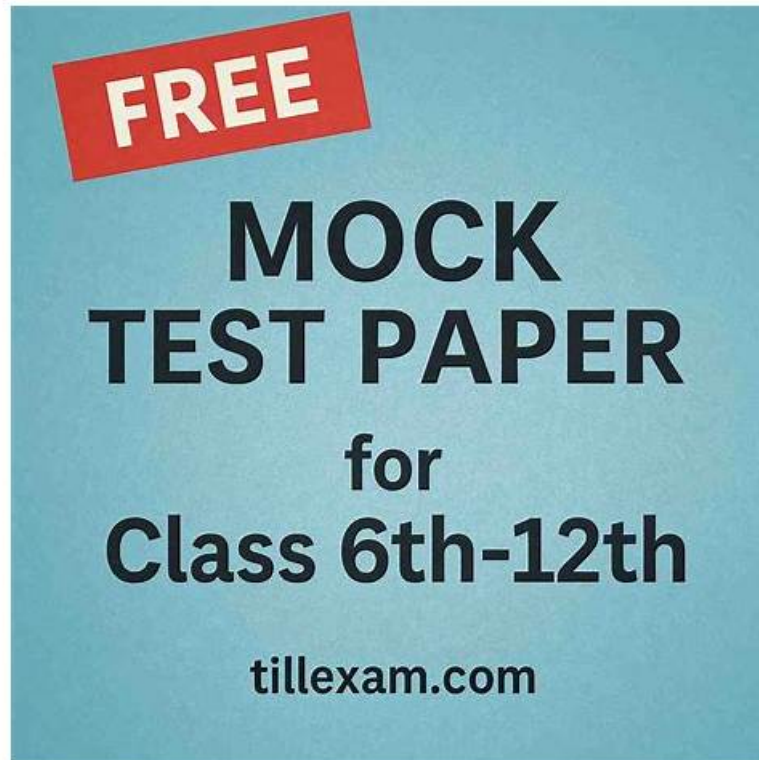


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
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Topic 1	<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 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"> • 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 4	<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 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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q49-Q54):

NEW QUESTION # 49

The Pennsylvania Real Estate Commission has received a written complaint that a licensee is engaging in an activity prohibited by the Real Estate Licensing and Registration Act. What action is the Commission empowered to take?

- A. Transfer the matter to civil authorities in the county in which the alleged activity occurred.
- **B. Ascertain the facts and, if warranted, hold a hearing.**
- C. Serve the licensee with a cease and desist order.
- D. Suspend the licensee's license for a period not to exceed 6 months.

Answer: B

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the power to investigate complaints, hold hearings, and impose disciplinary actions under 63 P.S. § 455.404 (Powers of the Commission).

* The Commission will first investigate the complaint to determine if the allegations are valid.

* If warranted, the Commission will hold a formal hearing to decide on appropriate disciplinary action.

* Possible penalties include fines, suspension, or revocation of the license.

Why the other answers are incorrect:

* Option A (Automatic 6-Month Suspension): The Commission does not impose automatic suspensions; each case is reviewed individually.

* Option C (Cease and Desist Order): This is typically used for unlicensed real estate activities, not licensed misconduct.

* Option D (Transfer to Civil Authorities): While some cases (e.g., fraud) may be referred to law enforcement, the Commission itself first investigates.

Reference:

63 P.S. § 455.404- Powers of the Commission

NEW QUESTION # 50

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

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

Answer: A

NEW QUESTION # 51

The Real Estate Commission does NOT have the power to:

- A. Impose fines.
- B. Review escrow accounts.
- C. Certify residential appraisers.
- D. Suspend or revoke real estate licenses.

Answer: C

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the authority to regulate real estate licenses but does not certify real estate appraisers.

* Real estate appraisers in Pennsylvania are regulated by the State Board of Certified Real Estate Appraisers, not the Real Estate Commission.

* The Commission's powers include:

* Suspending or revoking licenses for violations.

* Imposing fines for disciplinary actions.

* Auditing escrow accounts to ensure compliance with regulations.

Why the other answers are incorrect:

* Option A (Suspend or Revoke Licenses): The Commission has the authority to discipline licensees.

* Option B (Impose Fines): The Commission can fine violators for misconduct.

* Option C (Review Escrow Accounts): The Commission can audit escrow accounts to protect client funds.

NEW QUESTION # 52

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. A bank selling its foreclosed properties
- C. A home builder selling his brand new houses
- D. An individual selling five unimproved lots that she owns

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 # 53

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

Answer: C

Explanation:

Under The Pennsylvania Landlord and Tenant Act of 1951 (68 P.S. § 250.512), a landlord must return 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 # 54

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