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## Pennsylvania Real Estate Commission RePA\_Sales\_S Valid Test Pattern, Reliable RePA\_Sales\_S Test Preparation

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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>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 3 | <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> |

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|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 4 | <ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> 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>• <b>Agency and Disclosure:</b> 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 (Q48-Q53):

### NEW QUESTION # 48

Licensing law in the Commonwealth of Pennsylvania requires that a real estate salesperson be supervised by a licensed real estate broker or a broker-assigned:

- A. Team leader.
- B. Salesperson.
- C. Transaction coordinator.
- **D. Associate broker.**

**Answer: D**

Explanation:

Under 49 Pa. Code § 35.241 (Supervision and Operation of Offices), a licensed real estate salesperson must be supervised by a broker or an associate broker designated by the broker.

\* A broker may assign an associate broker (who has passed the broker exam but does not own the brokerage) to oversee salespersons.

\* Salespersons cannot work independently; they must work under the direction of a licensed broker or an assigned associate broker.

Why the other answers are incorrect:

\* Option A (Team Leader): A team leader is not a formal supervisory position under Pennsylvania law unless they are an associate broker or broker.

\* Option B (Salesperson): A salesperson cannot supervise other salespersons.

\* Option D (Transaction Coordinator): A transaction coordinator handles paperwork but does not supervise licensees.

Reference:

49 Pa. Code § 35.241- Supervision and Operation of Offices

### NEW QUESTION # 49

A salesperson secures a listing priced at \$110,000. A prospective buyer asks the salesperson to write a \$65,000 offer for the property. The salesperson should:

- **A. Prepare the offer as requested and present it to the seller.**
- B. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- C. Suggest that the buyer have another licensee prepare the offer.
- D. Prepare the offer as requested but not waste the seller's time presenting it.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee is required to present all written offers to the seller, regardless of the amount.

\* It is the seller's right to accept, reject, or counter an offer, not the salesperson's decision.

\* A salesperson cannot refuse to submit an offer based on personal opinions about the price.

\* Presenting all offers ensures fair dealings and upholds fiduciary duty to the seller.

Why the other answers are incorrect:

- \* Option B (Not Waste the Seller's Time): It is the seller's decision to accept or reject an offer, not the salesperson's.
- \* Option C (Advise Buyer to Offer More): A licensee must remain neutral and cannot pressure a buyer to increase their offer.
- \* Option D (Suggest Buyer Use Another Agent): There is no reason to transfer the buyer to another agent. The agent must present the offer.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

### NEW QUESTION # 50

A broker has been hired by a buyer to find an investment property. Upon locating a suitable property listed by another firm, the broker MUST:

- A. Initiate a title search of the property.
- **B. Disclose to the listing broker or the seller that they represent the buyer.**
- C. Recommend a professional inspection of the property.
- D. Disclose their dual representation, in writing, to both buyer and seller.

**Answer: B**

Explanation:

Under 49 Pa. Code § 35.311 (Duties of Buyer's Agent), a buyer's agent must disclose their relationship to the listing broker or seller before providing substantive services.

\* This ensures that all parties understand who represents whom in the transaction.

\* Failure to disclose agency relationships could result in ethical violations and penalties from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

\* Option A (Initiate a Title Search): This is typically done by the buyer's attorney or title company, not the real estate broker.

\* Option B (Recommend an Inspection): While good practice, it is not legally required under agency law.

\* Option C (Disclose Dual Representation): This is incorrect because the broker is not acting as a dual agent in this case.

Reference:

49 Pa. Code § 35.311- Duties of Buyer's Agent

### NEW QUESTION # 51

When representing a seller, which of the following is a TRUE statement regarding the duties a licensee owes to the principal?

- A. A licensee is not obligated to disclose the existence of another offer during negotiations on a purchase contract.
- B. A licensee is obligated to disclose to a consumer the minimum commission split between the licensee and the broker.
- C. A licensee's obligation of confidentiality ends at the conclusion of the listing contract.
- **D. A licensee is required to keep confidential the price the seller would accept if lower than the list price.**

**Answer: D**

Explanation:

A licensee has a fiduciary duty to keep the seller's pricing strategy confidential.

\* 49 Pa. Code § 35.292 (Duties of Licensees Generally) states that a licensee must maintain confidentiality of information that could harm their client's negotiating position, including the minimum price the seller would accept.

\* Confidentiality extends beyond the duration of the listing agreement unless the seller gives explicit permission to disclose information.

Why the other answers are incorrect:

\* Option A (Confidentiality Ends After Listing): Confidentiality continues even after the contract ends.

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\* Option B (Not Disclosing Another Offer): In multiple-offer situations, disclosure may be required based on seller instructions.

\* Option D (Commission Disclosure): The broker's commission arrangement is not required to be disclosed to the public.

### NEW QUESTION # 52

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

**Answer: D**

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 # 53

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