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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
Topic 4	<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 5	<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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q44-Q49):

NEW QUESTION # 44

What MUST a salesperson licensee convicted of a felony do?

- A. Immediately turn in the real estate license to the Real Estate Commission
- B. Terminate all real estate activities
- **C. Provide the Real Estate Commission with information about the conviction**
- D. Discuss the matter with the employing broker to decide what to do

Answer: C

Explanation:

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

* A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.

* Failing to report the conviction within the required time may result in additional penalties.

* Immediate license surrender (Option A) is not required.

* Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.

* Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

Reference:

49 Pa. Code § 35.288- Reporting of Crimes and Disciplinary Actions

NEW QUESTION # 45

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

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

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.

Reference:

Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19)

NEW QUESTION # 46

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Pay a referral fee directly to another licensed salesperson.
- B. Directly receive a commission from the buyer as well as the seller.
- **C. Receive commission and bonuses through their broker.**
- D. Agree to split commissions with another licensee and pay the split directly to the other licensee.

Answer: C

Explanation:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may only receive compensation through their employing broker. All commissions, bonuses, or referral fees must be paid by the broker and not directly to or from another licensee.

* A real estate salesperson cannot accept direct payment from clients, buyers, or sellers.

* Any bonus or commission earned must first go to the broker, who then distributes the appropriate amount to the salesperson.

Why the other answers are incorrect:

* Option A (Direct Commission from Buyer & Seller): Salespersons cannot accept direct payments from clients; all payments must go through their broker.

* Option B (Pay Referral Fee to Another Salesperson): Only brokers can pay referral fees. A salesperson cannot pay another licensee.

* Option D (Split Commission Directly with Another Licensee): Commissions must be handled by the broker, not between individual agents.

NEW QUESTION # 47

An owner sells a house through a salesperson who works as an independent contractor for a broker. Before the closing, the owner fires the broker. However, the owner agrees to pay the salesperson a \$1,000 fee for services. Which of the following is TRUE?

- A. The salesperson may only accept the \$1,000 with the broker's consent.
- B. The owner can cancel any part of the sales contract at any time.
- C. The salesperson may legally accept the \$1,000.
- **D. The salesperson cannot legally accept the \$1,000.**

Answer: D

Explanation:

According to 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may not accept compensation from anyone other than their employing broker.

- * A salesperson cannot accept direct payments from an owner or buyer (Option A - Correct).
- * The owner cannot cancel the sales contract unilaterally (Option B - Incorrect).
- * The salesperson may only be compensated through the broker, even if the owner agrees to direct payment (Option C & D - Incorrect).

Reference:

49 Pa. Code § 35.283- Compensation and Commission

NEW QUESTION # 48

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. A home builder selling his brand new houses
- **C. An attorney who holds himself out as a provider of brokerage services**
- D. A bank selling its foreclosed properties

Answer: C

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 # 49

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