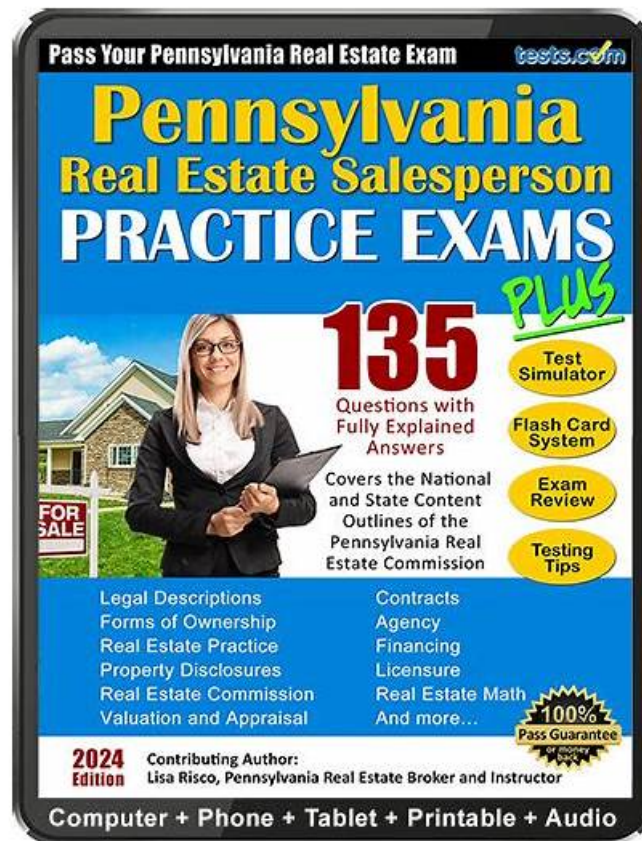


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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q50-Q55):

NEW QUESTION # 50

What are the permitted relationships between licensees and consumers as defined by the "Consumer Notice" and Pennsylvania regulations?

- A. Buyer agent, seller agent, designated agent, dual agent, and rental agent.
- B. Buyer agent, seller agent, designated dual agent, and transaction licensee.
- **C. Buyer agent, seller agent, designated agent, dual agent, and transaction licensee.**
- D. Buyer agent, buyer sub-agent, seller agent, seller sub-agent, and dual agent.

Answer: C

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), the Consumer Notice defines five types of permitted relationships between real estate licensees and consumers:

- * Buyer's Agent- Represents the buyer and has a fiduciary duty to them.
- * Seller's Agent (Listing Agent)- Represents the seller and has a fiduciary duty to them.
- * Designated Agent- A brokerage firm designates different agents to represent buyers and sellers in the same firm without creating dual agency.
- * Dual Agent- A licensee represents both the buyer and seller in the same transaction, with mutual consent.
- * Transaction Licensee- A real estate licensee who provides services but does not represent either party as an agent.

Why the other answers are incorrect:

- * Option A (Rental Agent): "Rental agent" is not a defined relationship in Pennsylvania law.
- * Option B (Buyer & Seller Sub-Agent): Sub-agency is no longer common and is not a required disclosure.
- * Option D (Designated Dual Agent): Dual agency and designated agency are separate concepts.

Reference:

49 Pa. Code § 35.284- Disclosures of Business Relationships

NEW QUESTION # 51

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

Answer: B

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.

NEW QUESTION # 52

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

Answer: B

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 # 53

When a licensed salesperson changes from one broker to another, the Pennsylvania Real Estate Commission MUST be notified within how many days after the intended date of the change?

- A. 0
- B. 1
- **C. 2**
- D. 3

Answer: C

Explanation:

Under 49 Pa. Code § 35.301 (Changes in Employment Status), a salesperson must notify the Pennsylvania Real Estate Commission within 10 days of switching brokers.

* This ensures that the Commission's records remain up-to-date and that the salesperson is properly licensed under a supervising broker.

* Failure to report the change within 10 days can result in disciplinary action.

Why the other answers are incorrect:

* Option A (5 Days): The regulation clearly states 10 days, not 5.

* Option C (15 Days): This exceeds the allowed time frame for notification.

* Option D (30 Days): Waiting 30 days is too long and would violate Pennsylvania licensing laws.

Reference:

49 Pa. Code § 35.301- Changes in Employment Status

NEW QUESTION # 54

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

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

Answer: A

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.

NEW QUESTION # 55

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