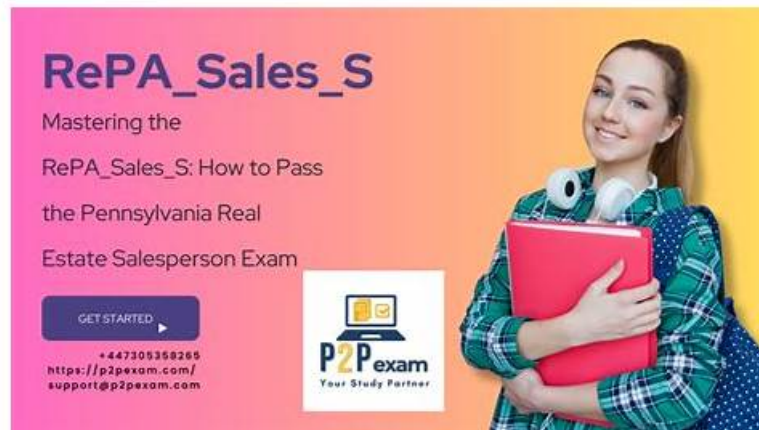


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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q20-Q25):

NEW QUESTION # 20

The Commission, after obtaining the facts of a verified complaint against a licensee, holding a hearing, and finding that licensee guilty, may:

- A. Suspend or revoke a license and/or levy a fine of \$1,000 or less.
- B. Make the licensee take up to 20 hours of ethics training.
- C. Imprison a licensee for no more than 90 days.
- D. Levy a fine of \$2,000 - \$5,000 if this is the licensee's first offense.

Answer: A

Explanation:

Under 63 P.S. § 455.305 (Civil Penalty Provisions), the Pennsylvania Real Estate Commission has the authority to suspend or revoke

a license and impose fines of up to \$1,000 per violation.

* The Commission can impose fines but does not have authority over criminal penalties such as imprisonment.

* Suspension or revocation is a common penalty for severe violations, including fraud, misrepresentation, or mismanagement of client funds.

Why the other answers are incorrect:

* Option A (\$2,000 - \$5,000 Fine):The fine limit for first offenses is typically \$1,000 per violation.

* Option C (20 Hours of Ethics Training):Training may be recommended but is not an official penalty imposed by the Commission.

* Option D (90-Day Imprisonment):The Commission does not have authority to impose jail sentences.

Reference:

63 P.S. § 455.305- Civil Penalty Provisions

NEW QUESTION # 21

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. have an active license
- C. offer a sales commission or fee to cooperating brokers
- D. list the property with their firm

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 # 22

When representing a seller, which of the following is a TRUE statement regarding the duties a licensee owes to the principal?

- A. A licensee is required to keep confidential the price the seller would accept if lower than the list price.
- B. A licensee's obligation of confidentiality ends at the conclusion of the listing contract.
- C. A licensee is not obligated to disclose the existence of another offer during negotiations on a purchase contract.
- D. A licensee is obligated to disclose to a consumer the minimum commission split between the licensee and the broker.

Answer: A

Explanation:

A licensee has a fiduciary duty to keep the seller's pricing strategy confidential.

* 49 Pa. Code § 35.292 (Duties of Licensees Generally) states that a licensee must maintain confidentiality of information that could harm their client's negotiating position, including the minimum price the seller would accept.

* Confidentiality extends beyond the duration of the listing agreement unless the seller gives explicit permission to disclose information.

Why the other answers are incorrect:

* Option A (Confidentiality Ends After Listing):Confidentiality continues even after the contract ends.

* Option B (Not Disclosing Another Offer):In multiple-offer situations, disclosure may be required based on seller instructions.

* Option D (Commission Disclosure):The broker's commission arrangement is not required to be disclosed to the public.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

NEW QUESTION # 23

If a salesperson representing a buyer gets information from the seller's agent as to the status of the real estate transaction, what is the buyer's agent REQUIRED to do?

- A. Advise the loan officer as to the status of the transaction.
- B. Advise the seller as to the status of the transaction.
- **C. Advise the buyer as to the status of the transaction.**
- D. Advise the listing broker as to the status of the transaction.

Answer: C

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), a buyer's agent has a fiduciary duty to their client. This means the agent must act in the buyer's best interest and communicate all material information regarding the transaction to the buyer.

- * The buyer's agent's primary responsibility is to the buyer (Option B - Correct).
- * The buyer's agent does not have any fiduciary duty to the seller (Option A - Incorrect).
- * The buyer's agent is not required to inform the listing broker (Option C - Incorrect).
- * The loan officer does not have the same level of involvement in fiduciary duties as the buyer (Option D - Incorrect).

NEW QUESTION # 24

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

Answer: A

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 # 25

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