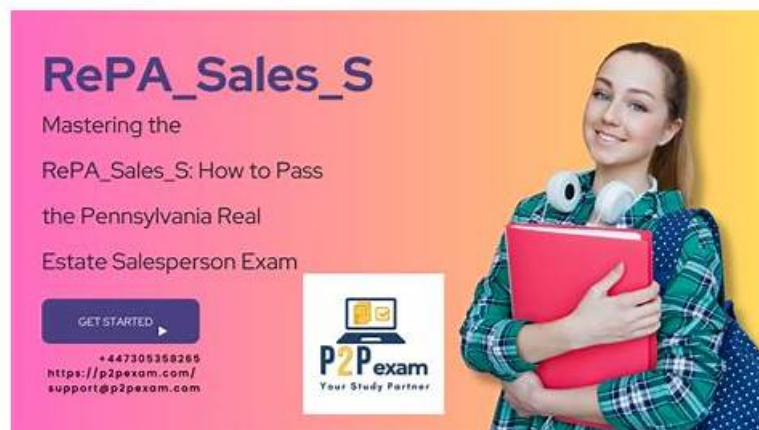


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These Pennsylvania Real Estate Commission RePA_Sales_S exam questions are modeled after the RePA_Sales_S test. They will assist you in learning how to manage your time during the examination. DumpStillValid enabled all users to regulate time during their PA Salesperson State Exam RePA_Sales_S test. And it can be accomplished via practice, as practice makes perfect. Therefore, you must practice passing the RePA_Sales_S exam.

Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
Topic 4	<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 5	<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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which entities are authorized to investigate charges against real estate licensees concerning illegal discrimination in the sale or rental of housing?

- A. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission
- B. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature
- **C. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission**
- D. The Pennsylvania Real Estate Commission and the Better Business Bureau

Answer: C

Explanation:

Both the Pennsylvania Real Estate Commission (PREC) and the Pennsylvania Human Relations Commission (PHRC) have authority to investigate illegal discrimination in real estate transactions.

* The Pennsylvania Human Relations Commission (PHRC) is responsible for enforcing the Pennsylvania Human Relations Act (PHRA), which prohibits discrimination in housing based on race, color, religion, ancestry, age, sex, national origin, disability, and familial status.

* The Pennsylvania Real Estate Commission (PREC) investigates complaints against licensed real estate professionals who violate fair housing laws, including violations of the Real Estate Licensing and Registration Act (RELRA).

Why the other answers are incorrect:

* Option A (Pennsylvania State Legislature and PREC): The Legislature makes laws but does not enforce them or conduct investigations.

* Option B (PREC and Better Business Bureau): The Better Business Bureau (BBB) is a private organization and does not have legal enforcement authority.

* Option C (PHRC and Legislature): The Legislature does not investigate complaints, but the PHRC does.

References:

Pennsylvania Human Relations Act (PHRA) - 43 P.S. § 951 (PHRC Enforcement) Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.101 (PREC Enforcement)

NEW QUESTION # 52

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

* These courses must be taken through an approved real estate education provider.

* Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

* Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.

* Option B (12 Hours): Falls short of the required minimum.

* Option D (16 Hours): Exceeds the required minimum.

NEW QUESTION # 53

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

* These courses must be taken through an approved real estate education provider.

* Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

* Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.

* Option B (12 Hours): Falls short of the required minimum.

* Option D (16 Hours): Exceeds the required minimum.

Reference:

49 Pa. Code § 35.382- Continuing Education Requirements

NEW QUESTION # 54

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

Answer: C

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.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 55

Interest earned on an escrow account is:

- A. Payable subject to an agreement between the parties.
- B. Equally divided between the buyer and seller.
- C. Equally divided between the listing and selling brokers.
- D. Payable to the broker holding the deposit.

Answer: A

Explanation:

Under 49 Pa. Code § 35.326 (Escrow Accounts and Interest), interest earned on escrow accounts belongs to the party or parties as determined by the terms of the contract or agreement.

* A broker cannot personally benefit from interest earned on escrow funds unless the contract explicitly allows it.

* The purchase agreement must specify how the interest is handled, whether it is payable to the buyer, seller, or split between parties.

Why the other answers are incorrect:

* Option A (Payable to the Broker): A broker cannot keep interest from an escrow account unless agreed upon in writing.

* Option B (Equally Divided Between Buyer and Seller): Interest division is not automatic; it must be outlined in the contract.

* Option C (Equally Divided Between Brokers): Brokers do not have rights to escrow interest unless explicitly agreed upon.

Reference:

49 Pa. Code § 35.326- Escrow Accounts and Interest

NEW QUESTION # 56

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