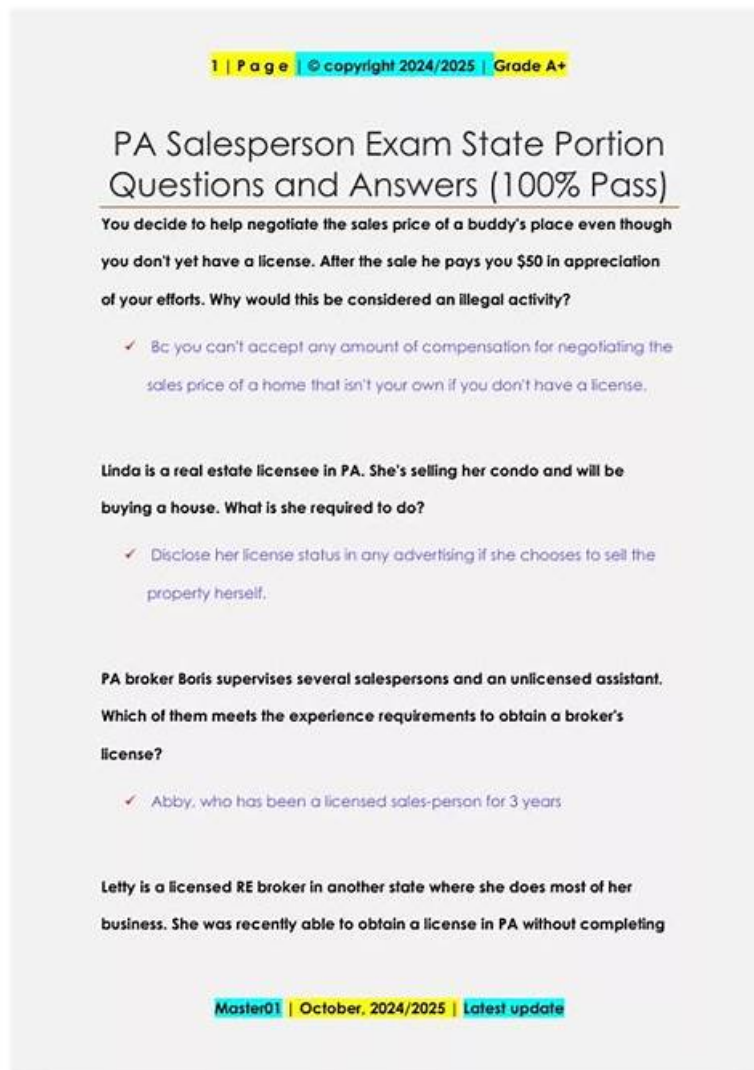


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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 4	<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 5	<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.

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RePA_Sales_S Questions Exam - RePA_Sales_S Test Assessment

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q19-Q24):

NEW QUESTION # 19

If clients have questions regarding the sale of their home beyond the licensee's expertise, what **MUST** the salesperson do?

- A. Advise the clients to seek another salesperson to represent them in the transaction.
- B. Ask their associate broker and advise the clients of the answer.
- C. Seek legal representation for the clients.
- **D. Advise the clients to seek expert advice.**

Answer: D

NEW QUESTION # 20

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: A

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 # 21

Which of the following phrases in a rental ad may be permissible?

- A. All Couples Apartment Building
- **B. Creek Village - an Age-Restricted Community**
- C. Adults Only Building
- D. Children 12 and Older Only

Answer: B

Explanation:

Under The Federal Fair Housing Act (42 U.S.C. § 3604) and the Pennsylvania Human Relations Act (PHRA), it is illegal to discriminate against renters or buyers based on family status, which includes children. However, age-restricted housing is allowed under certain conditions.

* Housing communities designated as "55 and older" or "62 and older" are legally permitted under the Housing for Older Persons Act (HOPA), provided they meet federal guidelines.

* Option C (Creek Village - an Age-Restricted Community) is lawful because it indicates compliance with HOPA, meaning at least 80% of residents are over 55.

Why the other answers are incorrect:

- * Option A (Children 12 and Older Only): Discriminating against families with young children violates the Fair Housing Act (FHA).
- * Option B (Adults Only Building): Landlords cannot prohibit families with children from renting.
- * Option D (All Couples Apartment Building): This discriminates against single renters and violates fair housing laws.

NEW QUESTION # 22

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 home builder selling his brand new houses
- C. A bank selling its foreclosed properties
- 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 # 23

A salesperson is representing a buyer who wants to make an offer on a property that is listed by another licensee in her office. Without the listing licensee's knowledge, she becomes aware that the sellers are getting divorced. In what capacity would the salesperson NOT be able to share the information?

- A. Sub-agent of the buyer
- B. Transaction licensee
- C. Designated buyer agent
- **D. Dual agent**

Answer: D

Explanation:

Under 49 Pa. Code § 35.314 (Duties of Dual Agents), a dual agent represents both the buyer and seller in the same transaction and must maintain neutrality by not disclosing confidential information unless required by law.

* If the salesperson has knowledge that the sellers are getting divorced, this is considered confidential information that could harm their negotiating position.

* Dual agents cannot disclose confidential facts that would disadvantage either party unless both parties agree in writing.

* Disclosure of confidential details in a dual agency scenario would be a violation of Pennsylvania real estate law.

Why the other answers are incorrect:

* Option B (Sub-Agent of Buyer): A sub-agent of the buyer has a fiduciary duty to the buyer and may disclose information that benefits them.

* Option C (Transaction Licensee): A transaction licensee does not represent either party and may disclose non-confidential information.

* Option D (Designated Buyer Agent): A designated agent works solely for the buyer and is free to disclose information that benefits them.

Reference:

49 Pa. Code § 35.314- Duties of Dual Agents

NEW QUESTION # 24

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