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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
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"> 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 3	<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 4	<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 5	<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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q16-Q21):

NEW QUESTION # 16

A broker has been hired by a buyer to find an investment property. Upon locating a suitable property listed by another firm, the broker MUST:

- A. Recommend a professional inspection of the property.
- B. Disclose to the listing broker or the seller that they represent the buyer.**
- C. Initiate a title search of the property.
- D. Disclose their dual representation, in writing, to both buyer and seller.

Answer: B

Explanation:

Under49 Pa. Code § 35.311 (Duties of Buyer's Agent), a buyer's agent must disclose their relationship to the listing broker or seller before providing substantive services.

* This ensures that all parties understand who represents whom in the transaction.

* Failure to disclose agency relationships could result in ethical violations and penalties from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Initiate a Title Search): This is typically done by the buyer's attorney or title company, not the real estate broker.

* Option B (Recommend an Inspection): While good practice, it is not legally required under agency law.

* Option C (Disclose Dual Representation): This is incorrect because the broker is not acting as a dual agent in this case.

NEW QUESTION # 17

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:

Under49 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.

Reference:

49 Pa. Code § 35.382- Continuing Education Requirements

NEW QUESTION # 18

A listing agreement must contain all of the following EXCEPT:

- A. The duration of the listing.
- B. The broker's license number.
- C. A description of the services to be provided.
- D. The broker's compensation.

Answer: B

Explanation:

Under49 Pa. Code § 35.332 (Exclusive Listing Agreements), all listing agreements must specify the services provided, the duration of the agreement, and the compensation of the broker. However, there is no requirement to include the broker's license number.

- * A listing agreement must clearly state the terms under which the broker will perform services and how they will be compensated.
- * The duration of the agreement must also be specified to prevent misunderstandings.

Why the other answers are incorrect:

- * Option A (Description of Services): This is a required component of the listing agreement.
- * Option C (Duration of Listing): A listing agreement must have a start and end date.
- * Option D (Broker's Compensation): Compensation must be clearly stated in the listing agreement.

NEW QUESTION # 19

The Commission, after obtaining the facts of a verified complaint against a licensee, holding a hearing, and finding that licensee guilty, may:

- A. Imprison a licensee for no more than 90 days.
- B. Levy a fine of \$2,000 - \$5,000 if this is the licensee's first offense.
- C. Suspend or revoke a license and/or levy a fine of \$1,000 or less.
- D. Make the licensee take up to 20 hours of ethics training.

Answer: C

Explanation:

Under63 P.S. § 455.305 (Civil Penalty Provisions), the Pennsylvania Real Estate Commission has the authority to suspend or revoke a license and impose fines of up to \$1,000 per violation.

- * The Commission can impose fines but does not have authority over criminal penalties such as imprisonment.

* Suspension or revocation is a common penalty for severe violations, including fraud, misrepresentation, or mismanagement of client funds.

Why the other answers are incorrect:

* Option A (\$2,000 - \$5,000 Fine): The fine limit for first offenses is typically \$1,000 per violation.

* Option C (20 Hours of Ethics Training): Training may be recommended but is not an official penalty imposed by the Commission.

* Option D (90-Day Imprisonment): The Commission does not have authority to impose jail sentences.

Reference:

63 P.S. § 455.305- Civil Penalty Provisions

NEW QUESTION # 20

A salesperson secures a listing priced at \$110,000. A prospective buyer asks the salesperson to write a \$65,000 offer for the property. The salesperson should:

- A. Prepare the offer as requested and present it to the seller.
- B. Suggest that the buyer have another licensee prepare the offer.
- C. Prepare the offer as requested but not waste the seller's time presenting it.
- D. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.

Answer: A

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee is required to present all written offers to the seller, regardless of the amount.

* It is the seller's right to accept, reject, or counter an offer, not the salesperson's decision.

* A salesperson cannot refuse to submit an offer based on personal opinions about the price.

* Presenting all offers ensures fair dealings and upholds fiduciary duty to the seller.

Why the other answers are incorrect:

* Option B (Not Waste the Seller's Time): It is the seller's decision to accept or reject an offer, not the salesperson's.

* Option C (Advise Buyer to Offer More): A licensee must remain neutral and cannot pressure a buyer to increase their offer.

* Option D (Suggest Buyer Use Another Agent): There is no reason to transfer the buyer to another agent. The agent must present the offer.

NEW QUESTION # 21

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