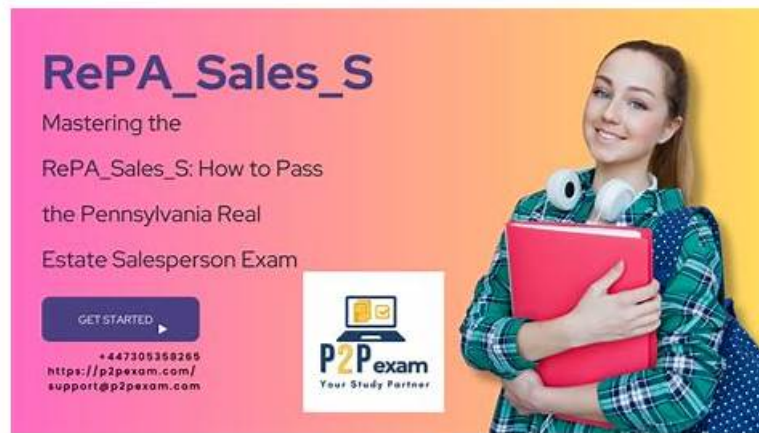


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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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 2	<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 3	<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 4	<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 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>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q35-Q40):

### NEW QUESTION # 35

The Real Estate Commission does NOT have the power to:

- A. Suspend or revoke real estate licenses.
- B. Certify residential appraisers.
- C. Impose fines.
- D. Review escrow accounts.

**Answer: B**

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the authority to regulate real estate licenses but does not certify real estate appraisers.

\* Real estate appraisers in Pennsylvania are regulated by the State Board of Certified Real Estate Appraisers, not the Real Estate Commission.

\* The Commission's powers include:

\* Suspending or revoking licenses for violations.

\* Imposing fines for disciplinary actions.

\* Auditing escrow accounts to ensure compliance with regulations.

Why the other answers are incorrect:

\* Option A (Suspend or Revoke Licenses): The Commission has the authority to discipline licensees.

\* Option B (Impose Fines): The Commission can fine violators for misconduct.

\* Option C (Review Escrow Accounts): The Commission can audit escrow accounts to protect client funds.

### NEW QUESTION # 36

An owner sells a house through a salesperson who works as an independent contractor for a broker. Before the closing, the owner fires the broker. However, the owner agrees to pay the salesperson a \$1,000 fee for services. Which of the following is TRUE?

- A. The salesperson may legally accept the \$1,000.
- B. The owner can cancel any part of the sales contract at any time.

- C. The salesperson may only accept the \$1,000 with the broker's consent.
- **D. The salesperson cannot legally accept the \$1,000.**

**Answer: D**

Explanation:

According to 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may not accept compensation from anyone other than their employing broker.

- \* A salesperson cannot accept direct payments from an owner or buyer (Option A - Correct).
- \* The owner cannot cancel the sales contract unilaterally (Option B - Incorrect).
- \* The salesperson may only be compensated through the broker, even if the owner agrees to direct payment (Option C & D - Incorrect).

### NEW QUESTION # 37

A salesperson has just obtained the seller's signature on an offer to purchase. When MUST the buyer receive a copy?

- A. Within 24 hours of the offer's acceptance
- B. At the closing
- C. In a reasonably practicable period of time
- **D. Within 1 business day of the offer's acceptance**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), all parties must receive a copy of a signed offer within 1 business day of acceptance.

- \* This ensures that buyers and sellers have full documentation of the transaction.
- \* Delaying delivery of signed contracts can lead to disputes and potential violations of real estate regulations.

Why the other answers are incorrect:

- \* Option A (24 Hours): While fast delivery is preferred, the law specifically states "1 business day."
- \* Option C (At Closing): Buyers must receive a copy well before closing.
- \* Option D (Reasonably Practicable Time): This is too vague and does not meet the specific 1-business-day requirement.

### NEW QUESTION # 38

The provisions of the Real Estate Licensing and Registration Act apply to:

- A. A trustee who participates in real estate transactions under the authority of a court order.
- B. A licensed auctioneer who is auctioning property.
- **C. A real estate licensee selling real estate they own.**
- D. An attorney-at-law who participates in real estate transactions on behalf of a client.

**Answer: C**

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 # 39

An exclusive listing MUST be in writing and it MUST:

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

**Answer: B**

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 # 40

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