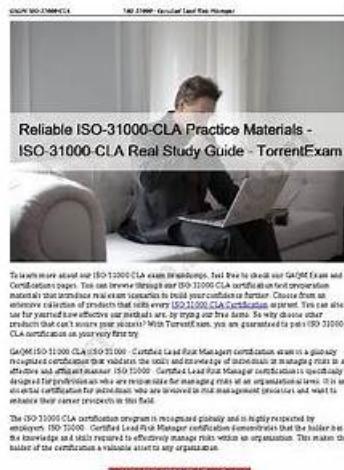


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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"> 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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q41-Q46):

NEW QUESTION # 41

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Receive commission and bonuses through their broker.**
- B. Pay a referral fee directly to another licensed salesperson.
- C. Directly receive a commission from the buyer as well as the seller.
- D. Agree to split commissions with another licensee and pay the split directly to the other licensee.

Answer: A

Explanation:

Under49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may only receive compensation through their employing broker. All commissions, bonuses, or referral fees must be paid by the broker and not directly to or from another licensee.

* A real estate salesperson cannot accept direct payment from clients, buyers, or sellers.

* Any bonus or commission earned must first go to the broker, who then distributes the appropriate amount to the salesperson.

Why the other answers are incorrect:

* Option A (Direct Commission from Buyer & Seller): Salespersons cannot accept direct payments from clients; all payments must go through their broker.

* Option B (Pay Referral Fee to Another Salesperson): Only brokers can pay referral fees. A salesperson cannot pay another licensee.

* Option D (Split Commission Directly with Another Licensee): Commissions must be handled by the broker, not between individual

agents.

NEW QUESTION # 42

If a licensee advertises prizes as part of a promotion for the sale of real estate, which of the following must be disclosed in the advertisement?

- A. Where the prize was manufactured.
- B. How many others have won similar prizes.
- **C. The fair market value of the prize.**
- D. The names of any stores that will exchange the prize.

Answer: C

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), a real estate licensee must disclose the fair market value of any prizes, gifts, or incentives offered as part of a sales promotion.

* This ensures transparency and prevents misleading advertisements that might influence a consumer's decision based on exaggerated prize values.

* Failure to disclose the fair market value could result in penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option B (Where the Prize Was Manufactured): There is no requirement to disclose where a prize was made.

* Option C (How Many Others Have Won): The law does not require disclosure of the number of previous winners.

* Option D (Names of Stores for Exchange): There is no requirement to provide names of stores that would honor or exchange the prize.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 43

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

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

Answer: C

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.

NEW QUESTION # 44

A real estate ad in a newspaper placed by a salesperson MUST include the:

- A. Municipality in which the property is located.

- B. Name of the principal.
- **C. Employing broker's name and phone number.**
- D. Legal description of the property.

Answer: C

Explanation:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), any advertisement placed by a real estate salesperson must include the name and phone number of their employing broker.

* This ensures that the public knows which brokerage is responsible for the property listing and avoids misleading or unverified advertisements.

* A salesperson cannot advertise properties without clearly identifying their broker to ensure compliance with advertising regulations.

Why the other answers are incorrect:

* Option A (Municipality): While useful, this is not required in every ad.

* Option B (Legal Description): A legal property description is not required for advertisements.

* Option D (Name of the Principal): The seller's name does not need to be included in advertisements.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 45

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. Hold money belonging to tenants other than on behalf of the owner.
- C. Enter into leases 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 # 46

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