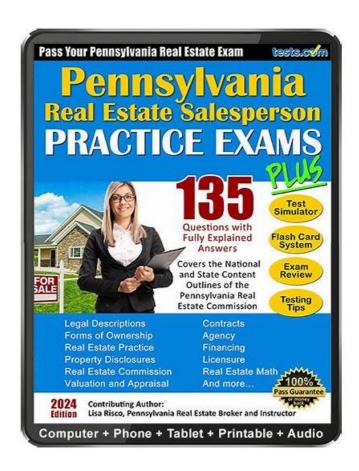
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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	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	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	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	 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	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.

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

NEW QUESTION #34

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

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

Answer: C

Explanation:

Under49 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.

Reference:

49 Pa. Code § 35.201- Definitions

NEW OUESTION #35

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

Answer: C

Explanation:

Under49 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.
- $\hbox{* Disclosure of confidential details in a dual agency scenario would be a violation of Pennsylvania real estate law.}$

Why the other answers are incorrect:

- * Option B (Sub-Agent of Buyer): Asub-agent of the buyer has a fiduciary duty to the buyer and may disclose information that benefits them.
- * Option C (Transaction Licensee):Atransaction licensee does not represent either party and may disclose non-confidential information.
- * Option D (Designated Buyer Agent): Adesignated agent works solely for the buyer and is free to disclose information that benefits them.

NEW OUESTION #36

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

- A. All Couples Apartment Building
- B. Adults Only Building
- C. Children 12 and Older Only
- 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 onfamily 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. References:

The Fair Housing Act (42 U.S.C. § 3604)

Housing for Older Persons Act (HOPA) (42 U.S.C. § 3607(b))

NEW QUESTION #37

When a licensed salesperson changes from one broker to another, the Pennsylvania Real Estate Commission MUST be notified within how many days after the intended date of the change?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: D

Explanation:

Under49 Pa. Code § 35.301 (Changes in Employment Status), a salesperson must notify the Pennsylvania Real Estate Commission within 10 days of switching brokers.

- * This ensures that the Commission's records remain up-to-date and that the salesperson is properly licensed under a supervising broker.
- * Failure to report the change within 10 days can result in disciplinary action.

Why the other answers are incorrect:

- * Option A (5 Days): The regulation clearly states 10 days, not 5.
- * Option C (15 Days): This exceeds the allowed time framefor notification.
- * Option D (30 Days): Waiting 30 days is too long and would violate Pennsylvania licensing laws.

Reference:

49 Pa. Code § 35.301- Changes in Employment Status

NEW QUESTION #38

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

- A. Buyer agent, seller agent, designated dual agent, and transaction licensee.
- B. Buyer agent, seller agent, designated agent, dual agent, and transaction licensee.
- C. Buyer agent, seller agent, designated agent, dual agent, and rental agent.
- D. Buyer agent, buyer sub-agent, seller agent, seller sub-agent, and dual agent.

Answer: B

Explanation:

Under49 Pa. Code § 35.284 (Disclosures of Business Relationships), the Consumer Notice defines five types of permitted relationships between real estate licensees and consumers:

- * Buyer's Agent- Represents the buyer and has a fiduciary duty to them.
- * Seller's Agent (Listing Agent)- Represents the seller and has a fiduciary duty to them.
- * Designated Agent- A brokerage firm designates different agents to represent buyers and sellers in the same firm without creating dual agency.
- * Dual Agent- A licensee represents both the buyer and seller in the same transaction, with mutual consent.
- * Transaction Licensee- A real estate licensee who provides services but does not represent either party as an agent. Why the other answers are incorrect:
- * Option A (Rental Agent): "Rental agent" is not a defined relationship in Pennsylvania law.
- * Option B (Buyer & Seller Sub-Agent): Sub-agency is no longer common and is not a required disclosure.
- * Option D (Designated Dual Agent):Dual agency and designated agency are separate concepts.

Reference:

49 Pa. Code § 35.284- Disclosures of Business Relationships

NEW QUESTION #39

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