DUMPSBOSS.

PA Salesperson State Exam

Pennsylvania Real Estate Commission RePA Sales S

Version Demo

Total Demo Questions: 6

Total Premium Questions: 68

Buy Premium PDF

https://dumpsboss.co

support@dumpsboss.co

support@dumpsboss.co

dumpsboss.co

Topic Break Down

Topic	No. of Questions
Topic 1, Pennsylvania Laws and Rules Affecting Real Estate Practice	68
Total	68

QUESTION NO: 1

A buyer asks the buyer's agent whether a recorded utility easement shown on the title report will prevent construction of a detached garage. The buyer's agent should:

A. Recommend that the buyer consult an attorney or other qualified professional.

B. Assure the buyer that recorded utility easements never restrict construction.

C. Tell the buyer that the title company will automatically remove the easement at closing.

D. Advise the buyer to ignore the easement because it is not a physical defect.

ANSWER: A

Explanation:

The buyer's agent should recommend that the buyer consult an attorney or other qualified professional. Interpreting the legal effect of a recorded easement and advising whether it restricts a proposed structure involves a legal question beyond the ordinary scope of a real estate licensee's authority.

A licensee may provide assistance with documents and may identify the existence of the easement shown in the title report. The licensee should not, however, give a legal conclusion about the easement's enforceability or the buyer's right to build.

QUESTION NO: 2

A property is listed with a broker, and a different salesperson affiliated with the same broker seeks to represent a buyer who wishes to make an offer. The broker proposes designating one salesperson for the seller and the other salesperson for the buyer. Before proceeding in that capacity, the broker must:

A. Obtain the informed written consent of both parties to designated agency.

B. Obtain oral consent from the buyer, but not from the seller.

C. Notify only the listing salesperson because the seller already has a listing agreement.

D. Require the buyer to work directly with the listing salesperson.

ANSWER: A

Explanation:

The broker must obtain the informed written consent of both parties to designated agency. Designated agency permits separate licensees affiliated with the same broker to represent different clients in the same transaction, but the relationship must be disclosed and consented to as required by Pennsylvania law.

Simply assigning separate salespersons does not eliminate the need for disclosure and consent. Without the required informed consent, the broker cannot treat the arrangement as designated agency.

QUESTION NO: 3

What MUST a salesperson licensee convicted of a felony do?

A. Immediately turn in the real estate license to the Real Estate Commission

B. Discuss the matter with the employing broker to decide what to do

C. Notify the Real Estate Commission in writing within 30 days and provide information about the conviction

D. Terminate all real estate activities

ANSWER: C

Explanation:

A salesperson licensee convicted of a felony must provide the Pennsylvania Real Estate Commission with written information about the conviction. Under 49 Pa. Code § 35.288, a licensee must notify the Commission in writing within 30 days after being convicted of, pleading guilty to, pleading nolo contendere to, or receiving probation without verdict for a felony or misdemeanor. The written notice must identify the criminal matter and provide the information required by the regulation, including the court and the disposition. This reporting obligation applies directly to the individual licensee and allows the Commission to evaluate whether the matter implicates the licensee's fitness for licensure or requires disciplinary review. A felony conviction does not itself establish an automatic surrender of the license; instead, timely written reporting ensures that the Commission receives the matter through the prescribed regulatory process. The 30-day deadline is important because the Commission may pursue discipline for a licensee's failure to comply with this independent reporting duty. The governing reporting rule is available at 49 Pa. Code § 35.288. The Pennsylvania Department of State's Real Estate Commission information is available at Pennsylvania Real Estate Commission.

QUESTION NO: 4

The Real Estate Commission does NOT have the power to:

A. Suspend or revoke real estate licenses.

B. Impose fines.

C. Review escrow accounts.

D. Certify residential appraisers.

ANSWER: D

Explanation:

Certify residential appraisers. is correct because Pennsylvania assigns appraisal credentialing to a separate licensing authority, the State Board of Certified Real Estate Appraisers. That board administers the certification and licensing framework for individuals who perform real-estate appraisal work, including residential appraisal classifications, under the Real Estate Appraisers Certification Act. The Pennsylvania Real Estate Commission instead administers and enforces the Real Estate Licensing and Registration Act for real estate brokers, salespersons, cemetery brokers, cemetery salespersons, and related licensees. Its statutory role is focused on the licensing, regulation, investigation, and discipline of real estate licensees—not the issuance of appraiser credentials. Keeping these responsibilities separate reflects the different professional functions involved: a real estate licensee facilitates transactions and represents parties, while an appraiser develops an independent opinion of value under appraisal standards. Pennsylvania's Department of State identifies the State Board of Certified Real Estate Appraisers as the body responsible for appraiser licensure and certification. See the Pennsylvania State Board of Certified Real Estate Appraisers and the Real Estate Licensing and Registration Act.

QUESTION NO: 5

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. Search for apartments that permit pets.

B. Ask for an increased amount of security deposit to cover potential damage caused by the dog.

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:

"Ask about the size of the apartment the person is looking for and any other features that the person would like" is correct because the salesperson should provide the same professional, individualized housing-search service offered to every prospective renter. The discussion should focus on the client's stated rental criteria, such as apartment size, location, price range, accessibility features if requested, and other desired amenities. A guide dog is an assistance animal that enables a person with a disability to use and enjoy housing; it is not treated as an ordinary pet for fair-housing purposes. The presence of a guide dog therefore does not justify steering the person toward a limited class of units or altering the normal process used to identify suitable available housing. Federal fair-housing rules prohibit practices that deny or otherwise make housing unavailable because of disability, including discriminatory terms, conditions, or services. A salesperson best meets both fair-housing duties and the client's needs by eliciting ordinary housing preferences and presenting appropriate available properties based on those preferences. HUD's guidance explains the fair-housing protections applicable to assistance animals, and the federal regulation establishes the prohibition against disability discrimination in residential real-estate transactions. See HUD's Assistance Animals Notice and 24 C.F.R. § 100.202.

QUESTION NO: 6

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

A. Making any substantial misrepresentation.

B. Failing to furnish a copy of a listing contract to an owner after taking a listing.

C. Failing to include the salesperson's name in all advertising.

D. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.

ANSWER: C

Explanation:

"Failing to include the salesperson's name in all advertising." is the correct exception because Pennsylvania's advertising rule does not require every real-estate advertisement to state the individual salesperson's name. Instead, the rule requires advertisements placed by or on behalf of a broker to contain the broker's business name in a readily apparent manner. The broker's business name may be the licensed fictitious name or, when no fictitious name is used, the broker's surname as licensed. The rule also requires the advertisement to include the broker's office telephone number, with limited exceptions for certain electronic communications and promotional items. A salesperson may be identified in an advertisement, but identification of that salesperson is not a mandatory advertising element. Therefore, the mere omission of a salesperson's name does not establish a violation for which the Commission may discipline the licensee. This result follows from the specific advertising requirements adopted by the Pennsylvania Real Estate Commission under its authority to regulate licensed real-estate practice. The current text of the advertising rule is available at 49 Pa. Code § 35.305. The Commission's broader disciplinary authority arises under the Real Estate Licensing and Registration Act, available through the Pennsylvania General Assembly.