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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	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	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	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 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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q50-Q55):

NEW QUESTION # 50

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: D

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

* These courses must be taken through an approved real estate education provider.

* Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

* Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.

* Option B (12 Hours): Falls short of the required minimum.

* Option D (16 Hours): Exceeds the required minimum.

NEW QUESTION # 51

In order to renew a real estate license in Pennsylvania, the licensee:

- A. may include excess hours carried over from the previous licensing period to reach the total CE hours required for the current license term.
- B. may take any combination of approved CE courses adding up to 14 hours of classroom instruction.
- C. must include in the required hours of CE any course mandated by the Real Estate Commission within the current licensing period.
- D. must take 14 hours of CE courses specifically mandated by the Real Estate Commission.

Answer: C

Explanation:

In Pennsylvania, a real estate licensee must complete 14 hours of continuing education (CE) courses during each renewal period. Additionally, if the Pennsylvania Real Estate Commission mandates a specific CE course during the licensing cycle, licensees are required to take that course.

* 49 Pa. Code § 35.382 (Continuing Education Requirements) states that a licensee must complete the specific courses required by the Commission for each licensing cycle.

* Some renewal periods require specific courses, such as ethics or law updates, to ensure that licensees remain compliant with changing regulations.

Why the other answers are incorrect:

* Option A (14 Hours Specifically Mandated): While some courses may be mandatory, licensees can choose others from an approved list.

* Option B (Any Combination of 14 Hours): Some specific courses are required, meaning licensees cannot just pick any course.

* Option D (Carrying Over CE Hours): Continuing education hours do not carry over from one licensing period to another.

NEW QUESTION # 52

Interest earned on an escrow account is:

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

Answer: B

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.

NEW QUESTION # 53

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

- A. Advise the clients to seek another salesperson to represent them in the transaction.

- B. Advise the clients to seek expert advice.
- C. Seek legal representation for the clients.
- D. Ask their associate broker and advise the clients of the answer.

Answer: B

NEW QUESTION # 54

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

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

Answer: A

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 # 55

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