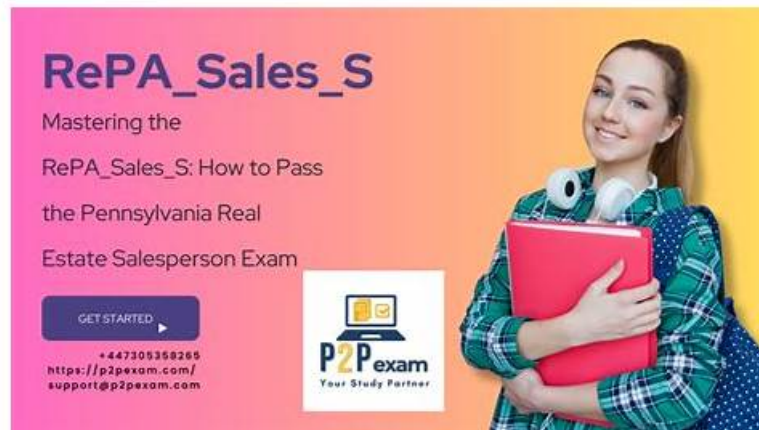


# RePA\_Sales\_S - Newest New PA Salesperson State Exam Braindumps Questions



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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>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 2	<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 3	<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 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>• 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>
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### Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q45-Q50):

#### NEW QUESTION # 45

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

- A. Buyer agent, seller agent, designated dual agent, and transaction licensee.
- B. Buyer agent, buyer sub-agent, seller agent, seller sub-agent, and dual agent.
- C. Buyer agent, seller agent, designated agent, dual agent, and rental agent.
- **D. Buyer agent, seller agent, designated agent, dual agent, and transaction licensee.**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), the Consumer Notice defines five types of permitted relationships between real estate licensees and consumers:

- \* Buyer's Agent- Represents the buyer and has a fiduciary duty to them.
- \* Seller's Agent (Listing Agent)- Represents the seller and has a fiduciary duty to them.
- \* Designated Agent- A brokerage firm designates different agents to represent buyers and sellers in the same firm without creating dual agency.
- \* Dual Agent- A licensee represents both the buyer and seller in the same transaction, with mutual consent.
- \* Transaction Licensee- A real estate licensee who provides services but does not represent either party as an agent.

Why the other answers are incorrect:

- \* Option A (Rental Agent): "Rental agent" is not a defined relationship in Pennsylvania law.
- \* Option B (Buyer & Seller Sub-Agent): Sub-agency is no longer common and is not a required disclosure.
- \* Option D (Designated Dual Agent): Dual agency and designated agency are separate concepts.

Reference:

49 Pa. Code § 35.284- Disclosures of Business Relationships

#### NEW QUESTION # 46

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: C**

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 # 47**

Which of the following conditions **MUST** be met before a licensee participates in the sale of real property in which the licensee has an ownership interest?

- A. The percentage of the licensee's ownership interest must be stated on the sales contract.
- B. The Pennsylvania Real Estate Commission must be notified of the transaction.
- **C. The licensee must provide written disclosure of the ownership interest to all parties.**
- D. The listing agreement must identify the licensee's name and status as a licensee.

**Answer: C**

Explanation:

Under 49 Pa. Code § 35.283 (Disclosure of Interest), a real estate licensee must disclose in writing if they have a direct or indirect ownership interest in a property they are selling or purchasing.

- \* This disclosure ensures transparency and prevents conflicts of interest.
- \* Failure to disclose ownership interest could be considered fraudulent and result in disciplinary action by the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

- \* Option A (Commission Notification Required): The Commission does not need to be notified unless a violation occurs.
- \* Option B (Listing Agreement Disclosure): Disclosure is not required in the listing agreement but must be made to all parties.
- \* Option D (Percentage of Ownership on Contract): The specific percentage of ownership is not required to be on the contract; general disclosure is sufficient.

Reference:

49 Pa. Code § 35.283- Disclosure of Interest

#### **NEW QUESTION # 48**

An exclusive listing **MUST** be in writing and it **MUST**:

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

**Answer: C**

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 # 49

Interest earned on an escrow account is:

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

**Answer: D**

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.

## NEW QUESTION # 50

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