

Pennsylvania Real Estate Commission RePA_Sales_S Exam | Reliable RePA_Sales_S Exam Syllabus - Help you Prepare RePA_Sales_S: PA Salesperson State Exam Exam Easily



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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"> • 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 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"> 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 5	<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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q49-Q54):

NEW QUESTION # 49

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

Answer: B

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.

Reference:

49 Pa. Code § 35.251- Relicensure Following Revocation or Inactive Status

NEW QUESTION # 50

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

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

Answer: B

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.

References:

63 P.S. § 455.304- Exemptions from Licensing

NEW QUESTION # 51

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

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

Answer: A

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 # 52

The Pennsylvania Real Estate Commission has received a written complaint that a licensee is engaging in an activity prohibited by the Real Estate Licensing and Registration Act. What action is the Commission empowered to take?

- A. Transfer the matter to civil authorities in the county in which the alleged activity occurred.
- **B. Ascertain the facts and, if warranted, hold a hearing.**
- C. Suspend the licensee's license for a period not to exceed 6 months.
- D. Serve the licensee with a cease and desist order.

Answer: B

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the power to investigate complaints, hold hearings, and impose disciplinary actions under 63 P.S. § 455.404 (Powers of the Commission).

* The Commission will first investigate the complaint to determine if the allegations are valid.

* If warranted, the Commission will hold a formal hearing to decide on appropriate disciplinary action.

* Possible penalties include fines, suspension, or revocation of the license.

Why the other answers are incorrect:

* Option A (Automatic 6-Month Suspension): The Commission does not impose automatic suspensions; each case is reviewed

individually.

* Option C (Cease and Desist Order): This is typically used for unlicensed real estate activities, not licensed misconduct.

* Option D (Transfer to Civil Authorities): While some cases (e.g., fraud) may be referred to law enforcement, the Commission itself first investigates.

Reference:

63 P.S. § 455.404- Powers of the Commission

NEW QUESTION # 53

An owner sells a house through a salesperson who works as an independent contractor for a broker. Before the closing, the owner fires the broker. However, the owner agrees to pay the salesperson a \$1,000 fee for services. Which of the following is TRUE?

- A. The salesperson may only accept the \$1,000 with the broker's consent.
- B. The salesperson may legally accept the \$1,000.
- C. The owner can cancel any part of the sales contract at any time.
- **D. The salesperson cannot legally accept the \$1,000.**

Answer: D

Explanation:

According to 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may not accept compensation from anyone other than their employing broker.

* A salesperson cannot accept direct payments from an owner or buyer (Option A - Correct).

* The owner cannot cancel the sales contract unilaterally (Option B - Incorrect).

* The salesperson may only be compensated through the broker, even if the owner agrees to direct payment (Option C & D - Incorrect).

Reference:

49 Pa. Code § 35.283- Compensation and Commission

NEW QUESTION # 54

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