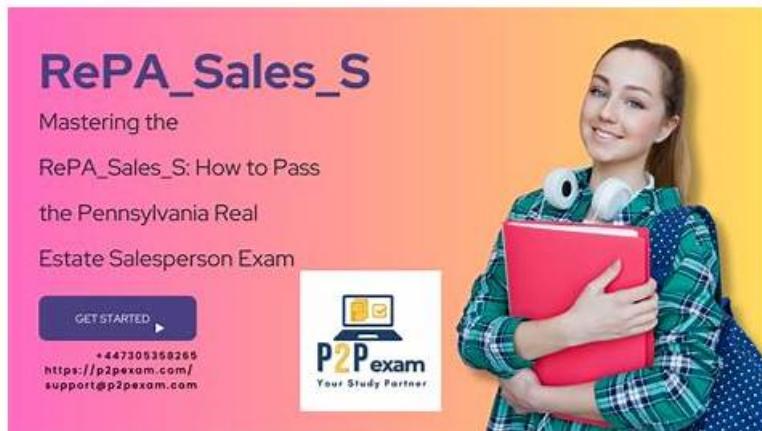


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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q48-Q53):

### NEW QUESTION # 48

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

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

### Answer: B

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

\* These courses must be taken through an approved real estate education provider.

\* Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

\* Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.

\* Option B (12 Hours): Falls short of the required minimum.

\* Option D (16 Hours): Exceeds the required minimum.

### NEW QUESTION # 49

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. An attorney-at-law who participates in real estate transactions on behalf of a client.
- D. A trustee who participates in real estate transactions under the authority of a court order.

### 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 # 50**

If a client requests to list their home for much more than the comparable market analysis (CMA) recommends, what is the duty of the salesperson?

- A. Refuse the listing because accepting the listing would violate the Pennsylvania Real Estate Licensing and Registration Act
- B. Require the seller to receive an appraisal before listing the property
- **C. Advise the client as to the reason it is in their best interest to list the property closer to the comparable market value**
- D. Provide the client financial advice as to how they can invest their assets to earn the amount they would like to receive

**Answer: C**

Explanation:

A real estate licensee has a fiduciary duty to provide honest, professional advice to their clients, including pricing strategies based on comparative market analysis (CMA).

\* Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a licensee must act in the best interest of the client, which includes providing realistic pricing guidance.

\* If a seller insists on listing at an inflated price, the agent should educate them on the risks, such as longer market time and reduced buyer interest.

\* While the agent cannot force a seller to list at a lower price, they must ensure that the client makes an informed decision.

Why the other answers are incorrect:

- \* Option A (Require an Appraisal): CMAs are typically sufficient for pricing; an appraisal is only required in specific cases (e.g., lender requirements).
- \* Option B (Refuse the Listing): Overpricing is not illegal, so there is no licensing violation in accepting the listing.
- \* Option D (Providing Investment Advice): Real estate licensees are not financial advisors and should not offer investment strategies.

Reference:

49 Pa. Code § 35.292 - Duties of Licensees Generally

**NEW QUESTION # 51**

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

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

**Answer: A**

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 # 52

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 # 53

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