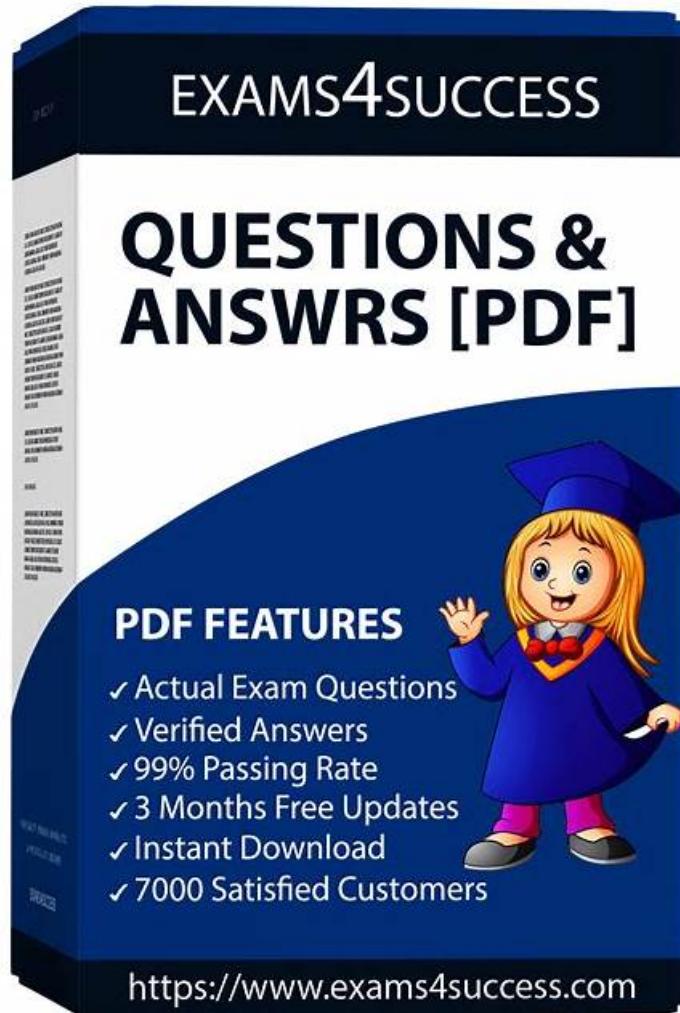


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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<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 5	<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>

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## **Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q41-Q46):**

### **NEW QUESTION # 41**

According to the Pennsylvania Landlord- Tenant Act, a tenant must be notified of the final disposition of their security deposit within what time period following the end of the lease?

- A. Within 30 days
- B. Within 60 days
- C. Within 5 days
- D. Immediately upon completion of the landlord's final inspection of the premises

**Answer: A**

Explanation:

UnderThe Pennsylvania Landlord and Tenant Act of 1951 (68 P.S. § 250.512), a landlord mustreturn the tenant's security deposit or provide a written explanation of any deductions within 30 days of lease termination.

- \* If the landlord withholds any portion of the deposit, they must provide an itemized list of damages and the amount deducted.
  - \* If the landlord fails to return the deposit or provide an itemized list within 30 days, they forfeit their right to keep any portion of the deposit and may be subject to legal penalties.
  - \* The tenant must provide a forwarding address to receive the deposit or notice.
- Why the other answers are incorrect:
- \* Option A (5 Days): There is no 5-day requirement in Pennsylvania law.
  - \* Option C (60 Days): The landlord is required to act within 30 days, not 60 days.
  - \* Option D (Immediately upon inspection): While an inspection may occur, the law grants the landlord up to 30 days to finalize deductions and return funds.

#### NEW QUESTION # 42

Which of the following activities performed by the manager of a multifamily dwelling **REQUIRES** a real estate license?

- A. Distributing building rules and regulations
- B. **Entering into leases**
- C. Showing apartments to prospective renters
- D. Providing information on rental amounts to prospective renters

**Answer: B**

Explanation:

A real estate license is required to enter into leases on behalf of a landlord because this involves negotiating real estate transactions.

- \* According to 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license.

- \* A property manager who is actively negotiating leases must hold a real estate license unless they are directly employed by the property owner.

Why the other answers are incorrect:

- \* Option B (Distributing Rules): This does not require a license since it is administrative.
- \* Option C (Showing Apartments): Showing apartments does not require a license as long as no negotiations occur.
- \* Option D (Providing Rental Info): Providing information is not negotiating a lease, so a license is not needed.

Reference:

49 Pa. Code § 35.201- Definitions

#### NEW QUESTION # 43

The provisions of the Real Estate Licensing and Registration Act apply to:

- A. A trustee who participates in real estate transactions under the authority of a court order.
- B. An attorney-at-law who participates in real estate transactions on behalf of a client.
- C. **A real estate licensee selling real estate they own.**
- D. A licensed auctioneer who is auctioning property.

**Answer: C**

Explanation:

Under 63 P.S. § 455.304 (Exemptions from Licensing Requirements), most individuals selling their own property are exempt from real estate licensing requirements. However, a real estate licensee selling their own real estate must comply with disclosure laws and ethical obligations.

- \* If a real estate licensee sells their own property, they must disclose in all advertising that they are a licensed real estate professional to avoid misleading the public.
- \* While a non-licensee selling their own property is not covered under real estate licensing laws, a licensed salesperson must adhere to licensing and disclosure laws.

Why the other answers are incorrect:

- \* Option A (Trustee under Court Order): Court-appointed trustees are exempt from real estate licensing requirements.
- \* Option B (Attorney Representing Clients): Attorneys are permitted to handle real estate transactions as part of their legal practice without a real estate license.
- \* Option D (Licensed Auctioneer): Auctioneers selling real estate are regulated under separate auctioneer licensing laws, not real estate licensing laws.

Reference:

63 P.S. § 455.304- Exemptions from Licensing Requirements

#### NEW QUESTION # 44

A listing agreement must contain all of the following EXCEPT:

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

**Answer: B**

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 C (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

Which of the following activities performed by the manager of a multifamily dwelling **REQUIRES** a real estate license?

- A. Distributing building rules and regulations
- **B. Entering into leases**
- C. Showing apartments to prospective renters
- D. Providing information on rental amounts to prospective renters

**Answer: B**

Explanation:

A real estate license is required to enter into leases on behalf of a landlord because this involves negotiating real estate transactions.

\* According to 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license.

\* A property manager who is actively negotiating leases must hold a real estate license unless they are directly employed by the property owner.

Why the other answers are incorrect:

\* Option A (Distributing Rules): This does not require a license since it is administrative.

\* Option C (Showing Apartments): Showing apartments does not require a license as long as no negotiations occur.

\* Option D (Providing Rental Info): Providing information is not negotiating a lease, so a license is not needed.

#### NEW QUESTION # 46

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