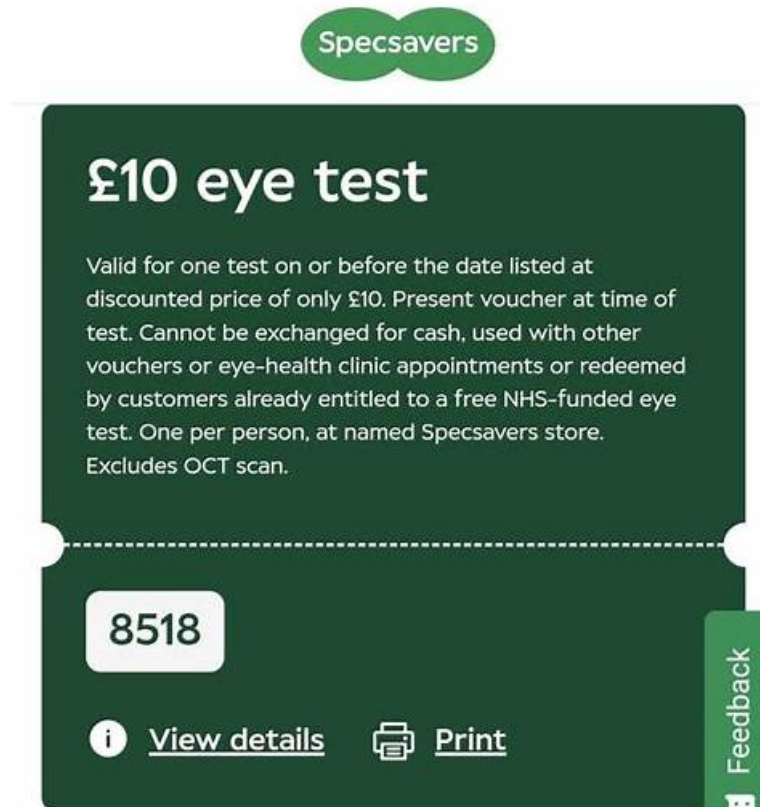


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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"> • 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"> • 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 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"> • 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 (Q10-Q15):

NEW QUESTION # 10

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

Answer: D

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 # 11

Which of the following phrases in a rental ad may be permissible?

- A. Adults Only Building
- B. All Couples Apartment Building
- C. Creek Village - an Age-Restricted Community
- D. Children 12 and Older Only

Answer: C

Explanation:

Under The Federal Fair Housing Act (42 U.S.C. § 3604) and the Pennsylvania Human Relations Act (PHRA), it is illegal to discriminate against renters or buyers based on family status, which includes children.

However, age-restricted housing is allowed under certain conditions.

* Housing communities designated as "55 and older" or "62 and older" are legally permitted under the Housing for Older Persons Act (HOPA), provided they meet federal guidelines.

* Option C (Creek Village - an Age-Restricted Community) is lawful because it indicates compliance with HOPA, meaning at least 80% of residents are over 55.

Why the other answers are incorrect:

* Option A (Children 12 and Older Only): Discriminating against families with young children violates the Fair Housing Act (FHA).

* Option B (Adults Only Building): Landlords cannot prohibit families with children from renting.

* Option D (All Couples Apartment Building): This discriminates against single renters and violates fair housing laws.

References:

The Fair Housing Act (42 U.S.C. § 3604)

Housing for Older Persons Act (HOPA) (42 U.S.C. § 3607(b))

Pennsylvania Human Relations Act (PHRA)

NEW QUESTION # 12

A person who uses a guide dog visits a real estate office in search of an apartment to rent. How should the salesperson proceed when working with this person?

- A. Ask about the size of the apartment the person is looking for and any other features that the person would like.
- B. Ask for an increased amount of security deposit to cover potential damage caused by the dog.
- C. Search for apartments that permit pets.
- D. Tell the person only about apartments that are designed for people with disabilities.

Answer: A

Explanation:

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

C: § 12101), a salesperson must treat a person with a disability the same as any other prospective tenant, without discrimination.

* The salesperson should focus on the client's housing needs, such as apartment size and features, rather than their disability.

* Landlords cannot charge an extra security deposit for service animals.

* The person is not limited to disability-specific housing; they can rent any unit they qualify for.

Why the other answers are incorrect:

* Option A (Search for Pet-Friendly Apartments): Service animals are NOT pets, so pet restrictions do not apply.

* Option B (Charge Extra Deposit): This violates fair housing laws; extra deposits for service animals are illegal.

* Option C (Limit Options to Disability-Specific Housing): Clients with disabilities must be shown all available housing, not just disability-specific units.

NEW QUESTION # 13

Which of the following is a REQUIRED general duty of a licensee?

- A. Accept liability and responsibility for acts of the consumer.
- B. Provide assistance with document preparation.
- C. Independently verify the accuracy of any representation on a property condition disclosure statement.
- D. Conduct an independent inspection of the property.

Answer: C

Explanation:

Under 68 Pa. C.S. §§ 7301-7314 (Real Estate Seller Disclosure Law), a licensee has a duty to ensure that the property condition disclosure statement is complete and accurate as provided by the seller.

* While the licensee does not conduct a formal property inspection, they must not ignore material defects that are apparent or known to them.

* If a licensee knows of an issue that contradicts the seller's disclosure, they must disclose this to the buyer to prevent misrepresentation.

* This protects consumers from fraudulent or misleading property conditions.

Why the other answers are incorrect:

* Option A (Independent Inspection): A licensee is not a home inspector and is not required to perform a physical inspection.

* Option C (Accept Consumer Liability): A licensee is not responsible for actions taken by a buyer or seller.

* Option D (Document Preparation Assistance): A licensee can help explain documents but cannot prepare legal contracts without an attorney.

NEW QUESTION # 14

The Real Estate Commission does NOT have the power to:

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

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.

Reference:

63 P.S. § 455.404- Powers of the Pennsylvania Real Estate Commission

Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19)

NEW QUESTION # 15

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