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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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	• 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	• 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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q28-Q33):

NEW QUESTION # 28

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. Hold money belonging to tenants other than on behalf of the owner.
- B. Negotiate terms and conditions of occupancy.
- **C. Provide information on rental amounts and building rules and regulations.**
- D. Enter into leases on behalf of the owner.

Answer: C

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.

Reference:

49 Pa. Code § 35.201- Definitions

NEW QUESTION # 29

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

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

Answer: B

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

* A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.

* Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

* Option A (Seek Legal Representation for Clients):A salesperson cannot act as a lawyer or obtain legal representation for clients.

* Option C (Ask Associate Broker and Advise Clients):If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.

* Option D (Advise Clients to Seek Another Salesperson):This does not solve the issue; clients need advice from the correct professional, not another salesperson.

NEW QUESTION # 30

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

Answer: B

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 # 31

Which of the following activities performed by the manager of a multifamily dwelling **REQUIRES** a real estate license?

- A. Providing information on rental amounts to prospective renters
- **B. Entering into leases**
- C. Distributing building rules and regulations
- D. Showing apartments to prospective renters

Answer: B

Explanation:

A real estate license is required to enter into leases on behalf of a landlord because this involves negotiating real estate transactions.

* According to 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license.

* A property manager who is actively negotiating leases must hold a real estate license unless they are directly employed by the property owner.

Why the other answers are incorrect:

* Option B (Distributing Rules): This does not require a license since it is administrative.

* Option C (Showing Apartments): Showing apartments does not require a license as long as no negotiations occur.

* Option D (Providing Rental Info): Providing information is not negotiating a lease, so a license is not needed.

Reference:

49 Pa. Code § 35.201- Definitions

NEW QUESTION # 32

A broker has been hired by a buyer to find an investment property. Upon locating a suitable property listed by another firm, the broker MUST:

- A. Initiate a title search of the property.
- B. Recommend a professional inspection of the property.
- C. Disclose their dual representation, in writing, to both buyer and seller.
- **D. Disclose to the listing broker or the seller that they represent the buyer.**

Answer: D

Explanation:

Under 49 Pa. Code § 35.311 (Duties of Buyer's Agent), a buyer's agent must disclose their relationship to the listing broker or seller before providing substantive services.

* This ensures that all parties understand who represents whom in the transaction.

* Failure to disclose agency relationships could result in ethical violations and penalties from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Initiate a Title Search): This is typically done by the buyer's attorney or title company, not the real estate broker.

* Option B (Recommend an Inspection): While good practice, it is not legally required under agency law.

* Option C (Disclose Dual Representation): This is incorrect because the broker is not acting as a dual agent in this case.

NEW QUESTION # 33

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