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Student B	73	3	100	80
Student C	94	1	95	100
Student D	74	2	75	95
Student E	50	5	65	65

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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 3	<ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Real Estate Commission:</b> 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Agency and Disclosure:</b> 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.</li> </ul>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q26-Q31):

### NEW QUESTION # 26

The Commission, after obtaining the facts of a verified complaint against a licensee, holding a hearing, and finding that licensee guilty, may:

- A. Levy a fine of \$2,000 - \$5,000 if this is the licensee's first offense.
- B. Imprison a licensee for no more than 90 days.
- **C. Suspend or revoke a license and/or levy a fine of \$1,000 or less.**
- D. Make the licensee take up to 20 hours of ethics training.

**Answer: C**

Explanation:

Under 63 P.S. § 455.305 (Civil Penalty Provisions), the Pennsylvania Real Estate Commission has the authority to suspend or revoke a license and impose fines of up to \$1,000 per violation.

\* The Commission can impose fines but does not have authority over criminal penalties such as imprisonment.

\* Suspension or revocation is a common penalty for severe violations, including fraud, misrepresentation, or mismanagement of client funds.

Why the other answers are incorrect:

\* Option A (\$2,000 - \$5,000 Fine): The fine limit for first offenses is typically \$1,000 per violation.

\* Option C (20 Hours of Ethics Training): Training may be recommended but is not an official penalty imposed by the Commission.

\* Option D (90-Day Imprisonment): The Commission does not have authority to impose jail sentences.

Reference:

63 P.S. § 455.305- Civil Penalty Provisions

### NEW QUESTION # 27

A real estate licensee may be disciplined by the Pennsylvania Real Estate Commission for which of the following reasons?

- A. Any felony conviction
- **B. Habitual intoxication or drug addiction**
- C. Inability to obtain automobile liability insurance
- D. Nonpayment of Federal income taxes

**Answer: B**

Explanation:

Under 49 Pa. Code § 35.291 (Reporting of Crimes and Disciplinary Actions), a real estate licensee may face disciplinary action for

engaging in unethical conduct, fraud, or incompetence. One of the reasons listed is habitual intoxication or drug addiction, as this impairs the licensee's ability to properly conduct real estate activities.

- \* A felony conviction (Option D - Incorrect) does not automatically result in discipline but is reviewed by the Commission.
- \* Failure to pay taxes (Option C - Incorrect) is a federal issue, not a licensing violation.
- \* Car insurance (Option A - Incorrect) is unrelated to a real estate license.

### NEW QUESTION # 28

An exclusive listing MUST be in writing and it MUST:

- **A. specify the duration of the listing**
- B. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- C. be signed by the cooperating broker
- D. contain provisions regarding acceptable financing arrangements

**Answer: A**

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

\* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

\* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

\* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

\* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

\* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

### NEW QUESTION # 29

A person is employed by a real estate owner to manage a multifamily residential property. Which of the following activities is the person permitted to perform without a real estate license?

- **A. Provide information on rental amounts and building rules and regulations.**
- B. Hold money belonging to tenants other than on behalf of the owner.
- C. Enter into leases on behalf of the owner.
- D. Negotiate terms and conditions of occupancy.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), an unlicensed individual who is directly employed by a property owner can perform certain tasks, such as providing rental information and enforcing building rules, but they cannot engage in leasing or negotiation activities.

\* Providing information on rental amounts and building rules is considered administrative and does not require a real estate license.

\* However, negotiating leases, collecting rents on behalf of third parties, or holding security deposits in a non-owner-controlled account would require a real estate license.

Why the other answers are incorrect:

\* Option B (Entering into Leases): Only a licensed real estate broker or a supervised salesperson can legally execute lease agreements on behalf of a landlord.

\* Option C (Negotiating Terms): Negotiating lease terms is an activity that requires a real estate license.

\* Option D (Holding Tenant Funds Independently): Handling tenant funds outside of the owner's direct control is a brokerage activity and requires a real estate license.

Reference:

49 Pa. Code § 35.201- Definitions

### NEW QUESTION # 30

According to Pennsylvania license law, the buyer has the right to cancel purchase of which of the following?

- A. House owned by the salesperson
- **B. Timeshare**
- C. Apartment with outstanding mortgage
- D. Office space

**Answer: B**

## NEW QUESTION # 31

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The Pennsylvania Real Estate Commission RePA\_Sales\_S Certification Exam is one of the top-rated career advancement certifications in the market. With the PA Salesperson State Exam RePA\_Sales\_S certification exam everyone can validate their skills and knowledge after passing the RePA\_Sales\_S text. The Pennsylvania Real Estate Commission PA Salesperson State Exam certification exam will recognize your expertise and knowledge in the market. You will get solid proof of your proven skill set. There are other countless benefits that you can gain after passing the Pennsylvania Real Estate Commission PA Salesperson State Exam certification exam.

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