

Pennsylvania Real Estate Salesperson Exam

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

1. A licensee has just completed a listing contract for a residential property. The owners tell the licensee that they prefer that the house be sold to a Caucasian couple. What should the licensee do

- (A) Tell the sellers to give the listing to another broker
 - (B) Tell the sellers that Pennsylvania Human Relations Act prohibits this practice
 - (C) Report the sellers to the Pennsylvania Real Estate Commission
 - (D) Tell the sellers that they will do whatever they can to comply with their request and then do so
-

2. A broker advertises that the sales volume for the last calendar year was \$40,000,000. The language in this advertisement would be legal only if the:

- (A) sales volume refers to closed transactions.
 - (B) broker has documentation of over \$40,000,000 in listings.
 - (C) sales volume includes pending transactions.
 - (D) broker has closed out the related escrow accounts.
-

3. The economic characteristics of situs is defined as a:

- (A) Financial factor in determining remodeling costs
 - (B) variable related to zoning
 - (C) type of depreciation
 - (D) preference for certain geographic area
-

4. A licensed real estate salesperson may, with supervision of the employing broker, do which of the following?

- (A) Assist in the preparation of an appraisal.
 - (B) Offer financial advice.
 - (C) Engage in structural inspections.
 - (D) Deposit money into a real estate escrow account.
-

5. A broker is inspecting a listed house and notices that the ceiling in the dining room has been damaged as a result of a leaky roof. In this situation, the broker SHOULD:

- (A) disclose the problem to prospective buyers
 - (B) disclose the problem to prospective buyers only if asked
 - (C) ignore the problem only if the seller has promised to repair it
 - (D) rely on the inspector
-

6. A pharmacy technician is compounding with a toxic substance some of which splashes onto their skin. The most appropriate next step for the technician to take is to:

- (A) flush the affected area with large volumes of cold water.
 - (B) rinse the affected area with hydrogen peroxide.
 - (C) wash the affected area with normal saline.
 - (D) wrap the affected area with a clean towel.
-

7. A property manager collects rent on 6 rental units for an owner. Each unit rents for \$750 a month. The property manager charges the owner 10% of gross rents for the month and pays the mortgage payment of \$1,800. If the manager makes repairs to the property of \$275, what will the owner receive this month?

- (A) \$1,700
 - (B) \$1,975
 - (C) \$3,775
 - (D) \$2,425
-

8. Which of the following SHOULD be considered when establishing a listing price for a home?

- (A) Supply and demand for similar homes in the neighborhood.
 - (B) The amount the seller paid for the home.
 - (C) How many dollars of personal items the seller needs to purchase their next home.
 - (D) What homes will be in a nearby community.
-

9. A seller has entered into an exclusive agency agreement IF

- (A) any broker can sell the property and earn a commission
 - (B) the commission is divided among several brokers even though one broker sold the property
 - (C) the owner must pay a commission regardless of who sells the property
 - (D) only one broker or the owner has the right to sell the property
-

10. How old MUST an applicant be prior to taking the salesperson real estate examination

- (A) 18 years of age
- (B) 19 years of age
- (C) 20 years of age
- (D) 21 years of age