PENNSYLVANIA REAL ESTATE SALESPERSON PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR THE FULL VERSION STUDY GUIDE

https://
pennsylvaniarealestatesalesperson.examzify.com

Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright 1

Table of Contents 2

Introduction 3

How to Use This Guide 4

Questions 5

Answers 8

Explanations 10

Next Steps 16

SAMPLE

Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

SAMPLE

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

SAMPLE

Questions

SAMPLE

1. **If leased premises become unusable for the purpose stated in the lease, the tenant may have the right not to abandon the premises. This action is called?**

   A. Lease termination

   B. Constructive eviction

   C. Leasehold agreement

   D. Property abandonment

2. **Which restrictive covenant is typically considered illegal?**

   A. A covenant that restricts selected parcels within a defined subdivision

   B. A covenant that requires the approval of all homeowners for changes

   C. A covenant that limits the types of buildings that can be constructed

   D. A covenant that dictates the color of houses in a neighborhood

3. **When a licensee has an agency representation agreement with a buyer, what is their obligation when showing another company's listing?**

   A. Maintain confidentiality about the buyer

   B. Only disclose the listing price to the seller

   C. Disclose the agency relationship and material information

   D. Provide marketing materials to the seller

4. **In a foreclosure auction, if a property sells for $88,000 with a $60,000 first mortgage and a $23,500 second mortgage, which statement is FALSE?**

   A. The first mortgagee receives the remaining funds after settlement

   B. The second mortgagee receives nothing unless they forced the foreclosure auction

   C. The investor must pay off both mortgages to clear the title

   D. The proceeds are divided equally among all lien holders

5. **What type of permit is most likely required for a landowner wishing to build a grocery store in an area zoned for residential use?**

   A. Building permit

   B. Conditional use permit

   C. Business license

   D. Special exemption

SAMPLE

6. In real estate, what does disclosure mean?

A. Revealing the identity of the buyer

B. Providing all material facts related to property

C. Communicating terms of sale to the public

D. Signing a contract with all parties present

7. The agency relationship established by a realty firm representing a builder primarily serves whose interests?

A. The builders' interests

B. The buyers' interests

C. The public's interest

D. The investors' interests

8. What can make a listing contract voidable?

A. The seller changes their mind

B. The seller is heavily under the influence of alcohol at the time of signing

C. The broker fails to market the property

D. The seller receives another offer

9. How should the adjustment be made at closing when the buyer assumes a mortgage of $110,000?

A. Debit buyer $110,000; credit seller $110,000

B. Credit buyer $110,000; debit seller $110,000

C. Credit both buyer and seller $110,000

D. No adjustment is necessary

10. What happens in a mortgage when acceleration is invoked?

A. Payments are spread over a longer period

B. All future payments may be collected immediately

C. Only the late fee is assessed

D. The loan is forgiven

SAMPLE

Answers

SAMPLE

1. B
2. A
3. C
4. D
5. B
6. B
7. A
8. B
9. B
10. B

SAMPLE

Explanations

SAMPLE

1. If leased premises become unusable for the purpose stated in the lease, the tenant may have the right not to abandon the premises. This action is called?

A. Lease termination

B. Constructive eviction

C. Leasehold agreement

D. Property abandonment

The concept of constructive eviction arises when a tenant's rights are compromised by the landlord's failure to maintain the property in a habitable condition or to meet the terms outlined in the lease. When leased premises become unusable for their intended purpose—such as when essential services like heat, water, or electricity are not provided—the tenant may choose to remain in the property and may have legal grounds to assert that they are being constructively evicted. This means that while the tenant does not physically leave the premises, their ability to use the property as intended has been significantly impaired. Constructive eviction provides the tenant a legal remedy by allowing them to hold the landlord accountable and potentially seeking damages or even terminating the lease, depending on the circumstances. It fundamentally acknowledges that the tenant should not be forced to endure conditions that violate the lease agreement. In contrast, lease termination refers to an ending of the lease agreement, often by mutual consent or due to the lease's expiration. A leasehold agreement does not pertain to this situation specifically; it's a legal term for the contract itself. Property abandonment involves a tenant leaving the property without intention to return, which is different from constructive eviction, where the tenant remains but claims the property is unsuitable.

