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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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	• 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	• 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.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q35-Q40):

NEW QUESTION # 35

Which entities are authorized to investigate charges against real estate licensees concerning illegal discrimination in the sale or rental of housing?

- A. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature
- B. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission
- **C. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission**
- D. The Pennsylvania Real Estate Commission and the Better Business Bureau

Answer: C

Explanation:

Both the Pennsylvania Real Estate Commission (PREC) and the Pennsylvania Human Relations Commission (PHRC) have authority to investigate illegal discrimination in real estate transactions.

* The Pennsylvania Human Relations Commission (PHRC) is responsible for enforcing the Pennsylvania Human Relations Act (PHRA), which prohibits discrimination in housing based on race, color, religion, ancestry, age, sex, national origin, disability, and familial status.

* The Pennsylvania Real Estate Commission (PREC) investigates complaints against licensed real estate professionals who violate fair housing laws, including violations of the Real Estate Licensing and Registration Act (RELRA).

Why the other answers are incorrect:

* Option A (Pennsylvania State Legislature and PREC): The Legislature makes laws but does not enforce them or conduct investigations.

* Option B (PREC and Better Business Bureau): The Better Business Bureau (BBB) is a private organization and does not have legal enforcement authority.

* Option C (PHRC and Legislature): The Legislature does not investigate complaints, but the PHRC does.

References:

Pennsylvania Human Relations Act (PHRA) - 43 P.S. § 951 (PHRC Enforcement) Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.101 (PREC Enforcement)

NEW QUESTION # 36

If a client requests to list their home for much more than the comparable market analysis (CMA) recommends, what is the duty of the salesperson?

- **A. Advise the client as to the reason it is in their best interest to list the property closer to the comparable market value**
- B. Require the seller to receive an appraisal before listing the property
- C. Provide the client financial advice as to how they can invest their assets to earn the amount they would like to receive
- D. Refuse the listing because accepting the listing would violate the Pennsylvania Real Estate Licensing and Registration Act

Answer: A

Explanation:

A real estate licensee has a fiduciary duty to provide honest, professional advice to their clients, including pricing strategies based on comparative market analysis (CMA).

* Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a licensee must act in the best interest of the client, which includes providing realistic pricing guidance.

* If a seller insists on listing at an inflated price, the agent should educate them on the risks, such as longer market time and reduced buyer interest.

* While the agent cannot force a seller to list at a lower price, they must ensure that the client makes an informed decision.

Why the other answers are incorrect:

* Option A (Require an Appraisal): CMAs are typically sufficient for pricing; an appraisal is only required in specific cases (e.g., lender requirements).

* Option B (Refuse the Listing): Overpricing is not illegal, so there is no licensing violation in accepting the listing.

* Option D (Providing Investment Advice): Real estate licensees are not financial advisors and should not offer investment strategies.

NEW QUESTION # 37

The Commission, after obtaining the facts of a verified complaint against a licensee, holding a hearing, and finding that licensee guilty, may:

- **A. Suspend or revoke a license and/or levy a fine of \$1,000 or less.**
- B. Levy a fine of \$2,000 - \$5,000 if this is the licensee's first offense.
- C. Make the licensee take up to 20 hours of ethics training.
- D. Imprison a licensee for no more than 90 days.

Answer: A

Explanation:

Under 63 P.S. § 455.305 (Civil Penalty Provisions), the Pennsylvania Real Estate Commission has the authority to suspend or revoke a license and impose fines of up to \$1,000 per violation.

* The Commission can impose fines but does not have authority over criminal penalties such as imprisonment.

* Suspension or revocation is a common penalty for severe violations, including fraud, misrepresentation, or mismanagement of client funds.

Why the other answers are incorrect:

* Option A (\$2,000 - \$5,000 Fine): The fine limit for first offenses is typically \$1,000 per violation.

* Option C (20 Hours of Ethics Training): Training may be recommended but is not an official penalty imposed by the Commission.

* Option D (90-Day Imprisonment): The Commission does not have authority to impose jail sentences.

NEW QUESTION # 38

A person who uses a guide dog visits a real estate office in search of an apartment to rent. How should the salesperson proceed when working with this person?

- A. Ask for an increased amount of security deposit to cover potential damage caused by the dog.
- B. Search for apartments that permit pets.
- C. Tell the person only about apartments that are designed for people with disabilities.
- **D. Ask about the size of the apartment the person is looking for and any other features that the person would like.**

Answer: D

Explanation:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.

C). § 12101), a salesperson must treat a person with a disability the same as any other prospective tenant, without discrimination.

* The salesperson should focus on the client's housing needs, such as apartment size and features, rather than their disability.

* Landlords cannot charge an extra security deposit for service animals.

* The person is not limited to disability-specific housing; they can rent any unit they qualify for.

Why the other answers are incorrect:

* Option A (Search for Pet-Friendly Apartments): Service animals are NOT pets, so pet restrictions do not apply.

* Option B (Charge Extra Deposit): This violates fair housing laws; extra deposits for service animals are illegal.

* Option C (Limit Options to Disability-Specific Housing): Clients with disabilities must be shown all available housing, not just

disability-specific units.

References:

Fair Housing Act (42 U.S.C. § 3604)- Protections for People with Disabilities Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)

NEW QUESTION # 39

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

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

Answer: A

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 # 40

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