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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>• <b>Licensure:</b> 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 2	<ul style="list-style-type: none"> <li>• <b>Regulations Governing the Activities of Licensees:</b> 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 3	<ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> 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>• <b>Real Estate Commission:</b> 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>• <b>Agency and Disclosure:</b> 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>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q42-Q47):

### NEW QUESTION # 42

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

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

**Answer: B**

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 # 43

When a licensed salesperson changes from one broker to another, the Pennsylvania Real Estate Commission MUST be notified within how many days after the intended date of the change?

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

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.301 (Changes in Employment Status), a salesperson must notify the Pennsylvania Real Estate Commission within 10 days of switching brokers.

\* This ensures that the Commission's records remain up-to-date and that the salesperson is properly licensed under a supervising broker.

\* Failure to report the change within 10 days can result in disciplinary action.

Why the other answers are incorrect:

\* Option A (5 Days): The regulation clearly states 10 days, not 5.

\* Option C (15 Days): This exceeds the allowed time frame for notification.

\* Option D (30 Days): Waiting 30 days is too long and would violate Pennsylvania licensing laws.

### NEW QUESTION # 44

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Pay a referral fee directly to another licensed salesperson.
- **B. Receive commission and bonuses through their broker.**
- C. Agree to split commissions with another licensee and pay the split directly to the other licensee.
- D. Directly receive a commission from the buyer as well as the seller.

**Answer: B**

Explanation:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may only receive compensation through their employing broker. All commissions, bonuses, or referral fees must be paid by the broker and not directly to or from another licensee.

\* A real estate salesperson cannot accept direct payment from clients, buyers, or sellers.

\* Any bonus or commission earned must first go to the broker, who then distributes the appropriate amount to the salesperson.

Why the other answers are incorrect:

\* Option A (Direct Commission from Buyer & Seller): Salespersons cannot accept direct payments from clients; all payments must go through their broker.

\* Option B (Pay Referral Fee to Another Salesperson): Only brokers can pay referral fees. A salesperson cannot pay another licensee.

\* Option D (Split Commission Directly with Another Licensee): Commissions must be handled by the broker, not between individual agents.

Reference:

49 Pa. Code § 35.283- Compensation and Commission

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

**Answer: C**

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**

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

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

**Answer: A**

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 # 47**

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