2. Which restrictive covenant is typically considered illegal?

A. A covenant that restricts selected parcels within a defined subdivision

B. A covenant that requires the approval of all homeowners for changes

C. A covenant that limits the types of buildings that can be constructed

D. A covenant that dictates the color of houses in a neighborhood

The selection of a restrictive covenant that restricts selected parcels within a defined subdivision is often deemed illegal because it can violate fair housing laws and principles of equal property rights. Such covenants can result in discrimination by selectively applying restrictions based on arbitrary criteria, which may unfairly disadvantage certain homeowners while favoring others. The legality of a restrictive covenant is closely aligned with its ability to promote fairness and equality among all property owners in a given area. When certain parcels are singled out for restrictions, it raises concerns about the potential for discriminatory practices in housing, which are prohibitions under federal and state laws. Other types of covenants listed, such as those requiring homeowner approval for changes, limiting types of buildings, or dictating house colors, can typically be enforced as long as they meet reasonable standards and do not infringe upon fair housing regulations. They usually serve legitimate purposes in maintaining a certain aesthetic or quality within the community, unlike the selective restrictions that can create inequitable situations among property owners.

SAMPLE

3. When a licensee has an agency representation agreement with a buyer, what is their obligation when showing another company's listing?

A. Maintain confidentiality about the buyer

B. Only disclose the listing price to the seller

C. Disclose the agency relationship and material information

D. Provide marketing materials to the seller

When a licensee has an agency representation agreement with a buyer, their primary obligation is to disclose the agency relationship and any material information related to the transaction. This is essential for maintaining transparency and trust in the transaction process. By disclosing the agency relationship, the licensee ensures that all parties involved are aware of their representation and interests. Additionally, sharing material information is crucial because it encompasses any relevant facts or details that could significantly influence the buyer's decision or the overall transaction. Maintaining confidentiality about the buyer is also an important aspect of agency responsibilities, but the comprehensive requirement to disclose agency relationships and material facts supersedes this in the context of showing other companies' listings. Providing just the listing price to the seller does not fulfill the duties of a licensee acting in the best interests of their client. Lastly, while providing marketing materials to the seller might be part of general practice, it does not address the critical obligation of transparency and disclosure that the agency agreement necessitates. This is why disclosing the agency relationship and material information is the correct choice in this scenario.

4. In a foreclosure auction, if a property sells for $88,000 with a $60,000 first mortgage and a $23,500 second mortgage, which statement is FALSE?

A. The first mortgagee receives the remaining funds after settlement

B. The second mortgagee receives nothing unless they forced the foreclosure auction

C. The investor must pay off both mortgages to clear the title

D. The proceeds are divided equally among all lien holders

The statement that the proceeds are divided equally among all lien holders is incorrect because foreclosure laws dictate that the priority of liens is crucial in determining how proceeds from a foreclosure auction are distributed. In the scenario described, the first mortgage has priority over the second mortgage. When the property sells for $88,000, the first mortgagee, who is owed $60,000, would be paid in full first from the auction proceeds. After the first mortgage has been settled, if there are sufficient funds remaining, then the second mortgagee, who is owed $23,500, would be paid next. However, in this instance, since the total remaining after paying the first mortgage ($88,000 - $60,000 = $28,000) is greater than what the second mortgagee is owed, they would receive their full amount as well. If the amount received from the auction does not cover the second mortgage, then that mortgage holder would not receive anything from the proceeds unless they had taken action to enforce the foreclosure, such as bidding at the auction. Additionally, the investor would need to settle both mortgages to transfer clear title to the property, highlighting the need to address lien priorities. Understanding these dynamics clarifies why the statement regarding equal division of

SAMPLE

5. What type of permit is most likely required for a landowner wishing to build a grocery store in an area zoned for residential use?

A. Building permit

B. Conditional use permit

C. Business license

D. Special exemption

A conditional use permit is typically required when a landowner wants to undertake a project that is not ideally suited for the current zoning designation—in this case, building a grocery store in an area zoned for residential use. Zoning laws exist to maintain the character of neighborhoods, and a grocery store would significantly alter the use of the property in a way that is not usually allowed under residential zoning. The conditional use permit serves as a way to allow certain exceptions to zoning regulations while still allowing the municipality to impose specific conditions to mitigate potential impacts on the surrounding area. This process often includes public hearings and requires the landowner to demonstrate that the proposed grocery store would not negatively impact the residential community. Other options such as a building permit, business license, or special exemption are not suitable in this scenario. A building permit is usually obtained after all zoning requirements are satisfied, a business license is generally a separate requirement for operating a business but does not address zoning compliance, and a special exemption would apply in different contexts where property owners seek relief from certain zoning restrictions under specific circumstances.

6. In real estate, what does disclosure mean?

A. Revealing the identity of the buyer

B. Providing all material facts related to property

C. Communicating terms of sale to the public

D. Signing a contract with all parties present

In real estate, disclosure refers to the obligation of sellers and real estate professionals to provide all material facts related to a property. This means that any information that could influence a buyer's decision regarding the purchase of the property must be fully disclosed. This includes aspects such as structural issues, pest infestations, zoning problems, or any legal matters pertaining to the property. The goal of disclosure is to ensure transparency and protect all parties involved in the transaction. By requiring disclosure of material facts, the real estate industry aims to create a fair and informed marketplace where buyers can make decisions based on complete information. This not only helps in building trust between buyers and sellers but also minimizes the risk of legal disputes arising from undisclosed issues after a sale is completed. Proper disclosure practices are essential for maintaining ethical standards in real estate transactions.

