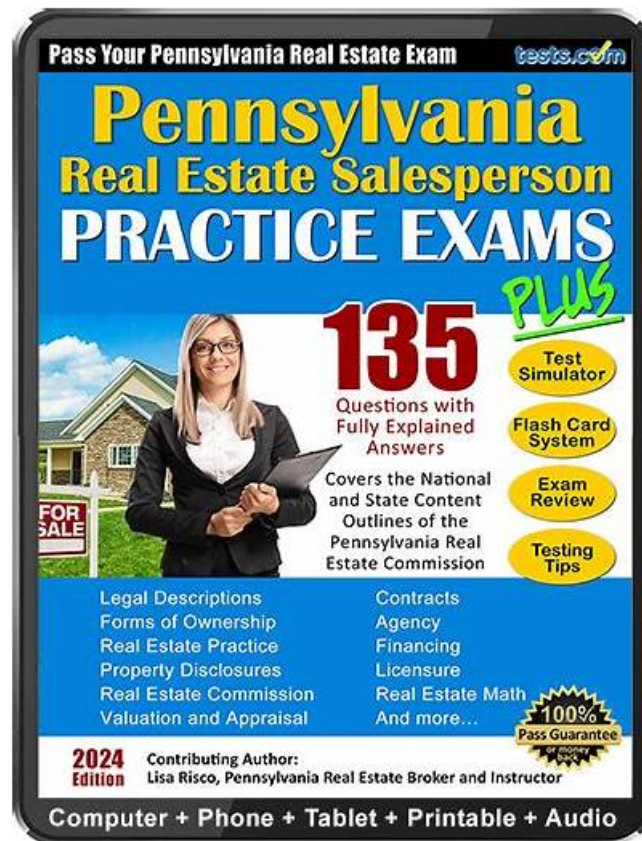


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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"> • 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 3	<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 4	<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 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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q36-Q41):

NEW QUESTION # 36

What **MUST** a salesperson licensee convicted of a felony do?

- A. Immediately turn in the real estate license to the Real Estate Commission
- B. Terminate all real estate activities
- **C. Provide the Real Estate Commission with information about the conviction**
- D. Discuss the matter with the employing broker to decide what to do

Answer: C

Explanation:

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

* A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.

* Failing to report the conviction within the required time may result in additional penalties.

* Immediate license surrender (Option A) is not required.

* Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.

* Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

NEW QUESTION # 37

If a salesperson representing a buyer gets information from the seller's agent as to the status of the real estate transaction, what is the buyer's agent REQUIRED to do?

- A. Advise the seller as to the status of the transaction.
- **B. Advise the buyer as to the status of the transaction.**
- C. Advise the listing broker as to the status of the transaction.
- D. Advise the loan officer as to the status of the transaction.

Answer: B

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), a buyer's agent has a fiduciary duty to their client. This means the agent must act in the buyer's best interest and communicate all material information regarding the transaction to the buyer.

- * The buyer's agent's primary responsibility is to the buyer (Option B - Correct).
- * The buyer's agent does not have any fiduciary duty to the seller (Option A - Incorrect).
- * The buyer's agent is not required to inform the listing broker (Option C - Incorrect).
- * The loan officer does not have the same level of involvement in fiduciary duties as the buyer (Option D - Incorrect).

NEW QUESTION # 38

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

- A. Municipality in which the property is located.
- **B. Employing broker's name and phone number.**
- C. Name of the principal.
- D. Legal description of the property.

Answer: B

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.

NEW QUESTION # 39

A salesperson who operates as an independent contractor for a broker is seldom in the office. Earnest money deposits received by this salesperson:

- A. Should be returned to the buyer to transmit to the broker.
- B. May be kept temporarily in an escrow account opened by the salesperson.
- **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.

Reference:

49 Pa. Code § 35.324- Handling of Deposits and Escrow Money

NEW QUESTION # 40

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.

NEW QUESTION # 41

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