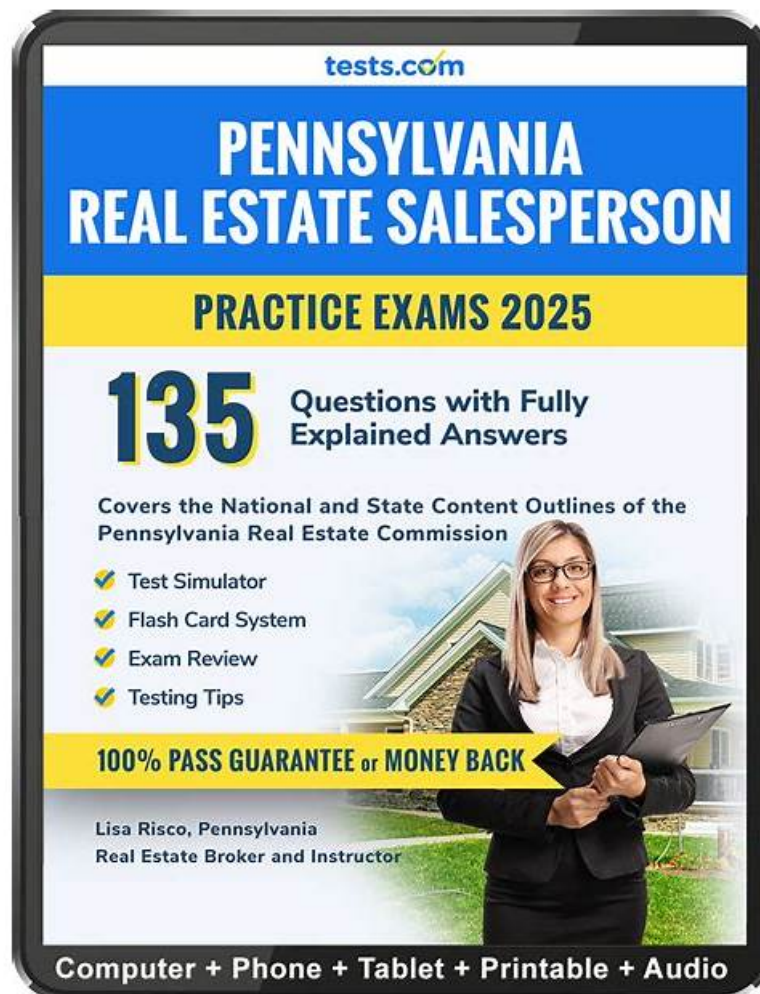


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## 2025 Pennsylvania Real Estate Commission Professional New RePA\_Sales\_S Exam Practice

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## Pennsylvania Real Estate Commission RePA\_Sales\_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q33-Q38):

### NEW QUESTION # 33

An exclusive listing MUST be in writing and it MUST:

- A. be signed by the cooperating broker
- B. contain provisions regarding acceptable financing arrangements
- C. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- D. specify the duration of the listing

**Answer: D**

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

\* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

\* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

\* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

\* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

\* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

### NEW QUESTION # 34

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

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

**Answer: C**

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 # 35

The provisions of the Real Estate Licensing and Registration Act apply to:

- **A. A real estate licensee selling real estate they own.**
- B. A licensed auctioneer who is auctioning property.
- C. An attorney-at-law who participates in real estate transactions on behalf of a client.
- D. A trustee who participates in real estate transactions under the authority of a court order.

**Answer: A**

Explanation:

Under 63 P.S. § 455.304 (Exemptions from Licensing Requirements), most individuals selling their own property are exempt from real estate licensing requirements. However, a real estate licensee selling their own real estate must comply with disclosure laws and ethical obligations.

\* If a real estate licensee sells their own property, they must disclose in all advertising that they are a licensed real estate professional to avoid misleading the public.

\* While a non-licensee selling their own property is not covered under real estate licensing laws, a licensed salesperson must adhere to licensing and disclosure laws.

Why the other answers are incorrect:

\* Option A (Trustee under Court Order): Court-appointed trustees are exempt from real estate licensing requirements.

\* Option B (Attorney Representing Clients): Attorneys are permitted to handle real estate transactions as part of their legal practice without a real estate license.

\* Option D (Licensed Auctioneer): Auctioneers selling real estate are regulated under separate auctioneer licensing laws, not real estate licensing laws.

### NEW QUESTION # 36

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

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

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

**Answer: C**

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.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

### NEW QUESTION # 37

A listing agreement must contain all of the following EXCEPT:

- **A. The broker's license number.**
- B. The duration of the listing.
- C. A description of the services to be provided.
- D. The broker's compensation.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.332 (Exclusive Listing Agreements), all listing agreements must specify the services provided, the duration of the agreement, and the compensation of the broker. However, there is no requirement to include the broker's license number.

- \* A listing agreement must clearly state the terms under which the broker will perform services and how they will be compensated.
- \* The duration of the agreement must also be specified to prevent misunderstandings.

Why the other answers are incorrect:

- \* Option A (Description of Services): This is a required component of the listing agreement.
- \* Option B (Duration of Listing): A listing agreement must have a start and end date.
- \* Option D (Broker's Compensation): Compensation must be clearly stated in the listing agreement.

Reference:


49 Pa. Code § 35.332- Exclusive Listing Agreements

### NEW QUESTION # 38

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