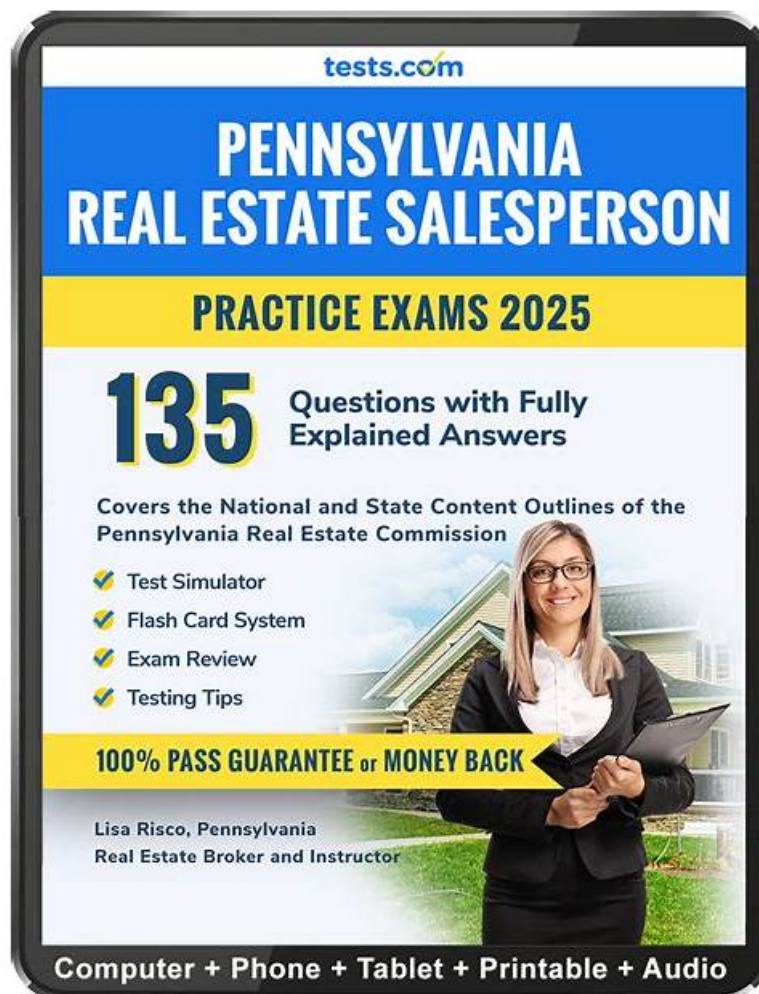


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

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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They struggle to find the right platform to get actual PA Salesperson State Exam (RePA_Sales_S) exam questions and achieve their goals. Prep4pass has made the product after seeing the students struggle to solve their issues and help them pass the RePA_Sales_S certification exam on the first try. Prep4pass has designed this RePA_Sales_S Practice Test material after consulting with a lot of professionals and getting their good reviews so our customers can clear RePA_Sales_S certification exam quickly and improve themselves.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q23-Q28):

NEW QUESTION # 23

A salesperson is representing a buyer who wants to make an offer on a property that is listed by another licensee in her office. Without the listing licensee's knowledge, she becomes aware that the sellers are getting divorced. In what capacity would the salesperson NOT be able to share the information?

- A. Sub-agent of the buyer
- B. Transaction licensee
- C. Designated buyer agent
- **D. Dual agent**

Answer: D

Explanation:

Under 49 Pa. Code § 35.314 (Duties of Dual Agents), a dual agent represents both the buyer and seller in the same transaction and must maintain neutrality by not disclosing confidential information unless required by law.

* If the salesperson has knowledge that the sellers are getting divorced, this is considered confidential information that could harm their negotiating position.

* Dual agents cannot disclose confidential facts that would disadvantage either party unless both parties agree in writing.

* Disclosure of confidential details in a dual agency scenario would be a violation of Pennsylvania real estate law.

Why the other answers are incorrect:

* Option B (Sub-Agent of Buyer): A sub-agent of the buyer has a fiduciary duty to the buyer and may disclose information that

benefits them.

* Option C (Transaction Licensee): A transaction licensee does not represent either party and may disclose non-confidential information.

* Option D (Designated Buyer Agent): A designated agent works solely for the buyer and is free to disclose information that benefits them.

NEW QUESTION # 24

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

Answer: D

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).

NEW QUESTION # 25

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law REQUIRES that the couple receive a copy of the agreement:

- **A. at the time their signatures are obtained.**
- B. within 5 business days from the time the agreement was signed.
- C. after the licensee obtains their employing broker's signature.
- D. after the cancellation period has expired.

Answer: A

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be provided to the parties at the time of signing.

* This rule ensures transparency and protects clients from unauthorized changes to agreements.

* Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

* Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.

* Option C (After Cancellation Period): There is no required waiting period before providing a copy.

* Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

NEW QUESTION # 26

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

Answer: A

NEW QUESTION # 27

What MUST a salesperson licensee convicted of a felony do?

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

Answer: A

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 # 28

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