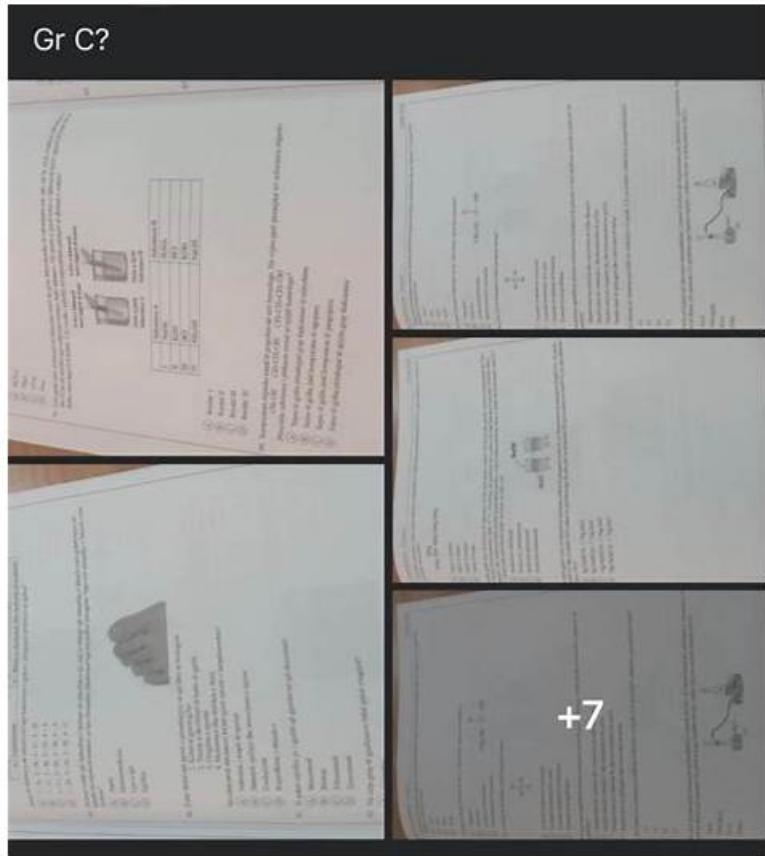


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> 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 4	<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 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.

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Pennsylvania Real Estate Commission RePA_Sales_S Training Materials & RePA_Sales_S New Question

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q14-Q19):

NEW QUESTION # 14

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

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

Answer: C

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.

NEW QUESTION # 15

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

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

Answer: B

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 # 16

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

Answer: C

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 # 17

What MUST a salesperson licensee convicted of a felony do?

- **A. Provide the Real Estate Commission with information about the conviction**
- B. Immediately turn in the real estate license to the Real Estate Commission
- C. Terminate all real estate activities
- D. Discuss the matter with the employing broker to decide what to do

Answer: A

Explanation:

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to

notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

* A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.

* Failing to report the conviction within the required time may result in additional penalties.

* Immediate license surrender (Option A) is not required.

* Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.

* Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

NEW QUESTION # 18

When a tenant who has a service or support animal applies to lease an apartment in a building that does not allow pets, which of the following rules may the landlord follow?

- A. The landlord may disallow the animal if it is not federally registered as a support or service animal.
- **B. Both state and federal laws require the landlord to allow any service or support animal.**
- C. The landlord may disallow the animal if there are no other animals permitted in the building.
- D. The landlord must allow the service or support animal but may charge an additional deposit.

Answer: B

Explanation:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.

C. § 12101), both service and emotional support animals must be allowed in rental properties, even in

"no pets" buildings.

* Service animals (such as guide dogs) and emotional support animals (ESA) are not considered "pets" under federal and state law, so landlords cannot prohibit them.

* A landlord cannot charge an additional deposit or pet fee for service/support animals.

* The tenant must provide documentation from a licensed medical provider if the disability is not obvious, but there is no requirement for a formal "federal registration" of service animals.

Why the other answers are incorrect:

* Option B (Charge Additional Deposit): This is illegal under Fair Housing laws because service animals are not "pets".

* Option C (No Pets Rule): A no-pets policy does not apply to service animals.

* Option D (Federally Registered Service Animal): There is no federal registry for service animals, so this is not a valid requirement.

References:

Fair Housing Act (42 U.S.C. § 3604)- Disability Protections

Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)- Service Animals Protections

NEW QUESTION # 19

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