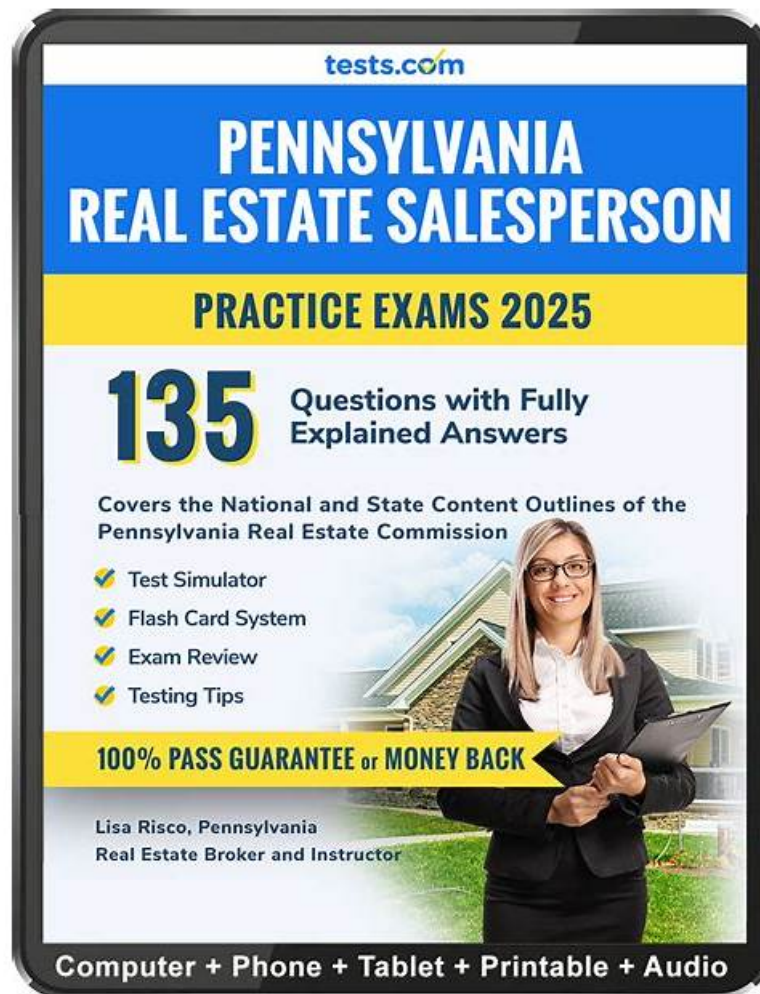


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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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	<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 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 (Q18-Q23):

NEW QUESTION # 18

According to the Pennsylvania Real Estate Commission, which one of the following actions by a licensee is prohibited conduct?

- A. Failure to engage legal counsel to respond to a Commission request for information stemming from a complaint about the licensee
- B. Negotiating a commission that seriously undercuts those of other brokerage firms
- **C. Failure to disclose the licensee's use of a third party to acquire property listed by the licensee's office**
- D. Taking a listing that has a duration of only 2 months

Answer: C

Explanation:

A real estate licensee in Pennsylvania is prohibited from failing to disclose any personal interest in a transaction. This includes using a third party to purchase property listed by the licensee's own office.

* 49 Pa. Code § 35.283 (Disclosure of Interest) requires that a licensee must disclose any financial interest they have in a transaction.

* If a licensee arranges for a third party (such as a relative or business associate) to purchase a property without disclosure, this is considered a serious ethical violation.

Why the other answers are incorrect:

* Option A (Short Listing Duration): Listings do not have a minimum required time period, so a 2-month duration is permissible.

* Option B (Undercutting Commission): Commission fees are negotiable, and the Real Estate Commission does not set a minimum fee.

* Option D (Legal Counsel Not Required): Licensees are not required to hire legal counsel to respond to Commission complaints, but they must respond honestly and fully.

Reference:

49 Pa. Code § 35.283- Disclosure of Interest

NEW QUESTION # 19

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

Answer: B

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 # 20

A salesperson owns a residence and wishes to sell it without listing it. Under Pennsylvania license law, the salesperson MUST:

- A. have an active license
- **B. disclose in all advertising that the owner of the property is a real estate licensee**
- C. offer a sales commission or fee to cooperating brokers
- D. list the property with their firm

Answer: B

Explanation:

Under 49 Pa. Code § 35.285 (Disclosure of Real Estate Affiliations), a licensee selling their own property MUST disclose that they are a real estate licensee in all advertisements and communications.

* The disclosure must be made in a clear and conspicuous manner to inform potential buyers that the seller has professional real estate expertise.

* This rule prevents deception and ensures fair dealings in real estate transactions.

Why the other answers are incorrect:

* Option A (List Property with Firm): Licensees are NOT required to list their own property with their firm.

* Option C (Offer Commission to Brokers): There is no requirement to offer compensation to other brokers.

* Option D (Have an Active License): A licensee can still sell their own property even if their license is inactive, but they must disclose their license status.

Reference:

49 Pa. Code § 35.285- Disclosure of Real Estate Affiliations

NEW QUESTION # 21

The Real Estate Commission does NOT have the power to:

- A. Review escrow accounts.
- **B. Certify residential appraisers.**
- C. Suspend or revoke real estate licenses.
- D. Impose fines.

Answer: B

Explanation:

The Pennsylvania Real Estate Commission (PREC) has the authority to regulate real estate licenses but does not certify real estate appraisers.

* Real estate appraisers in Pennsylvania are regulated by the State Board of Certified Real Estate Appraisers, not the Real Estate Commission.

* The Commission's powers include:

* Suspending or revoking licenses for violations.

* Imposing fines for disciplinary actions.

* Auditing escrow accounts to ensure compliance with regulations.

Why the other answers are incorrect:

* Option A (Suspend or Revoke Licenses): The Commission has the authority to discipline licensees.

* Option B (Impose Fines): The Commission can fine violators for misconduct.

* Option C (Review Escrow Accounts): The Commission can audit escrow accounts to protect client funds.

NEW QUESTION # 22

A salesperson owns a residence and wishes to sell it without listing it. Under Pennsylvania license law, the salesperson MUST:

- A. have an active license
- **B. disclose in all advertising that the owner of the property is a real estate licensee**
- C. offer a sales commission or fee to cooperating brokers
- D. list the property with their firm

Answer: B

Explanation:

Under 49 Pa. Code § 35.285 (Disclosure of Real Estate Affiliations), a licensee selling their own property MUST disclose that they are a real estate licensee in all advertisements and communications.

* The disclosure must be made in a clear and conspicuous manner to inform potential buyers that the seller has professional real estate expertise.

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Why the other answers are incorrect:

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NEW QUESTION # 23

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