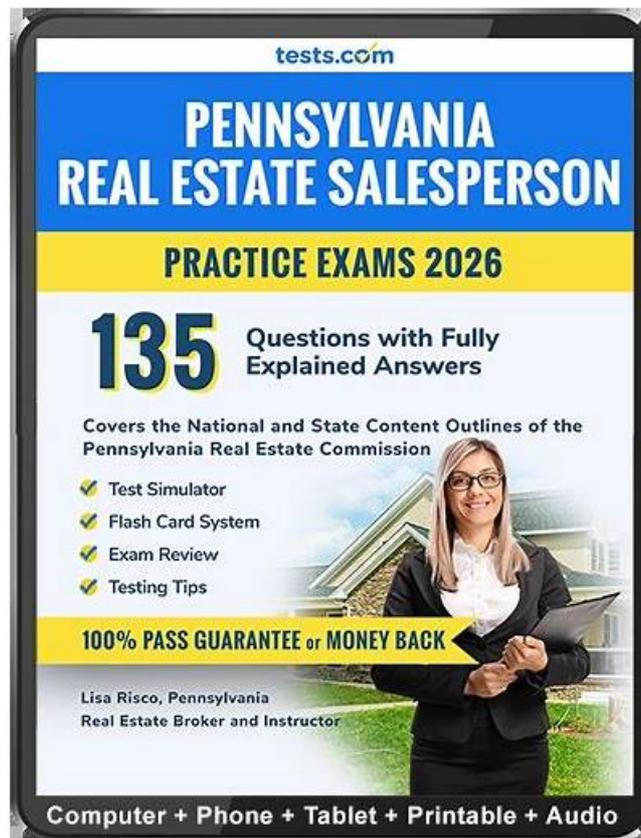


Quiz 2026 Pennsylvania Real Estate Commission RePA_Sales_S: PA Salesperson State Exam High Hit- Rate Reliable Exam Materials



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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"> • 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 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"> • 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 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 (Q51-Q56):

NEW QUESTION # 51

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

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

Answer: A

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.

NEW QUESTION # 52

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 expert advice.**
- 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 another salesperson to represent them in the transaction.

Answer: A

NEW QUESTION # 53

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

Answer: C

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 # 54

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

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 # 55

Which of the following is a REQUIRED general duty of a licensee?

- **A. Independently verify the accuracy of any representation on a property condition disclosure statement.**
- B. Provide assistance with document preparation.
- C. Accept liability and responsibility for acts of the consumer.
- D. Conduct an independent inspection of the property.

Answer: A

Explanation:

Under 68 Pa. C.S. §§ 7301-7314 (Real Estate Seller Disclosure Law), a licensee has a duty to ensure that the property condition disclosure statement is complete and accurate as provided by the seller.

* While the licensee does not conduct a formal property inspection, they must not ignore material defects that are apparent or known to them.

* If a licensee knows of an issue that contradicts the seller's disclosure, they must disclose this to the buyer to prevent misrepresentation.

* This protects consumers from fraudulent or misleading property conditions.

Why the other answers are incorrect:

* Option A (Independent Inspection): A licensee is not a home inspector and is not required to perform a physical inspection.

* Option C (Accept Consumer Liability): A licensee is not responsible for actions taken by a buyer or seller.

* Option D (Document Preparation Assistance): A licensee can help explain documents but cannot prepare legal contracts without an attorney.

NEW QUESTION # 56

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