SAMPLE

7. The agency relationship established by a realty firm representing a builder primarily serves whose interests?

A. The builders' interests

B. The buyers' interests

C. The public's interest

D. The investors' interests

In real estate transactions, when a realty firm establishes an agency relationship to represent a builder, the primary focus is on advocating for the builder's interests. This relationship is typically defined by a contractual agreement where the builder is considered the client, and the real estate firm acts as the agent. The main responsibilities of the firm include marketing the builder's properties, negotiating sales, and ensuring that the builder's objectives, such as pricing and timing of sales, are prioritized. In this context, it is essential to understand that the agency relationship creates a fiduciary duty. This means that the agent (the realty firm) must act in the best interests of the client (the builder), which could include maximizing the builder's profit, protecting proprietary information, and navigating the complexities of real estate transactions to achieve favorable outcomes for the builder. While there may be broader implications for buyers or the public regarding the builder's projects, the agency relationship specifically obligates the firm to focus on the builder's interests. Hence, it is accurate to conclude that the agency established by the firm primarily serves the builder's interests.

8. What can make a listing contract voidable?

A. The seller changes their mind

B. The seller is heavily under the influence of alcohol at the time of signing

C. The broker fails to market the property

D. The seller receives another offer

A listing contract can be voidable if one party lacks the legal capacity to enter into the contract at the time it is signed. In this case, if the seller is heavily under the influence of alcohol when signing the listing contract, they may not be in a sound state of mind, which can affect their ability to understand the implications of the agreement. When someone is intoxicated, they may be unable to make informed decisions or consent knowingly. As a result, the contract might be deemed voidable, meaning the intoxicated party has the option to nullify it. The other scenarios mentioned do not confer a similar status. Changing one's mind is a natural part of negotiations and doesn't void the contract unless there are other legal grounds for that. The failure of the broker to market the property constitutes a breach of duty but does not make the contract voidable. Receiving another offer is a common occurrence in real estate transactions and doesn't impact the validity of the existing contract unless the seller chooses to cancel or negotiate differently, which again does not equate to voidability.

SAMPLE

9. How should the adjustment be made at closing when the buyer assumes a mortgage of $110,000?

A. Debit buyer $110,000; credit seller $110,000

B. Credit buyer $110,000; debit seller $110,000

C. Credit both buyer and seller $110,000

D. No adjustment is necessary

When a buyer assumes a mortgage, it essentially means that the buyer is taking over the responsibility for an existing loan that was originally secured by the seller. This transaction involves transferring the financial obligation of the mortgage from the seller to the buyer. In this case, when the buyer assumes a mortgage of $110,000, the closing statement needs to reflect this adjustment accurately. Crediting the buyer represents the fact that the buyer is receiving a loan benefit worth $110,000, as they are now responsible for that mortgage. Conversely, debiting the seller indicates that the seller is no longer responsible for that amount, having transferred the mortgage obligation to the buyer. Thus, the correct accounting entry for this transaction would involve crediting the buyer for the $110,000 which acknowledges that they are taking over that obligation, while debiting the seller the equivalent amount to indicate that this liability has been removed from their balance. This ensures that both parties' financial statements are accurately updated to reflect the assumed mortgage. In real estate transactions, these adjustments are critical for proper financial accounting and ensure clarity in the transfer of obligations between the parties involved.

10. What happens in a mortgage when acceleration is invoked?

A. Payments are spread over a longer period

B. All future payments may be collected immediately

C. Only the late fee is assessed

D. The loan is forgiven

In a mortgage context, invoking acceleration refers to a situation where the lender activates a clause in the mortgage agreement that allows them to demand the full repayment of the remaining loan balance immediately, rather than continuing to collect scheduled monthly payments over the term of the loan. This typically occurs after a borrower has defaulted on the loan, such as failing to make required payments. The acceleration clause is designed to protect the lender's interests by enabling them to recover the entire amount owed at once instead of waiting for future payments that may not come due to continued default. This means that the lender can legally pursue the borrower for the entire remaining mortgage balance rather than just the monthly payments that have been missed. This process does not involve extending the payment period, assessing only a late fee, or forgiving the loan. Instead, it accelerates the obligation to repay the debt immediately, reflecting the lender's efforts to mitigate risk and recover their investment in the event of default.

SAMPLE

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://pennsylvaniarealestatesalesperson.examzify.com

We wish you the very best on your exam journey. You've got this!

SAMPLE