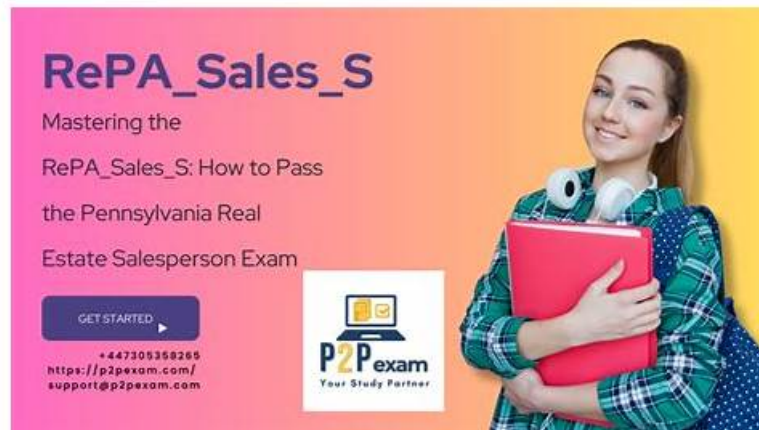


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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q34-Q39):

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

Answer: A

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 is a REQUIRED general duty of a licensee?

- A. Accept liability and responsibility for acts of the consumer.
- B. Provide assistance with document preparation.
- C. Independently verify the accuracy of any representation on a property condition disclosure statement.
- D. Conduct an independent inspection of the property.

Answer: C

Explanation:

Under 68 Pa. C.S. §§ 7301-7314 (Real Estate Seller Disclosure Law), a licensee has a duty to ensure that the property condition disclosure statement is complete and accurate as provided by the seller.

* While the licensee does not conduct a formal property inspection, they must not ignore material defects that are apparent or known to them.

* If a licensee knows of an issue that contradicts the seller's disclosure, they must disclose this to the buyer to prevent misrepresentation.

* This protects consumers from fraudulent or misleading property conditions.

Why the other answers are incorrect:

* Option A (Independent Inspection): A licensee is not a home inspector and is not required to perform a physical inspection.

* Option C (Accept Consumer Liability): A licensee is not responsible for actions taken by a buyer or seller.

* Option D (Document Preparation Assistance): A licensee can help explain documents but cannot prepare legal contracts without an attorney.

Reference:

68 Pa. C.S. §§ 7301-7314- Real Estate Seller Disclosure Law

NEW QUESTION # 36

An exclusive listing MUST be in writing and it MUST:

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

Answer: B

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 # 37

What MUST a licensee do before she can advertise, show, or offer a property?

- A. Obtain authorization from the owner of the property.
- B. Provide a list of clients for whom she has successfully completed real estate transactions in the area.
- C. Prepare a preliminary appraisal of the property.
- D. Prepare a comparative market analysis for the property.

Answer: A

Explanation:

Before advertising, showing, or offering any property, a real estate licensee must obtain written authorization from the property owner. This is a legal requirement to ensure that the licensee has the right to represent the property.

* 49 Pa. Code § 35.331 (Written Agreements Generally) states that a real estate licensee must have a written agreement with the property owner before performing any real estate services, including advertising and showing the property.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) further clarifies that exclusive agreements must be in writing and signed by both the owner and broker.

* Without the owner's written consent, a licensee could be subject to penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Preliminary Appraisal): Licensees are not required to conduct appraisals unless they are certified appraisers.

* Option C (List of Clients): There is no requirement to provide a history of past transactions before listing or advertising a property.

* Option D (Comparative Market Analysis - CMA): A CMA is useful for pricing but is not required before advertising or showing a property.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 38

Can a licensed real estate broker prepare an appraisal for a new loan on property that the broker has listed for sale?

- A. Yes, with proper disclosure to the lender about the broker's qualifications.
- B. Yes, if the appraisal is done before an offer to purchase is accepted by the seller.
- C. No, real property appraisals are not within the scope of practice for a real estate broker.
- D. Yes, if the appraisal is identified as a comparative market analysis.

Answer: C

Explanation:

Under The Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19), only a state-certified or licensed appraiser can perform real estate appraisals for loan purposes.

* Real estate brokers and salespersons can perform Comparative Market Analyses (CMAs) but cannot legally perform an appraisal for a lender.

* This restriction ensures that appraisals used for lending purposes meet state and federal standards.

Why the other answers are incorrect:

* Option A (CMAs as Appraisals): CMAs are not appraisals.

* Option B (Before Offer Accepted): The timing of the appraisal does not change licensing requirements.

* Option C (Disclosure to Lender): Even with disclosure, brokers are not permitted to conduct appraisals for loans.

NEW QUESTION # 39

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