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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"> 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 3	<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 4	<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 5	<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.
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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q32-Q37):

NEW QUESTION # 32

If clients have questions regarding the sale of their home beyond the licensee's expertise, what MUST the salesperson do?

- A. Advise the clients to seek another salesperson to represent them in the transaction.
- **B. Advise the clients to seek expert advice.**
- C. Seek legal representation for the clients.
- D. Ask their associate broker and advise the clients of the answer.

Answer: B

NEW QUESTION # 33

Interest earned on an escrow account is:

- **A. Payable subject to an agreement between the parties.**
- B. Equally divided between the listing and selling brokers.
- C. Payable to the broker holding the deposit.
- D. Equally divided between the buyer and seller.

Answer: A

Explanation:

Under 49 Pa. Code § 35.326 (Escrow Accounts and Interest), interest earned on escrow accounts belongs to the party or parties as determined by the terms of the contract or agreement.

* A broker cannot personally benefit from interest earned on escrow funds unless the contract explicitly allows it.

* The purchase agreement must specify how the interest is handled, whether it is payable to the buyer, seller, or split between parties.

Why the other answers are incorrect:

* Option A (Payable to the Broker): A broker cannot keep interest from an escrow account unless agreed upon in writing.

* Option B (Equally Divided Between Buyer and Seller): Interest division is not automatic; it must be outlined in the contract.

* Option C (Equally Divided Between Brokers): Brokers do not have rights to escrow interest unless explicitly agreed upon.

NEW QUESTION # 34

A person is employed by a real estate owner to manage a multifamily residential property. Which of the following activities is the person permitted to perform without a real estate license?

- **A. Provide information on rental amounts and building rules and regulations.**
- B. Enter into leases on behalf of the owner.

- C. Hold money belonging to tenants other than on behalf of the owner.
- D. Negotiate terms and conditions of occupancy.

Answer: A

Explanation:

Under 49 Pa. Code § 35.201 (Definitions), an unlicensed individual who is directly employed by a property owner can perform certain tasks, such as providing rental information and enforcing building rules, but they cannot engage in leasing or negotiation activities.

* Providing information on rental amounts and building rules is considered administrative and does not require a real estate license.

* However, negotiating leases, collecting rents on behalf of third parties, or holding security deposits in a non-owner-controlled account would require a real estate license.

Why the other answers are incorrect:

* Option B (Entering into Leases): Only a licensed real estate broker or a supervised salesperson can legally execute lease agreements on behalf of a landlord.

* Option C (Negotiating Terms): Negotiating lease terms is an activity that requires a real estate license.

* Option D (Holding Tenant Funds Independently): Handling tenant funds outside of the owner's direct control is a brokerage activity and requires a real estate license.

NEW QUESTION # 35

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

Answer: D

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.

Reference:

49 Pa. Code § 35.284- Disclosures of Business Relationships

NEW QUESTION # 36

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law REQUIRES that the couple receive a copy of the agreement:

- **A. at the time their signatures are obtained.**
- B. after the licensee obtains their employing broker's signature.
- C. after the cancellation period has expired.
- D. within 5 business days from the time the agreement was signed.

Answer: A

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be

provided to the parties at the time of signing.

* This rule ensures transparency and protects clients from unauthorized changes to agreements.

* Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

* Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.

* Option C (After Cancellation Period): There is no required waiting period before providing a copy.

* Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

NEW QUESTION # 37

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