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RePA_Sales_S: PA Salesperson State Exam



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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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 5	<ul style="list-style-type: none"> • 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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q21-Q26):

NEW QUESTION # 21

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

- A. Children 12 and Older Only
- **B. Creek Village - an Age-Restricted Community**
- C. Adults Only Building
- D. All Couples Apartment Building

Answer: B

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 on family 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.

NEW QUESTION # 22

Why is the following advertisement placed by a salesperson employed by ABC Realty, in violation of Pennsylvania Rules?

"Harrisburg \$200,000 SUPER BUY Cozy 3br, 2 1/2 bath Cottage, near bus. For info call 555-9234 (home) or

675-6330 (office). Ask for JOHN DOE."

- A. The MLS number is not included in the ad.
- **B. The broker's name does not appear in the ad.**
- C. The salesperson's name appears in the ad.
- D. No address is given.

Answer: B

Explanation:

According to 49 Pa. Code § 35.305 (Business Name on Advertisements), all advertisements placed by a salesperson must include the broker's name.

- * The broker's name is missing, which violates Pennsylvania advertising requirements (Option C - Correct).
- * The property address does not need to be in the ad (Option A - Incorrect).
- * Salesperson names are allowed but must be accompanied by the broker's name (Option B - Incorrect).
- * MLS numbers are not a requirement in all advertisements (Option D - Incorrect).

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 23

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

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

Answer: A

Explanation:

Under 49 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 # 24

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law REQUIRES that the couple receive a copy of the agreement:

- A. after the cancellation period has expired.
- B. after the licensee obtains their employing broker's signature.
- **C. at the time their signatures are obtained.**
- D. within 5 business days from the time the agreement was signed.

Answer: C

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be

provided to the parties at the time of signing.

* This rule ensures transparency and protects clients from unauthorized changes to agreements.

* Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

* Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.

* Option C (After Cancellation Period): There is no required waiting period before providing a copy.

* Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

NEW QUESTION # 25

A broker has been hired by a buyer to find an investment property. Upon locating a suitable property listed by another firm, the broker MUST:

- A. Recommend a professional inspection of the property.
- B. Initiate a title search of the property.
- C. Disclose to the listing broker or the seller that they represent the buyer.
- D. Disclose their dual representation, in writing, to both buyer and seller.

Answer: C

Explanation:

Under 49 Pa. Code § 35.311 (Duties of Buyer's Agent), a buyer's agent must disclose their relationship to the listing broker or seller before providing substantive services.

* This ensures that all parties understand who represents whom in the transaction.

* Failure to disclose agency relationships could result in ethical violations and penalties from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Initiate a Title Search): This is typically done by the buyer's attorney or title company, not the real estate broker.

* Option B (Recommend an Inspection): While good practice, it is not legally required under agency law.

* Option C (Disclose Dual Representation): This is incorrect because the broker is not acting as a dual agent in this case.

NEW QUESTION # 26

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