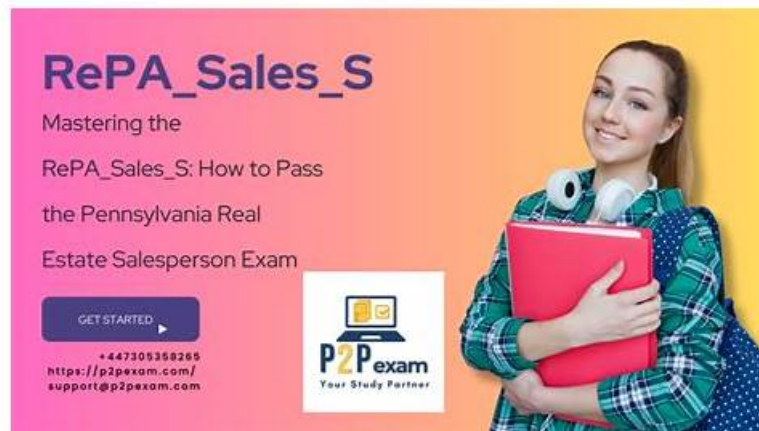


# Valid RePA\_Sales\_S Test Notes: Free PDF 2026

## Pennsylvania Real Estate Commission Realistic New PA Salesperson State Exam Test Blueprint



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A lot of office workers in their own professional development encounter bottleneck and begin to choose to continue to get the test RePA\_Sales\_S certification to the school for further study. We all understand the importance of education, and it is essential to get the RePA\_Sales\_S certification. Learn the importance of self-evident, and the stand or fall of learning outcome measure, in reality of hiring process, for the most part through your grades of high and low, as well as you acquire the qualification of how much remains. Therefore, the RePA\_Sales\_S practice materials can give users more advantages in the future job search, so that users can stand out in the fierce competition and become the best.

### 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>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>
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>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>
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## New RePA\_Sales\_S Test Blueprint & RePA\_Sales\_S Exam Simulations

In fact, passing RePA\_Sales\_S certification exam is just a piece of cake! But in realistic society, some candidates always say that this is difficult to accomplish. Therefore, RePA\_Sales\_S certification has become a luxury that some candidates aspire to. When the some candidates through how many years attempted to achieve a goal to get RePA\_Sales\_S Certification, had still not seen success hope, candidate thought always depth is having doubts unavoidably bog: can I get RePA\_Sales\_S certification? When can I get RePA\_Sales\_S certification? In this a succession of question behind, is following close on is the suspicion and lax.

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q11-Q16):

### NEW QUESTION # 11

A salesperson who operates as an independent contractor for a broker is seldom in the office. Earnest money deposits received by this salesperson:

- A. May be kept temporarily in an escrow account opened by the salesperson.
- B. May be held by the salesperson for 3 business days.
- C. Should be returned to the buyer to transmit to the broker.
- D. Should be transmitted promptly after receipt to the broker.

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.324 (Handling of Deposits and Escrow Money), all earnest money deposits must be promptly transmitted to the employing broker for deposit into an escrow account.

\* A salesperson cannot hold earnest money or maintain an escrow account on their own.

\* Brokers are responsible for ensuring that all escrow funds are properly handled and protected from commingling.

Why the other answers are incorrect:

\* Option A (Salesperson Holding Escrow Funds): Salespersons are prohibited from maintaining independent escrow accounts.

\* Option C (Holding Funds for 3 Days): Earnest money must be turned over to the broker as soon as possible; salespersons cannot hold it for any period.

\* Option D (Returning to Buyer for Transmission): Earnest money must go directly to the broker, not back to the buyer.

### NEW QUESTION # 12

A salesperson secures a listing priced at \$110,000. A prospective buyer asks the salesperson to write a \$65,000 offer for the property. The salesperson should:

- A. Prepare the offer as requested and present it to the seller.
- B. Suggest that the buyer have another licensee prepare the offer.
- C. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- D. Prepare the offer as requested but not waste the seller's time presenting it.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee is required to present all written offers to the seller, regardless of the amount.

\* It is the seller's right to accept, reject, or counter an offer, not the salesperson's decision.

- \* A salesperson cannot refuse to submit an offer based on personal opinions about the price.
  - \* Presenting all offers ensures fair dealings and upholds fiduciary duty to the seller.
- Why the other answers are incorrect:
- \* Option B (Not Waste the Seller's Time): It is the seller's decision to accept or reject an offer, not the salesperson's.
  - \* Option C (Advise Buyer to Offer More): A licensee must remain neutral and cannot pressure a buyer to increase their offer.
  - \* Option D (Suggest Buyer Use Another Agent): There is no reason to transfer the buyer to another agent. The agent must present the offer.

### NEW QUESTION # 13

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

**Answer: B**

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 # 14

A salesperson is representing a buyer who wants to make an offer on a property that is listed by another licensee in her office. Without the listing licensee's knowledge, she becomes aware that the sellers are getting divorced. In what capacity would the salesperson NOT be able to share the information?

- A. Designated buyer agent
- B. Sub-agent of the buyer
- **C. Dual agent**
- D. Transaction licensee

**Answer: C**

Explanation:

Under 49 Pa. Code § 35.314 (Duties of Dual Agents), a dual agent represents both the buyer and seller in the same transaction and must maintain neutrality by not disclosing confidential information unless required by law.

\* If the salesperson has knowledge that the sellers are getting divorced, this is considered confidential information that could harm their negotiating position.

\* Dual agents cannot disclose confidential facts that would disadvantage either party unless both parties agree in writing.

\* Disclosure of confidential details in a dual agency scenario would be a violation of Pennsylvania real estate law.

Why the other answers are incorrect:

\* Option B (Sub-Agent of Buyer): A sub-agent of the buyer has a fiduciary duty to the buyer and may disclose information that benefits them.

\* Option C (Transaction Licensee): A transaction licensee does not represent either party and may disclose non-confidential information.

\* Option D (Designated Buyer Agent): A designated agent works solely for the buyer and is free to disclose information that benefits them.

Reference:

### NEW QUESTION # 15

A salesperson who operates as an independent contractor for a broker is seldom in the office. Earnest money deposits received by this salesperson:

- A. May be kept temporarily in an escrow account opened by the salesperson.
- B. May be held by the salesperson for 3 business days.
- C. Should be returned to the buyer to transmit to the broker.
- **D. Should be transmitted promptly after receipt to the broker.**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.324 (Handling of Deposits and Escrow Money), all earnest money deposits must be promptly transmitted to the employing broker for deposit into an escrow account.

\* A salesperson cannot hold earnest money or maintain an escrow account on their own.

\* Brokers are responsible for ensuring that all escrow funds are properly handled and protected from commingling.

Why the other answers are incorrect:

\* Option A (Salesperson Holding Escrow Funds): Salespersons are prohibited from maintaining independent escrow accounts.

\* Option C (Holding Funds for 3 Days): Earnest money must be turned over to the broker as soon as possible; salespersons cannot hold it for any period.

\* Option D (Returning to Buyer for Transmission): Earnest money must go directly to the broker, not back to the buyer.

Reference:

49 Pa. Code § 35.324- Handling of Deposits and Escrow Money

### NEW QUESTION # 16

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