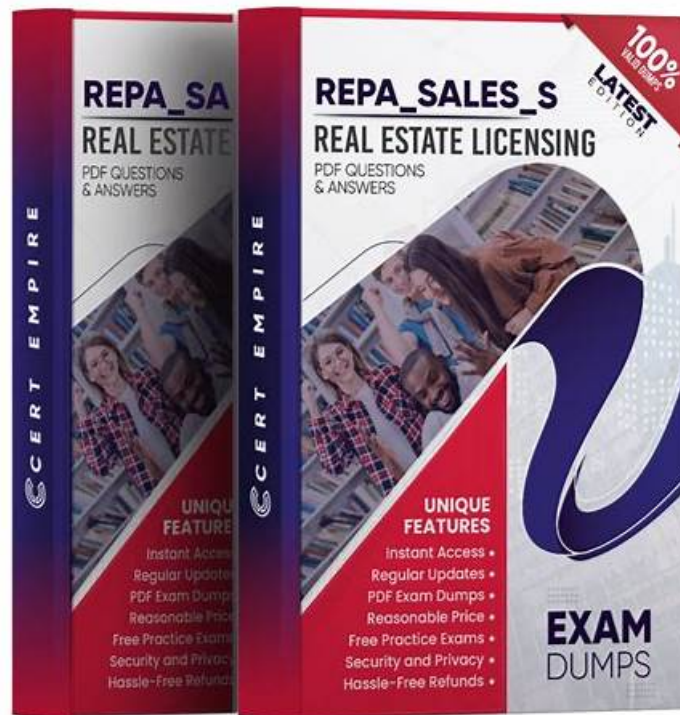


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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 (Q49-Q54):

NEW QUESTION # 49

Which of the following conditions **MUST** be met before a licensee participates in the sale of real property in which the licensee has an ownership interest?

- A. The listing agreement must identify the licensee's name and status as a licensee.
- **B. The licensee must provide written disclosure of the ownership interest to all parties.**
- C. The Pennsylvania Real Estate Commission must be notified of the transaction.
- D. The percentage of the licensee's ownership interest must be stated on the sales contract.

Answer: B

Explanation:

Under 49 Pa. Code § 35.283 (Disclosure of Interest), a real estate licensee must disclose in writing if they have a direct or indirect ownership interest in a property they are selling or purchasing.

* This disclosure ensures transparency and prevents conflicts of interest.

* Failure to disclose ownership interest could be considered fraudulent and result in disciplinary action by the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Commission Notification Required): The Commission does not need to be notified unless a violation occurs.

* Option B (Listing Agreement Disclosure): Disclosure is not required in the listing agreement but must be made to all parties.

* Option D (Percentage of Ownership on Contract): The specific percentage of ownership is not required to be on the contract; general disclosure is sufficient.

NEW QUESTION # 50

When a licensed salesperson changes from one broker to another, the Pennsylvania Real Estate Commission MUST be notified within how many days after the intended date of the change?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

Under 49 Pa. Code § 35.301 (Changes in Employment Status), a salesperson must notify the Pennsylvania Real Estate Commission within 10 days of switching brokers.

* This ensures that the Commission's records remain up-to-date and that the salesperson is properly licensed under a supervising broker.

* Failure to report the change within 10 days can result in disciplinary action.

Why the other answers are incorrect:

* Option A (5 Days): The regulation clearly states 10 days, not 5.

* Option C (15 Days): This exceeds the allowed time frame for notification.

* Option D (30 Days): Waiting 30 days is too long and would violate Pennsylvania licensing laws.

NEW QUESTION # 51

What MAXIMUM length of time may a salesperson's real estate license be inactive before reactivation ceases to be possible without retaking and passing the licensing examination?

- **A. 5 years**
- B. 2 years
- C. 3 years
- D. 4 years

Answer: A

Explanation:

If a real estate license is inactive for more than 5 years, the licensee must retake and pass the licensing exam to reinstate their license.

* 49 Pa. Code § 35.251 (Relicensure Following Revocation or Inactive Status) states that a licensee who has been inactive for over 5 years must complete all initial licensing requirements again, including the exam.

* A licensee can keep their license in inactive status indefinitely, but after 5 years, it requires reexamination.

Why the other answers are incorrect:

* Option A (2 Years) & Option B (3 Years): Licensees may reactivate their license within this period without retaking the exam.

* Option C (4 Years): The limit is 5 years, not 4.

Reference:

49 Pa. Code § 35.251- Relicensure Following Revocation or Inactive Status

NEW QUESTION # 52

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

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 # 53

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

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

Answer: D

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 # 54

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