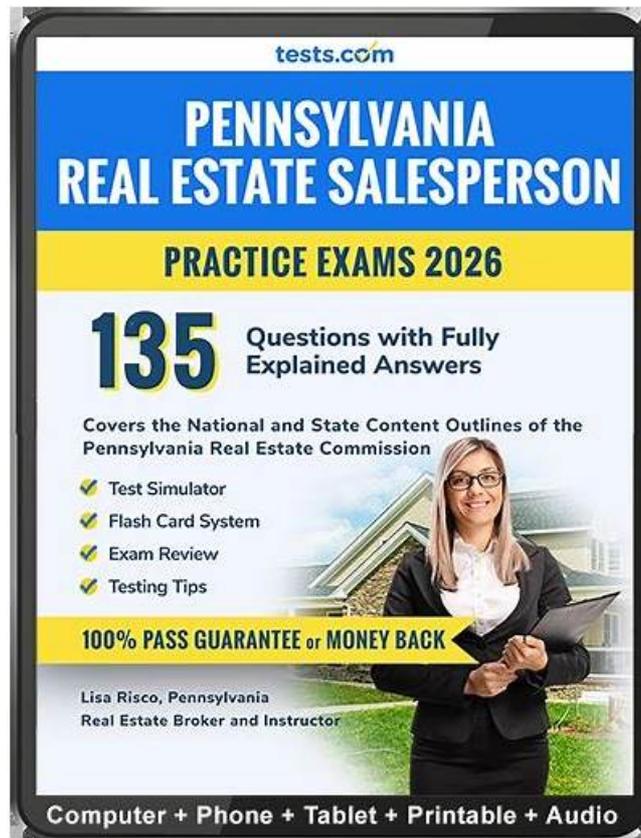


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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"> 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.
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"> 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 5	<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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q13-Q18):

NEW QUESTION # 13

An exclusive listing MUST be in writing and it MUST:

- A. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- B. be signed by the cooperating broker
- C. specify the duration of the listing
- D. contain provisions regarding acceptable financing arrangements

Answer: C

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

NEW QUESTION # 14

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

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

Answer: A

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 # 15

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

- A. Buyer agent, seller agent, designated dual agent, and transaction licensee.
- B. Buyer agent, seller agent, designated agent, dual agent, and transaction licensee.
- C. Buyer agent, seller agent, designated agent, dual agent, and rental agent.
- D. Buyer agent, buyer sub-agent, seller agent, seller sub-agent, and dual agent.

Answer: B

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), the Consumer Notice defines five types of permitted relationships between real estate licensees and consumers:

* Buyer's Agent- Represents the buyer and has a fiduciary duty to them.

* Seller's Agent (Listing Agent)- Represents the seller and has a fiduciary duty to them.

* Designated Agent- A brokerage firm designates different agents to represent buyers and sellers in the same firm without creating dual agency.

* Dual Agent- A licensee represents both the buyer and seller in the same transaction, with mutual consent.

* Transaction Licensee- A real estate licensee who provides services but does not represent either party as an agent.

Why the other answers are incorrect:

* Option A (Rental Agent): "Rental agent" is not a defined relationship in Pennsylvania law.

* Option B (Buyer & Seller Sub-Agent): Sub-agency is no longer common and is not a required disclosure.

* Option D (Designated Dual Agent): Dual agency and designated agency are separate concepts.

NEW QUESTION # 16

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

Answer: B

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 # 17

A listing agreement must contain all of the following EXCEPT:

- A. The broker's compensation.
- **B. The broker's license number.**
- C. A description of the services to be provided.
- D. The duration of the listing.

Answer: B

NEW QUESTION # 18

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It is known to us that more and more companies start to pay high attention to the RePA_Sales_S certification of the candidates. Because these leaders of company have difficulty in having a deep understanding of these candidates, may it is the best and fast way for all leaders to choose the excellent workers for their company by the RePA_Sales_S Certification that the candidates have gained. There is no doubt that the RePA_Sales_S certification has become more and more important for a lot of people. And with our RePA_Sales_S exam questions, you can get the RePA_Sales_S certification easily.

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