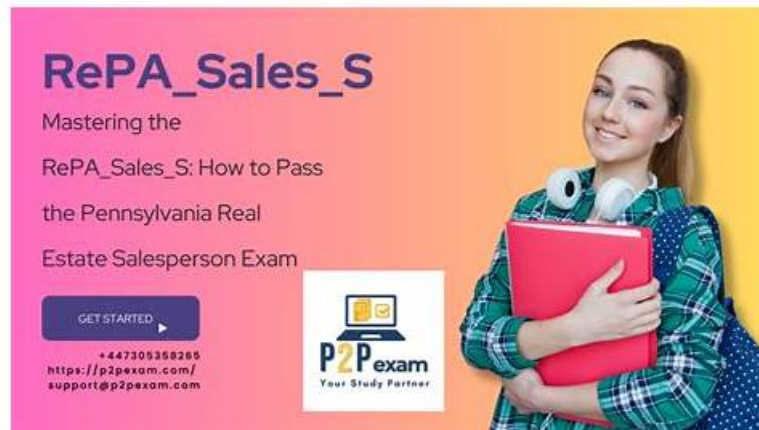


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## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q30-Q35):

### NEW QUESTION # 30

When representing a seller, which of the following is a TRUE statement regarding the duties a licensee owes to the principal?

- A. A licensee is obligated to disclose to a consumer the minimum commission split between the licensee and the broker.
- B. A licensee is required to keep confidential the price the seller would accept if lower than the list price.
- C. A licensee is not obligated to disclose the existence of another offer during negotiations on a purchase contract.
- D. A licensee's obligation of confidentiality ends at the conclusion of the listing contract.

**Answer: B**

Explanation:

A licensee has a fiduciary duty to keep the seller's pricing strategy confidential.

\* 49 Pa. Code § 35.292 (Duties of Licensees Generally) states that a licensee must maintain confidentiality of information that could harm their client's negotiating position, including the minimum price the seller would accept.

\* Confidentiality extends beyond the duration of the listing agreement unless the seller gives explicit permission to disclose information.

Why the other answers are incorrect:

\* Option A (Confidentiality Ends After Listing): Confidentiality continues even after the contract ends.

\* Option B (Not Disclosing Another Offer): In multiple-offer situations, disclosure may be required based on seller instructions.

\* Option D (Commission Disclosure): The broker's commission arrangement is not required to be disclosed to the public.

### NEW QUESTION # 31

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. Directly receive a commission from the buyer as well as the seller.
- D. Agree to split commissions with another licensee and pay the split directly to the other licensee.

**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.

### NEW QUESTION # 32

A listing agreement must contain all of the following EXCEPT:

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

**Answer: D**

### NEW QUESTION # 33

In order to renew a real estate license in Pennsylvania, the licensee:

- A. may take any combination of approved CE courses adding up to 14 hours of classroom instruction.
- B. must take 14 hours of CE courses specifically mandated by the Real Estate Commission.
- **C. must include in the required hours of CE any course mandated by the Real Estate Commission within the current licensing period.**
- D. may include excess hours carried over from the previous licensing period to reach the total CE hours required for the current license term.

**Answer: C**

Explanation:

In Pennsylvania, a real estate licensee must complete 14 hours of continuing education (CE) courses during each renewal period. Additionally, if the Pennsylvania Real Estate Commission mandates a specific CE course during the licensing cycle, licensees are required to take that course.

\* 49 Pa. Code § 35.382 (Continuing Education Requirements) states that a licensee must complete the specific courses required by the Commission for each licensing cycle.

\* Some renewal periods require specific courses, such as ethics or law updates, to ensure that licensees remain compliant with changing regulations.

Why the other answers are incorrect:

\* Option A (14 Hours Specifically Mandated): While some courses may be mandatory, licensees can choose others from an approved list.

\* Option B (Any Combination of 14 Hours): Some specific courses are required, meaning licensees cannot just pick any course.

\* Option D (Carrying Over CE Hours): Continuing education hours do not carry over from one licensing period to another.

Reference:

49 Pa. Code § 35.382- Continuing Education Requirements

### NEW QUESTION # 34

What MAXIMUM length of time may a salesperson's real estate license be inactive before reactivation ceases to be possible without retaking and passing the licensing examination?

- A. 5 years
- B. 3 years
- C. 2 years
- D. 4 years

**Answer: A**

Explanation:

If a real estate license is inactive for more than 5 years, the licensee must retake and pass the licensing exam to reinstate their license.

\* 49 Pa. Code § 35.251 (Relicensure Following Revocation or Inactive Status) states that a licensee who has been inactive for over 5 years must complete all initial licensing requirements again, including the exam.

\* A licensee can keep their license in inactive status indefinitely, but after 5 years, it requires reexamination.

Why the other answers are incorrect:

\* Option A (2 Years) & Option B (3 Years): Licensees may reactivate their license within this period without retaking the exam.

\* Option C (4 Years): The limit is 5 years, not 4.

### NEW QUESTION # 35

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