

# 100% Pass Accurate RePA\_Sales\_S - PA Salesperson State Exam Exam Outline



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>> RePA\_Sales\_S Exam Outline <<

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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>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>
Topic 2	<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 3	<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 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>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>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q23-Q28):

### NEW QUESTION # 23

A salesperson is representing a buyer who wants to make an offer on a property that is listed by another licensee in her office. Without the listing licensee's knowledge, she becomes aware that the sellers are getting divorced. In what capacity would the salesperson NOT be able to share the information?

- A. Transaction licensee
- B. Sub-agent of the buyer
- C. Designated buyer agent
- **D. Dual agent**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.314 (Duties of Dual Agents), a dual agent represents both the buyer and seller in the same transaction and must maintain neutrality by not disclosing confidential information unless required by law.

\* If the salesperson has knowledge that the sellers are getting divorced, this is considered confidential information that could harm their negotiating position.

\* Dual agents cannot disclose confidential facts that would disadvantage either party unless both parties agree in writing.

\* Disclosure of confidential details in a dual agency scenario would be a violation of Pennsylvania real estate law.

Why the other answers are incorrect:

\* Option B (Sub-Agent of Buyer): A sub-agent of the buyer has a fiduciary duty to the buyer and may disclose information that benefits them.

\* Option C (Transaction Licensee): A transaction licensee does not represent either party and may disclose non-confidential information.

\* Option D (Designated Buyer Agent): A designated agent works solely for the buyer and is free to disclose information that benefits them.

Reference:

49 Pa. Code § 35.314- Duties of Dual Agents

#### NEW QUESTION # 24

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

- A. Failing to furnish a copy of a listing contract to an owner after taking a listing.
- B. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.
- C. Failing to include the salesperson's name in all advertising.
- D. Making any substantial misrepresentation.

**Answer: C**

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), advertisements must include the broker's name but are not required to include the salesperson's name.

\* While a salesperson's name may appear in an ad, it is not a required element under Pennsylvania law.

\* However, failing to disclose key information in an ad, such as the broker's name, could result in disciplinary action.

Why the other answers are incorrect:

\* Option A (Misrepresentation): Misrepresentation is a serious offense and can lead to suspension or revocation.

\* Option B (Failing to Provide Listing Contract): A copy of the listing contract must be furnished to the seller at the time of signing.

\* Option D (Failing to Provide Information to the Commission): Failure to respond to an investigation can result in fines, suspension, or revocation.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

63 P.S. § 455.303- Prohibited Acts by Licensees

#### NEW QUESTION # 25

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

- A. Failing to furnish a copy of a listing contract to an owner after taking a listing.
- B. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.
- C. Failing to include the salesperson's name in all advertising.
- D. Making any substantial misrepresentation.

**Answer: C**

Explanation:

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\* However, failing to disclose key information in an ad, such as the broker's name, could result in disciplinary action.

Why the other answers are incorrect:

\* Option A (Misrepresentation): Misrepresentation is a serious offense and can lead to suspension or revocation.

\* Option B (Failing to Provide Listing Contract): A copy of the listing contract must be furnished to the seller at the time of signing.

\* Option D (Failing to Provide Information to the Commission): Failure to respond to an investigation can result in fines, suspension,

or revocation.

#### NEW QUESTION # 26

If a salesperson representing a buyer gets information from the seller's agent as to the status of the real estate transaction, what is the buyer's agent REQUIRED to do?

- A. Advise the buyer as to the status of the transaction.
- B. Advise the loan officer as to the status of the transaction.
- C. Advise the seller as to the status of the transaction.
- D. Advise the listing broker as to the status of the transaction.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), a buyer's agent has a fiduciary duty to their client. This means the agent must act in the buyer's best interest and communicate all material information regarding the transaction to the buyer.

- \* The buyer's agent's primary responsibility is to the buyer (Option B - Correct).
- \* The buyer's agent does not have any fiduciary duty to the seller (Option A - Incorrect).
- \* The buyer's agent is not required to inform the listing broker (Option C - Incorrect).
- \* The loan officer does not have the same level of involvement in fiduciary duties as the buyer (Option D - Incorrect).

Reference:

49 Pa. Code § 35.284- Disclosure of Business Relationships

#### NEW QUESTION # 27

According to the Pennsylvania Landlord-Tenant Act, a tenant must be notified of the final disposition of their security deposit within what time period following the end of the lease?

- A. Within 60 days
- B. Immediately upon completion of the landlord's final inspection of the premises
- C. Within 30 days
- D. Within 5 days

**Answer: C**

Explanation:

Under The Pennsylvania Landlord and Tenant Act of 1951 (68 P.S. § 250.512), a landlord must return the tenant's security deposit or provide a written explanation of any deductions within 30 days of lease termination.

- \* If the landlord withholds any portion of the deposit, they must provide an itemized list of damages and the amount deducted.
- \* If the landlord fails to return the deposit or provide an itemized list within 30 days, they forfeit their right to keep any portion of the deposit and may be subject to legal penalties.
- \* The tenant must provide a forwarding address to receive the deposit or notice.

Why the other answers are incorrect:

- \* Option A (5 Days): There is no 5-day requirement in Pennsylvania law.
- \* Option C (60 Days): The landlord is required to act within 30 days, not 60 days.
- \* Option D (Immediately upon inspection): While an inspection may occur, the law grants the landlord up to 30 days to finalize deductions and return funds.

#### NEW QUESTION # 28

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