

Free PDF Quiz 2026 Pennsylvania Real Estate Commission High Pass-Rate RePA_Sales_S: PA Salesperson State Exam Question Explanations

Practice Questions for the PA State Realtor Exam

1. In Pennsylvania, brokerage fees are:
 - a. Set by law.
 - b. Set by the Pennsylvania Real Estate Commission.
 - c. Determined by local groups of brokers operating a multiple listing service.
 - d. Negotiable between the consumer and the broker employed by the consumer.
2. Several weeks after a closing, an associate broker received a thank-you letter and a nice bonus check from the seller of the house. The associate broker cashed the check because he felt that he earned it. In this situation, which is *TRUE*?
 - a. The associate broker may accept the bonus because he is licensed as an associate broker.
 - b. Accepting the money is allowed if more than 30 days have elapsed since closing.
 - c. The associate broker may accept the money if his broker permits him to do so.
 - d. Accepting the money is a violation of the Real Estate Licensing and Registration Act.
3. In a dual agency situation, a broker may collect compensation from both the seller and the buyer if:
 - a. the broker is licensed as a dual agent.
 - b. the buyer and the seller are related by blood or marriage.
 - c. both parties give their informed consent in writing to the dual compensation.
 - d. both parties are represented by attorneys.

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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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 4	<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 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.

>> RePA_Sales_S Question Explanations <<

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

NEW QUESTION # 21

If clients have questions regarding the sale of their home beyond the licensee's expertise, what **MUST** the salesperson do?

- A. Ask their associate broker and advise the clients of the answer.
- B. Seek legal representation for the clients.
- **C. Advise the clients to seek expert advice.**
- D. Advise the clients to seek another salesperson to represent them in the transaction.

Answer: C

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

* A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.

* Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

* Option A (Seek Legal Representation for Clients): A salesperson cannot act as a lawyer or obtain legal representation for clients.

* Option C (Ask Associate Broker and Advise Clients): If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.

* Option D (Advise Clients to Seek Another Salesperson): This does not solve the issue; clients need advice from the correct

professional, not another salesperson.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

NEW QUESTION # 22

The provisions of the Real Estate Licensing and Registration Act apply to:

- **A. A real estate licensee selling real estate they own.**
- B. A licensed auctioneer who is auctioning property.
- C. A trustee who participates in real estate transactions under the authority of a court order.
- D. An attorney-at-law who participates in real estate transactions on behalf of a client.

Answer: A

Explanation:

Under 63 P.S. § 455.304 (Exemptions from Licensing Requirements), most individuals selling their own property are exempt from real estate licensing requirements. However, a real estate licensee selling their own real estate must comply with disclosure laws and ethical obligations.

* If a real estate licensee sells their own property, they must disclose in all advertising that they are a licensed real estate professional to avoid misleading the public.

* While a non-licensee selling their own property is not covered under real estate licensing laws, a licensed salesperson must adhere to licensing and disclosure laws.

Why the other answers are incorrect:

* Option A (Trustee under Court Order): Court-appointed trustees are exempt from real estate licensing requirements.

* Option B (Attorney Representing Clients): Attorneys are permitted to handle real estate transactions as part of their legal practice without a real estate license.

* Option D (Licensed Auctioneer): Auctioneers selling real estate are regulated under separate auctioneer licensing laws, not real estate licensing laws.

Reference:

63 P.S. § 455.304- Exemptions from Licensing Requirements

NEW QUESTION # 23

A salesperson owns a residence and wishes to sell it without listing it. Under Pennsylvania license law, the salesperson MUST:

- **A. disclose in all advertising that the owner of the property is a real estate licensee**
- B. list the property with their firm
- C. have an active license
- D. offer a sales commission or fee to cooperating brokers

Answer: A

Explanation:

Under 49 Pa. Code § 35.285 (Disclosure of Real Estate Affiliations), a licensee selling their own property MUST disclose that they are a real estate licensee in all advertisements and communications.

* The disclosure must be made in a clear and conspicuous manner to inform potential buyers that the seller has professional real estate expertise.

* This rule prevents deception and ensures fair dealings in real estate transactions.

Why the other answers are incorrect:

* Option A (List Property with Firm): Licensees are NOT required to list their own property with their firm.

* Option C (Offer Commission to Brokers): There is no requirement to offer compensation to other brokers.

* Option D (Have an Active License): A licensee can still sell their own property even if their license is inactive, but they must disclose their license status.

Reference:

49 Pa. Code § 35.285- Disclosure of Real Estate Affiliations

NEW QUESTION # 24

What is the status of a person's real estate license after a claim has been paid from the Real Estate Recovery Fund to settle a claim

against that licensee?

- A. Inactive
- B. Active
- C. Reinstated
- **D. Suspended**

Answer: D

Explanation:

Under 63 P.S. § 455.803 (Real Estate Recovery Fund), if the Pennsylvania Real Estate Commission pays out money from the Real Estate Recovery Fund due to a licensee's misconduct, the license is automatically suspended.

* A suspended license means the person cannot legally practice real estate until they reimburse the Recovery Fund for the full amount paid, plus interest.

* This is a consumer protection measure to ensure that licensees who cause financial harm cannot continue practicing until restitution is made.

* Once repayment is made, the licensee must apply for reinstatement, which is not automatic and may require a hearing.

Why the other answers are incorrect:

* Option A (Active): The license does not remain active after a payout from the fund.

* Option B (Inactive): "Inactive" means the licensee voluntarily stopped practicing, which is not the case here.

* Option C (Reinstated): Reinstatement does not occur automatically; the licensee must repay the fund and petition for reinstatement.

NEW QUESTION # 25

Which entities are authorized to investigate charges against real estate licensees concerning illegal discrimination in the sale or rental of housing?

- A. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission
- B. The Pennsylvania Real Estate Commission and the Better Business Bureau
- C. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature
- **D. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission**

Answer: D

Explanation:

Both the Pennsylvania Real Estate Commission (PREC) and the Pennsylvania Human Relations Commission (PHRC) have authority to investigate illegal discrimination in real estate transactions.

* The Pennsylvania Human Relations Commission (PHRC) is responsible for enforcing the Pennsylvania Human Relations Act (PHRA), which prohibits discrimination in housing based on race, color, religion, ancestry, age, sex, national origin, disability, and familial status.

* The Pennsylvania Real Estate Commission (PREC) investigates complaints against licensed real estate professionals who violate fair housing laws, including violations of the Real Estate Licensing and Registration Act (RELRA).

Why the other answers are incorrect:

* Option A (Pennsylvania State Legislature and PREC): The Legislature makes laws but does not enforce them or conduct investigations.

* Option B (PREC and Better Business Bureau): The Better Business Bureau (BBB) is a private organization and does not have legal enforcement authority.

* Option C (PHRC and Legislature): The Legislature does not investigate complaints, but the PHRC does.

NEW QUESTION # 26

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