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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q22-Q27):

NEW QUESTION # 22

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

- A. Making any substantial misrepresentation.
- B. Failing to furnish a copy of a listing contract to an owner after taking a listing.
- **C. Failing to include the salesperson's name in all advertising.**
- D. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.

Answer: C

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), advertisements must include the broker's name but are not required to include the salesperson's name.

* While a salesperson's name may appear in an ad, it is not a required element under Pennsylvania law.

* However, failing to disclose key information in an ad, such as the broker's name, could result in disciplinary action.

Why the other answers are incorrect:

* Option A (Misrepresentation): Misrepresentation is a serious offense and can lead to suspension or revocation.

* Option B (Failing to Provide Listing Contract): A copy of the listing contract must be furnished to the seller at the time of signing.

* Option D (Failing to Provide Information to the Commission): Failure to respond to an investigation can result in fines, suspension, or revocation.

NEW QUESTION # 23

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

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

Answer: C

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.

Reference:

49 Pa. Code § 35.201- Definitions

NEW QUESTION # 24

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

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

Answer: A

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.

Reference:

49 Pa. Code § 35.382- Continuing Education Requirements

NEW QUESTION # 25

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

Answer: B

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).

NEW QUESTION # 26

According to the Real Estate Commission, which of the following is REQUIRED to hold a real estate license in Pennsylvania?

- A. A bank selling its foreclosed properties
- B. An individual selling five unimproved lots that she owns
- **C. An attorney who holds himself out as a provider of brokerage services**
- D. A home builder selling his brand new houses

Answer: C

Explanation:

In Pennsylvania, any person engaging in brokerage activities (such as negotiating sales or leases for compensation) must hold a real estate license unless specifically exempted.

* 49 Pa. Code § 35.201 (Definitions) & 63 P.S. § 455.304 (Exemptions) allow attorneys to practice real estate without a license ONLY IF the services are incidental to their legal practice.

* If an attorney advertises as a real estate broker or regularly engages in real estate transactions beyond legal services, they must obtain a real estate license.

Why the other answers are incorrect:

* Option B (Home Builder Selling New Houses): Builders are exempt when selling their own newly constructed homes.

* Option C (Banks Selling Foreclosures): Banks are exempt under 63 P.S. § 455.304 (a)(5) since they are not in the business of selling real estate for profit.

* Option D (Selling Five Unimproved Lots): Individuals selling their own property do not need a license, even for multiple lots.

References:

63 P.S. § 455.304- Exemptions from Licensing

NEW QUESTION # 27

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



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