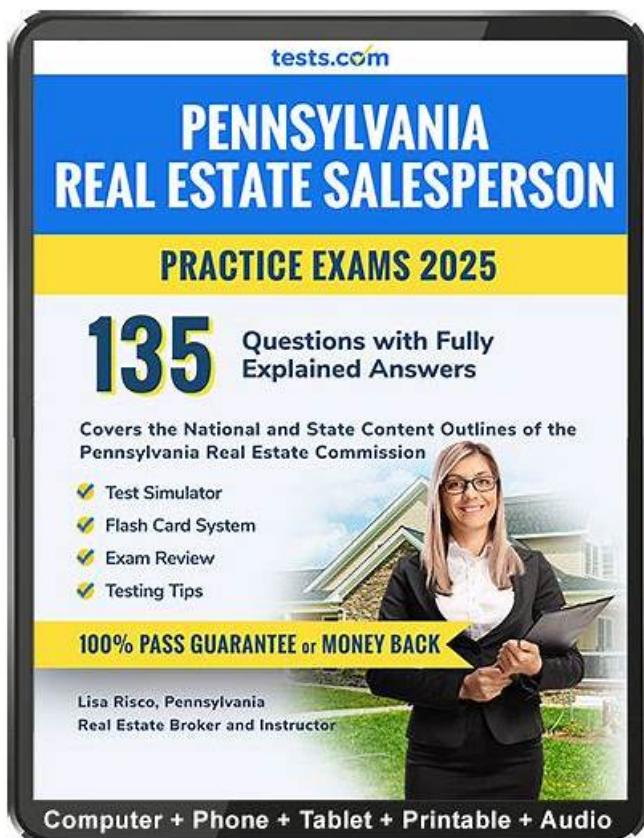


# Quiz Newest Pennsylvania Real Estate Commission - RePA\_Sales\_S Demo Test



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The second format is a web-based practice exam which offers a flexible and accessible option for students trying to assess and improve their preparation for the Pennsylvania Real Estate Commission Certification Exams. The RePA\_Sales\_S web-based practice test can be accessed online through browsers like Firefox, Microsoft Edge, Google Chrome, and Safari. Customers need a stable internet connection in order to access web-based formats easily without facing issues.

## 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>• 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 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>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 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 (Q15-Q20):**

**NEW QUESTION # 15**

According to the Real Estate Commission, which of the following is REQUIRED to hold a real estate license in Pennsylvania?

- A. An individual selling five unimproved lots that she owns
- B. A home builder selling his brand new houses
- C. An attorney who holds himself out as a provider of brokerage services**
- D. A bank selling its foreclosed properties

**Answer: C**

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 # 16

A person is employed by a real estate owner to manage a multifamily residential property. Which of the following activities is the person permitted to perform without a real estate license?

- A. Negotiate terms and conditions of occupancy.
- B. Hold money belonging to tenants other than on behalf of the owner.
- C. Enter into leases on behalf of the owner.
- D. **Provide information on rental amounts and building rules and regulations.**

#### Answer: D

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), an unlicensed individual who is directly employed by a property owner can perform certain tasks, such as providing rental information and enforcing building rules, but they cannot engage in leasing or negotiation activities.

\* Providing information on rental amounts and building rules is considered administrative and does not require a real estate license.

\* However, negotiating leases, collecting rents on behalf of third parties, or holding security deposits in a non-owner-controlled account would require a real estate license.

Why the other answers are incorrect:

\* Option B (Entering into Leases): Only a licensed real estate broker or a supervised salesperson can legally execute lease agreements on behalf of a landlord.

\* Option C (Negotiating Terms): Negotiating lease terms is an activity that requires a real estate license.

\* Option D (Holding Tenant Funds Independently): Handling tenant funds outside of the owner's direct control is a brokerage activity and requires a real estate license.

Reference:

49 Pa. Code § 35.201- Definitions

### NEW QUESTION # 17

Interest earned on an escrow account is:

- A. Equally divided between the buyer and seller.
- B. Payable to the broker holding the deposit.
- C. Equally divided between the listing and selling brokers.
- 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 # 18

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

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

#### Answer: C

## NEW QUESTION # 19

The Real Estate Commission does NOT have the power to:

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

**Answer: B**

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.

Reference:

63 P.S. § 455.404- Powers of the Pennsylvania Real Estate Commission

Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19)

## NEW QUESTION # 20

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The emerging Pennsylvania Real Estate Commission field creates a space for PA Salesperson State Exam (RePA\_Sales\_S) certification exam holders to accelerate their careers. Many unfortunate candidates don't get the Pennsylvania Real Estate Commission RePA\_Sales\_S certification because they prepare for its PA Salesperson State Exam (RePA\_Sales\_S) exam questions from a Pennsylvania Real Estate Commission RePA\_Sales\_S exam that dumps outdated material. It results in a waste of time and money. You can develop your skills and join the list of experts by earning this PA Salesperson State Exam (RePA\_Sales\_S) certification exam.

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