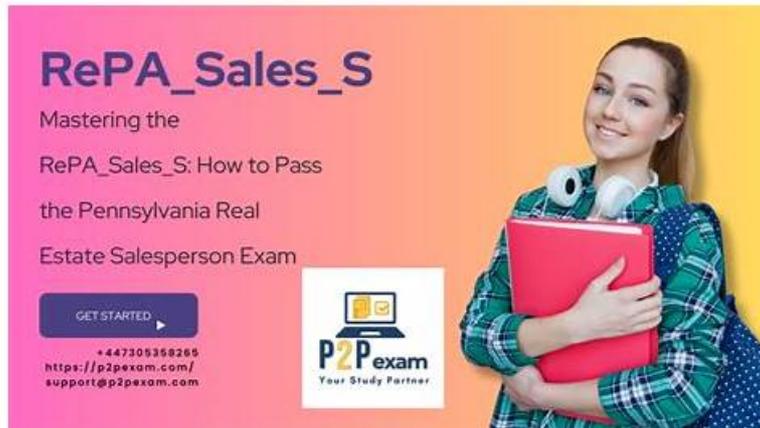


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These PA Salesperson State Exam (RePA_Sales_S) exam questions are a one-time investment to clear the RePA_Sales_S test in a short time. These RePA_Sales_S exam questions eliminate the need for candidates to study extra or irrelevant content, allowing them to complete their Pennsylvania Real Estate Commission test preparation quickly. By avoiding unnecessary information, you can save time and crack the PA Salesperson State Exam (RePA_Sales_S) certification exam in one go. Check out the features of the three formats.

Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
Topic 4	<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 5	<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.
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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q31-Q36):

NEW QUESTION # 31

A salesperson has just obtained the seller's signature on an offer to purchase. When MUST the buyer receive a copy?

- A. Within 1 business day of the offer's acceptance
- B. Within 24 hours of the offer's acceptance
- C. At the closing
- D. In a reasonably practicable period of time

Answer: A

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), all parties must receive a copy of a signed offer within 1 business day of acceptance.

* This ensures that buyers and sellers have full documentation of the transaction.

* Delaying delivery of signed contracts can lead to disputes and potential violations of real estate regulations.

Why the other answers are incorrect:

* Option A (24 Hours): While fast delivery is preferred, the law specifically states "1 business day."

* Option C (At Closing): Buyers must receive a copy well before closing.

* Option D (Reasonably Practicable Time): This is too vague and does not meet the specific 1-business-day requirement.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

NEW QUESTION # 32

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

Answer: A

Explanation:

Under 49 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.

Reference:

49 Pa. Code § 35.311- Duties of Buyer's Agent

NEW QUESTION # 33

A real estate ad in a newspaper placed by a salesperson MUST include the:

- A. Legal description of the property.
- **B. Employing broker's name and phone number.**
- C. Name of the principal.
- D. Municipality in which the property is located.

Answer: B

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), any advertisement placed by a real estate salesperson must include the name and phone number of their employing broker.

* This ensures that the public knows which brokerage is responsible for the property listing and avoids misleading or unverified advertisements.

* A salesperson cannot advertise properties without clearly identifying their broker to ensure compliance with advertising regulations.

Why the other answers are incorrect:

* Option A (Municipality): While useful, this is not required in every ad.

* Option B (Legal Description): A legal property description is not required for advertisements.

* Option D (Name of the Principal): The seller's name does not need to be included in advertisements.

NEW QUESTION # 34

Licensing law in the Commonwealth of Pennsylvania requires that a real estate salesperson be supervised by a licensed real estate broker or a broker-assigned:

- A. Team leader.
- B. Transaction coordinator.
- C. Salesperson.
- **D. Associate broker.**

Answer: D

Explanation:

Under 49 Pa. Code § 35.241 (Supervision and Operation of Offices), a licensed real estate salesperson must be supervised by a broker or an associate broker designated by the broker.

* A broker may assign an associate broker (who has passed the broker exam but does not own the brokerage) to oversee salespersons.

* Salespersons cannot work independently; they must work under the direction of a licensed broker or an assigned associate broker.

Why the other answers are incorrect:

* Option A (Team Leader): A team leader is not a formal supervisory position under Pennsylvania law unless they are an associate broker or broker.

* Option B (Salesperson): A salesperson cannot supervise other salespersons.

* Option D (Transaction Coordinator): A transaction coordinator handles paperwork but does not supervise licensees.

Reference:

49 Pa. Code § 35.241- Supervision and Operation of Offices

NEW QUESTION # 35

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 listing agreement must identify the licensee's name and status as a licensee.
- **D. The licensee must provide written disclosure of the ownership interest to all parties.**

Answer: D

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 # 36

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