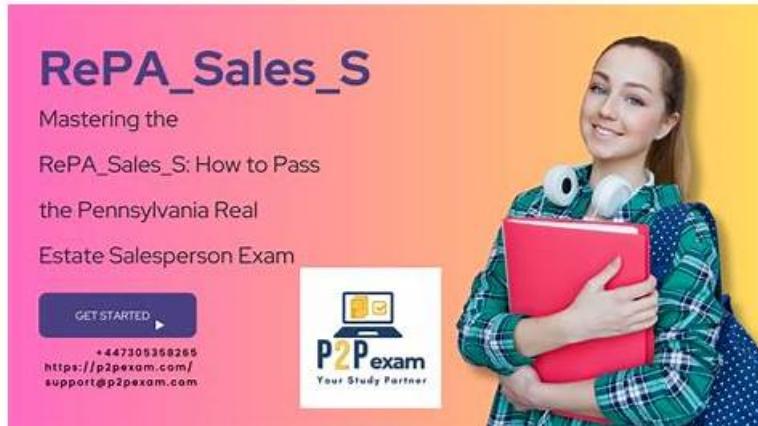


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> 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 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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q32-Q37):

NEW QUESTION # 32

Why is the following advertisement placed by a salesperson employed by ABC Realty, in violation of Pennsylvania Rules? "Harrisburg \$200,000 SUPER BUY Cozy 3br, 2 1/2 bath Cottage, near bus. For info call 555-9234 (home) or 675-6330 (office). Ask for JOHN DOE."

- A. The salesperson's name appears in the ad.
- B. The broker's name does not appear in the ad.**
- C. The MLS number is not included in the ad.
- D. No address is given.

Answer: B

Explanation:

According to 49 Pa. Code § 35.305 (Business Name on Advertisements), all advertisements placed by a salesperson must include the broker's name.

- * The broker's name is missing, which violates Pennsylvania advertising requirements (Option C - Correct).
- * The property address does not need to be in the ad (Option A - Incorrect).
- * Salesperson names are allowed but must be accompanied by the broker's name (Option B - Incorrect).
- * MLS numbers are not a requirement in all advertisements (Option D - Incorrect).

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 33

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. Should be returned to the buyer to transmit to the broker.
- C. Should be transmitted promptly after receipt to the broker.**
- D. May be held by the salesperson for 3 business days.

Answer: C

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 # 34

A salesperson owns a residence and wishes to sell it without listing it. Under Pennsylvania license law, the salesperson MUST:

- A. have an active license
- B. offer a sales commission or fee to cooperating brokers
- C. list the property with their firm
- D. **disclose in all advertising that the owner of the property is a real estate licensee**

Answer: D

Explanation:

Under 49 Pa. Code § 35.285 (Disclosure of Real Estate Affiliations), a licensee selling their own property MUST disclose that they are a real estate licensee in all advertisements and communications.

* The disclosure must be made in a clear and conspicuous manner to inform potential buyers that the seller has professional real estate expertise.

* This rule prevents deception and ensures fair dealings in real estate transactions.

Why the other answers are incorrect:

* Option A (List Property with Firm): Licensees are NOT required to list their own property with their firm.

* Option C (Offer Commission to Brokers): There is no requirement to offer compensation to other brokers.

* Option D (Have an Active License): A licensee can still sell their own property even if their license is inactive, but they must disclose their license status.

NEW QUESTION # 35

Interest earned on an escrow account is:

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

Answer: D

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.

Reference:

49 Pa. Code § 35.326- Escrow Accounts and Interest

NEW QUESTION # 36

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

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

Answer: D

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 # 37

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