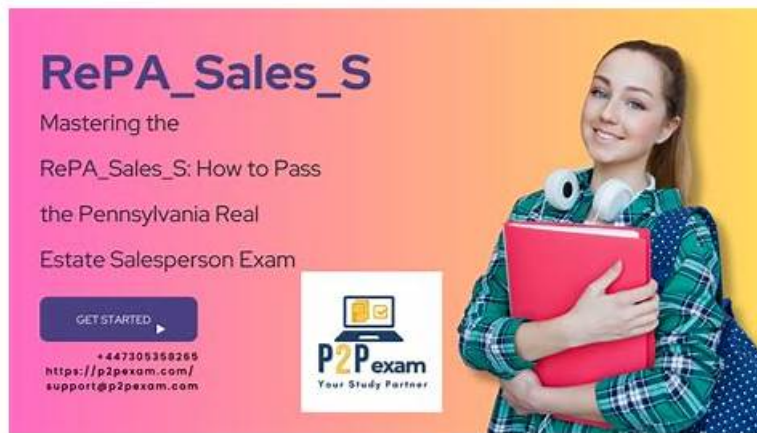


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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"> 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"> 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 5	<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.
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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q11-Q16):

NEW QUESTION # 11

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. Ask their associate broker and advise the clients of the answer.
- C. Seek legal representation for the clients.
- **D. Advise the clients to seek expert advice.**

Answer: D

NEW QUESTION # 12

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

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

Answer: D

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.

NEW QUESTION # 13

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

- * These courses must be taken through an approved real estate education provider.
- * Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

- * Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.
- * Option B (12 Hours): Falls short of the required minimum.
- * Option D (16 Hours): Exceeds the required minimum.

NEW QUESTION # 14

Why is the following advertisement placed by a salesperson employed by ABC Realty, in violation of Pennsylvania Rules? "Harrisburg \$200,000 SUPER BUY Cozy 3br, 2 1/2 bath Cottage, near bus. For info call 555-9234 (home) or 675-6330 (office). Ask for JOHN DOE."

- A. The salesperson's name appears in the ad.
- B. The MLS number is not included in the ad.
- C. The broker's name does not appear in the ad.
- D. No address is given.

Answer: C

Explanation:

According to 49 Pa. Code § 35.305 (Business Name on Advertisements), all advertisements placed by a salesperson must include the broker's name.

- * The broker's name is missing, which violates Pennsylvania advertising requirements (Option C - Correct).
- * The property address does not need to be in the ad (Option A - Incorrect).
- * Salesperson names are allowed but must be accompanied by the broker's name (Option B - Incorrect).
- * MLS numbers are not a requirement in all advertisements (Option D - Incorrect).

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 15

What MUST a salesperson licensee convicted of a felony do?

- A. Discuss the matter with the employing broker to decide what to do
- B. Terminate all real estate activities
- C. Immediately turn in the real estate license to the Real Estate Commission
- D. Provide the Real Estate Commission with information about the conviction

Answer: D

Explanation:

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

- * A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.
- * Failing to report the conviction within the required time may result in additional penalties.

- * Immediate license surrender (Option A) is not required.
- * Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.
- * Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

Reference:

49 Pa. Code § 35.288- Reporting of Crimes and Disciplinary Actions

Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.303 (Criminal Background)

NEW QUESTION # 16

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