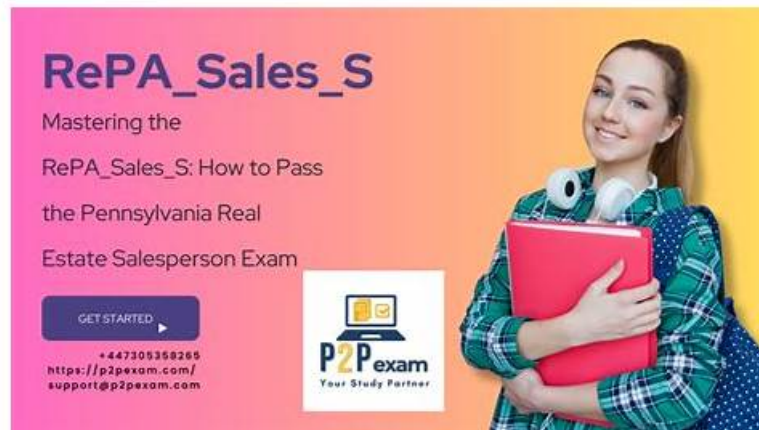


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>> **Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Preparation** <<

## Quiz 2026 RePA\_Sales\_S: PA Salesperson State Exam – High-quality Exam Preparation

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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>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 2	<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 3	<ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> 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>• <b>Agency and Disclosure:</b> 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 5	<ul style="list-style-type: none"> <li>• <b>Licensure:</b> 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>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q20-Q25):

### NEW QUESTION # 20

Which entities are authorized to investigate charges against real estate licensees concerning illegal discrimination in the sale or rental of housing?

- A. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission
- B. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature
- **C. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission**
- D. The Pennsylvania Real Estate Commission and the Better Business Bureau

**Answer: C**

Explanation:

Both the Pennsylvania Real Estate Commission (PREC) and the Pennsylvania Human Relations Commission (PHRC) have authority to investigate illegal discrimination in real estate transactions.

\* The Pennsylvania Human Relations Commission (PHRC) is responsible for enforcing the Pennsylvania Human Relations Act (PHRA), which prohibits discrimination in housing based on race, color, religion, ancestry, age, sex, national origin, disability, and familial status.

\* The Pennsylvania Real Estate Commission (PREC) investigates complaints against licensed real estate professionals who violate fair housing laws, including violations of the Real Estate Licensing and Registration Act (RELRA).

Why the other answers are incorrect:

\* Option A (Pennsylvania State Legislature and PREC): The Legislature makes laws but does not enforce them or conduct investigations.

\* Option B (PREC and Better Business Bureau): The Better Business Bureau (BBB) is a private organization and does not have legal enforcement authority.

\* Option C (PHRC and Legislature): The Legislature does not investigate complaints, but the PHRC does.

References:

Pennsylvania Human Relations Act (PHRA) - 43 P.S. § 951 (PHRC Enforcement) Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.101 (PREC Enforcement)

### NEW QUESTION # 21

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. Salesperson.
- B. Team leader.
- C. Transaction coordinator.
- **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.

**NEW QUESTION # 22**

A listing agreement must contain all of the following EXCEPT:

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

**Answer: C**

Explanation:

Under 49 Pa. Code § 35.332 (Exclusive Listing Agreements), all listing agreements must specify the services provided, the duration of the agreement, and the compensation of the broker. However, there is no requirement to include the broker's license number.

\* A listing agreement must clearly state the terms under which the broker will perform services and how they will be compensated.

\* The duration of the agreement must also be specified to prevent misunderstandings.

Why the other answers are incorrect:

\* Option A (Description of Services): This is a required component of the listing agreement.

\* Option B (Duration of Listing): A listing agreement must have a start and end date.

\* Option D (Broker's Compensation): Compensation must be clearly stated in the listing agreement.

**NEW QUESTION # 23**

In order to work as a property manager for compensation, an individual must:

- A. Pass a separate examination in principles of property management.
- B. Hold a real estate license and, if not a broker, be supervised by a broker.
- C. Complete at least one course in property management every two years.
- D. Complete a certification for property management.

**Answer: B**

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license unless the individual is directly employed by the property owner.

\* If a property manager is conducting leasing or rental activities for multiple property owners, they must be licensed and supervised by a broker.

\* The law ensures that individuals managing properties for others operate under proper ethical and legal guidelines.

Why the other answers are incorrect:

\* Option A (Certification for Property Management): No separate property management certification is required under Pennsylvania law.

\* Option B (Separate Exam for Property Management): A separate exam for property management is not required.

\* Option C (Ongoing Property Management Courses): Continuing education is required for license renewal, but specific property management courses are not mandatory.

## NEW QUESTION # 24

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

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

## NEW QUESTION # 25

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