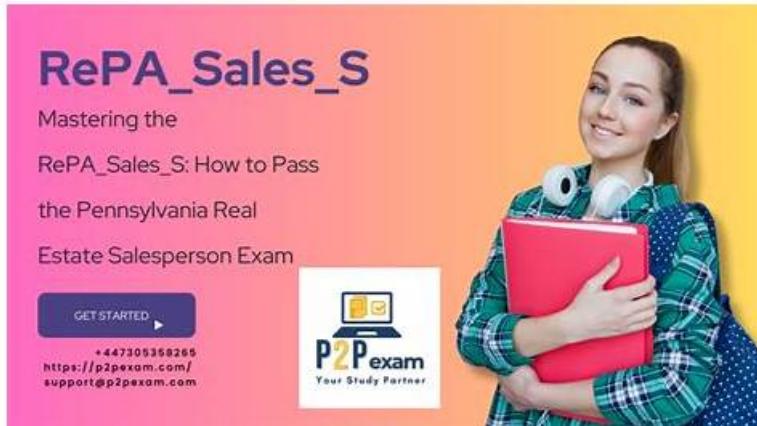


# Pennsylvania Real Estate Commission RePA\_Sales\_S Features of PDF



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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>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q22-Q27):

### NEW QUESTION # 22

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. Serve the licensee with a cease and desist order.
- C. Ascertain the facts and, if warranted, hold a hearing**
- D. Suspend the licensee's license for a period not to exceed 6 months.

### Answer: C

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 # 23

An exclusive listing MUST be in writing and it MUST:

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

### Answer: C

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.

#### NEW QUESTION # 24

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

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

**Answer: C**

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.

#### NEW QUESTION # 25

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law REQUIRES that the couple receive a copy of the agreement:

- A. within 5 business days from the time the agreement was signed.
- B. after the licensee obtains their employing broker's signature.
- C. after the cancellation period has expired.
- **D. at the time their signatures are obtained.**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be provided to the parties at the time of signing.

\* This rule ensures transparency and protects clients from unauthorized changes to agreements.

\* Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

\* Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.

\* Option C (After Cancellation Period): There is no required waiting period before providing a copy.

\* Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

#### NEW QUESTION # 26

Which of the following phrases in a rental ad may be permissible?

- A. Children 12 and Older Only
- B. Adults Only Building

- C. All Couples Apartment Building
- D. Creek Village - an Age-Restricted Community

**Answer: D**

### Explanation:

Under the Federal Fair Housing Act (42 U.S.C. § 3604) and the Pennsylvania Human Relations Act (PHRA), it is illegal to discriminate against renters or buyers based on family status, which includes children.

However, age-restricted housing is allowed under certain conditions.

\* Housing communities designated as "55 and older" or "62 and older" are legally permitted under the Housing for Older Persons Act (HOPA), provided they meet federal guidelines.

\* Option C (Creek Village - an Age-Restricted Community) is lawful because it indicates compliance with HOPA, meaning at least 80% of residents are over 55.

### Why the other answers are incorrect:

\* Option A (Children 12 and Older Only): Discriminating against families with young children violates the Fair Housing Act (FHA).

\* Option B (Adults Only Building) Landlords cannot prohibit families with children from renting

\* Option D (All Couples Apartment Building): This discriminates against single renters and violates fair housing laws.

## NEW QUESTION # 27

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