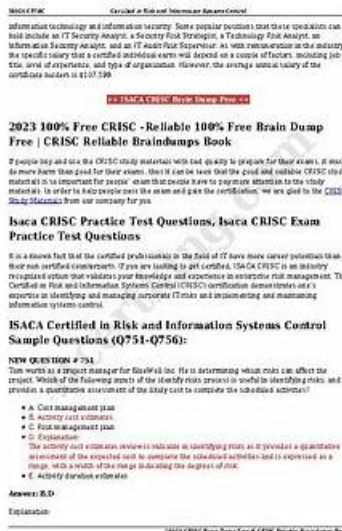


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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q17-Q22):

NEW QUESTION # 17

A person who uses a guide dog visits a real estate office in search of an apartment to rent. How should the salesperson proceed when working with this person?

- A. Tell the person only about apartments that are designed for people with disabilities.
- B. Ask for an increased amount of security deposit to cover potential damage caused by the dog.
- C. Ask about the size of the apartment the person is looking for and any other features that the person would like.
- D. Search for apartments that permit pets.

Answer: C

Explanation:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.

C). § 12101), a salesperson must treat a person with a disability the same as any other prospective tenant, without discrimination.

* The salesperson should focus on the client's housing needs, such as apartment size and features, rather than their disability.

* Landlords cannot charge an extra security deposit for service animals.

* The person is not limited to disability-specific housing; they can rent any unit they qualify for.

Why the other answers are incorrect:

* Option A (Search for Pet-Friendly Apartments): Service animals are NOT pets, so pet restrictions do not apply.

* Option B (Charge Extra Deposit): This violates fair housing laws; extra deposits for service animals are illegal.

* Option C (Limit Options to Disability-Specific Housing): Clients with disabilities must be shown all available housing, not just disability-specific units.

References:

Fair Housing Act (42 U.S.C. § 3604)- Protections for People with Disabilities Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)

NEW QUESTION # 18

The Real Estate Commission does NOT have the power to:

- A. Certify residential appraisers.
- B. Suspend or revoke real estate licenses.
- C. Review escrow accounts.
- D. Impose fines.

Answer: A

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the authority to regulate real estate licenses but does not certify real estate appraisers.

* Real estate appraisers in Pennsylvania are regulated by the State Board of Certified Real Estate Appraisers, not the Real Estate Commission.

* The Commission's powers include:

* Suspending or revoking licenses for violations.

* Imposing fines for disciplinary actions.

* Auditing escrow accounts to ensure compliance with regulations.

Why the other answers are incorrect:

* Option A (Suspend or Revoke Licenses): The Commission has the authority to discipline licensees.

* Option B (Impose Fines): The Commission can fine violators for misconduct.

* Option C (Review Escrow Accounts): The Commission can audit escrow accounts to protect client funds.

NEW QUESTION # 19

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

- A. Complete a certification for property management.
- 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 at least one course in property management every two years.

Answer: C

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.

Reference:

49 Pa. Code § 35.201- Definitions

NEW QUESTION # 20

A person is employed by a real estate owner to manage a multifamily residential property. Which of the following activities is the person permitted to perform without a real estate license?

- **A. Provide information on rental amounts and building rules and regulations.**
- B. Hold money belonging to tenants other than on behalf of the owner.
- C. Enter into leases on behalf of the owner.
- D. Negotiate terms and conditions of occupancy.

Answer: A

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), an unlicensed individual who is directly employed by a property owner can perform certain tasks, such as providing rental information and enforcing building rules, but they cannot engage in leasing or negotiation activities.

* Providing information on rental amounts and building rules is considered administrative and does not require a real estate license.

* However, negotiating leases, collecting rents on behalf of third parties, or holding security deposits in a non-owner-controlled account would require a real estate license.

Why the other answers are incorrect:

* Option B (Entering into Leases): Only a licensed real estate broker or a supervised salesperson can legally execute lease agreements on behalf of a landlord.

* Option C (Negotiating Terms): Negotiating lease terms is an activity that requires a real estate license.

* Option D (Holding Tenant Funds Independently): Handling tenant funds outside of the owner's direct control is a brokerage activity and requires a real estate license.

NEW QUESTION # 21

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. Sub-agent of the buyer
- B. Transaction licensee
- 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 # 22

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