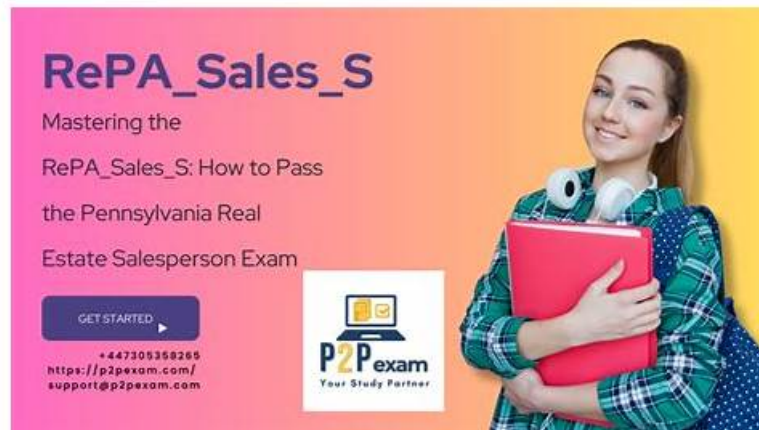


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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q42-Q47):

NEW QUESTION # 42

Licensing law in the Commonwealth of Pennsylvania requires that a real estate salesperson be supervised by a licensed real estate broker or a broker-assigned:

- A. Transaction coordinator.
- B. Salesperson.
- C. Associate broker.
- D. Team leader.

Answer: C

Explanation:

Under 49 Pa. Code § 35.241 (Supervision and Operation of Offices), a licensed real estate salesperson must be supervised by a broker or an associate broker designated by the broker.

* A broker may assign an associate broker (who has passed the broker exam but does not own the brokerage) to oversee

salespersons.

* Salespersons cannot work independently; they must work under the direction of a licensed broker or an assigned associate broker.

Why the other answers are incorrect:

* Option A (Team Leader): A team leader is not a formal supervisory position under Pennsylvania law unless they are an associate broker or broker.

* Option B (Salesperson): A salesperson cannot supervise other salespersons.

* Option D (Transaction Coordinator): A transaction coordinator handles paperwork but does not supervise licensees.

Reference:

49 Pa. Code § 35.241- Supervision and Operation of Offices

NEW QUESTION # 43

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

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

Answer: D

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 # 44

A listing agreement must contain all of the following EXCEPT:

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

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 # 45

What MUST a salesperson licensee convicted of a felony do?

- A. Terminate all real estate activities
- B. Discuss the matter with the employing broker to decide what to do
- 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.

NEW QUESTION # 46

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

Answer: A

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 # 47

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