and result in disciplinary action by the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Commission Notification Required): The Commission does not need to be notified unless a violation occurs.

* Option B (Listing Agreement Disclosure): Disclosure is not required in the listing agreement but must be made to all parties.

* Option D (Percentage of Ownership on Contract): The specific percentage of ownership is not required to be on the contract; general disclosure is sufficient.

NEW QUESTION # 55

If a licensee advertises prizes as part of a promotion for the sale of real estate, which of the following must be disclosed in the

advertisement?

- A. Where the prize was manufactured.
- **B. The fair market value of the prize.**
- C. The names of any stores that will exchange the prize.
- D. How many others have won similar prizes.

Answer: B

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), a real estate licensee must disclose the fair market value of any prizes, gifts, or incentives offered as part of a sales promotion.

* This ensures transparency and prevents misleading advertisements that might influence a consumer's decision based on exaggerated prize values.

* Failure to disclose the fair market value could result in penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option B (Where the Prize Was Manufactured): There is no requirement to disclose where a prize was made.

* Option C (How Many Others Have Won): The law does not require disclosure of the number of previous winners.

* Option D (Names of Stores for Exchange): There is no requirement to provide names of stores that would honor or exchange the prize.

NEW QUESTION # 56

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