

Pennsylvania Portion of the Real Estate Salesperson Exam PA

Section: Pennsylvania Real Estate Exams • **Total Questions:** 10 • **Format:** Verified Q&A

1. A broker had an exclusive right to sell listing on a house. The broker would have been in violation of the Real Estate Licensing and Registration Act if the broker:

- (A) Specified the duration of the listing contract
 - (B) Put the listing in the Multiple Listing Service
 - (C) Insisted on dual agency
 - (D) Supplied the seller with a comparable market analysis
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2. Which of the following descriptions BEST represents an appraisal

- (A) An exact value
 - (B) An estimate of sales price
 - (C) A proof of value
 - (D) An opinion of value
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3. Which of the following medications could be dispensed in place of Plavix if the prescriber has authorized generic substitution?

- (A) Clopidogrel
 - (B) Prasugrel
 - (C) Rivaroxaban
 - (D) Warfarin
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4. A real estate agent finds a discolored area on the corner of a house near a downspout. The area emits an odor. This condition could possibly indicate the presence of:

- (A) Radon
 - (B) Mold
 - (C) Lead
 - (D) Asbestos
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5. Which of the following is an example of the sales comparison approach?

- (A) \$15,000 in operating expenses is subtracted from the EGI of a building.
 - (B) The economic life of a building is 60 years, and the appraiser finds the building has a 20% depreciation rate.
 - (C) The subject property has a pool and the comp doesn't, so the appraiser adds \$20,000 to the comp value.
 - (D) The uniform percentage of the area is 50%, so the market value is halved.
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6. State law REQUIRES that consumers receive an explanation of the various brokerage relationships

- (A) in writing
 - (B) only when employed by the seller
 - (C) before an offer is presented, at latest
 - (D) before closing, at latest
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7. Physical deterioration results from:

- (A) obsolescence
 - (B) wear and tear
 - (C) reversion
 - (D) accretion
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8. Under which of the following circumstances may a licensee be employed by more than one broker?

- (A) The licensee works in a branch office managed by an associate broker.
 - (B) The licensee receives written approval from each employing broker.
 - (C) The licensee sells properties in an area that is greater than 100 miles in radius.
 - (D) Under no circumstances may a licensee have more than one employing broker.
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9. If, in five years, she wants to sell a property, can she? Why or why not?

- (A) Martha cannot touch her properties once they are in the trust—they now belong to the trust itself, not to her.
 - (B) The only way Martha can remove her property from a revocable trust is to dissolve the trust, then re-form it with the remaining property.
 - (C) Martha can sell a property from the trust, if her backup beneficiary and trustee agree to the sale in writing.
 - (D) Martha can take a property out of the trust and sell it, because it is a revocable trust.
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10. Which of the following is a violation of Pennsylvania real estate license law

- (A) Accepting a bonus from the licensee's broker
 - (B) Requiring the seller to hire an appraiser
 - (C) Advertising a new listing in a real estate magazine
 - (D) Failing to give the escrow funds promptly to the broker
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