

# Pennsylvania Real Estate Salesperson Practice Exam (Sample)

## Study Guide



**Everything you need from our exam experts!**

**This is a sample study guide. To access the full version with hundreds of questions,**

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**SAMPLE**

# Table of Contents

<b>Copyright</b> .....	<b>1</b>
<b>Table of Contents</b> .....	<b>2</b>
<b>Introduction</b> .....	<b>3</b>
<b>How to Use This Guide</b> .....	<b>4</b>
<b>Questions</b> .....	<b>6</b>
<b>Answers</b> .....	<b>9</b>
<b>Explanations</b> .....	<b>11</b>
<b>Next Steps</b> .....	<b>17</b>

# 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.

# 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. Don't worry about getting everything right, 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, and take breaks to retain information better.**

## **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.**

## **7. Use Other Tools**

**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!**

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## Questions

- 1. What is the main difference between tenancy in common and joint tenancy regarding co-ownership?**
  - A. In tenancy in common, the interest passes to the state upon death**
  - B. Joint tenancy has a right of survivorship**
  - C. In tenancy in common, undivided interest passes to heirs upon death**
  - D. Joint tenancy allows for unequal ownership interests**
- 2. What does a Pennsylvania memorandum of lease provide?**
  - A. A detailed list of rental terms to the public**
  - B. Public notice of the lease interest without terms**
  - C. A legally binding agreement of terms and conditions**
  - D. A record of tenant rights and obligations**
- 3. During a listing presentation, what should a seller be told about the commission?**
  - A. The commission amount is fixed**
  - B. The commission is negotiable**
  - C. The commission varies by agency**
  - D. The commission can't be changed**
- 4. State laws can differ on a buyer's entitlement to know about what type of event?**
  - A. A recent remodeling of the property**
  - B. A room being added to the house**
  - C. A suicide that occurred in the house last year**
  - D. An increase in the home's value**
- 5. This practice of only showing properties in low-priced and integrated neighborhoods to a minority couple is known as?**
  - A. Redlining**
  - B. Steering**
  - C. Blockbusting**
  - D. Discrimination**



- 6. Who holds the ultimate responsibility for a salesperson's actions in a branch office?**
- A. The client**
  - B. The supervising broker**
  - C. The branch manager**
  - D. The salesperson themselves**
- 7. Which of the following categories of adjustment is NOT essential when preparing a market data estimate of value?**
- A. Market trends**
  - B. Comparative sales**
  - C. Original cost of the building**
  - D. Location characteristics**
- 8. In an exclusive right-to-sell listing, an owner lists the property for sale with how many brokers?**
- A. Multiple brokers**
  - B. Only one broker**
  - C. Two brokers**
  - D. No brokers**
- 9. The principle of anticipation in real estate refers to what?**
- A. The prospect of future economic growth**
  - B. Immediate cash flow from a property**
  - C. Future value increase due to land use changes**
  - D. The current market demand for properties**
- 10. What is the term for the practice of persuading homeowners to sell their properties by implying that a particular racial group is moving into the neighborhood?**
- A. Steering**
  - B. Redlining**
  - C. Blockbusting**
  - D. Fair Housing**

## **Answers**

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

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## **Explanations**

1. What is the main difference between tenancy in common and joint tenancy regarding co-ownership?
- A. In tenancy in common, the interest passes to the state upon death
  - B. Joint tenancy has a right of survivorship
  - C. In tenancy in common, undivided interest passes to heirs upon death**
  - D. Joint tenancy allows for unequal ownership interests

In a tenancy in common, each co-owner holds an undivided interest in the property, which means they share ownership equally—or as specified—despite having distinct shares. The critical feature of tenancy in common is that upon the death of one co-owner, their respective interest in the property does not go to the other co-owners but rather passes to their heirs according to their will or state inheritance laws. This allows for the property to potentially remain divided and continue having different ownership portions, which is essential for estate planning and inheritance purposes. The other options highlight characteristics of joint tenancy or misunderstandings about tenancy in common. For instance, joint tenancy includes the right of survivorship, meaning when one owner dies, their interest directly transfers to the surviving joint tenants rather than heirs. Also, while tenancy in common interests potentially lead to equal distribution upon death to heirs, joint tenancy specifically does not allow for unequal ownership interests since all tenants must share the same percentage of ownership and rights to the property. Thus, the main distinguishing factor is how interests are passed upon death, making option C the correct statement.

2. What does a Pennsylvania memorandum of lease provide?
- A. A detailed list of rental terms to the public
  - B. Public notice of the lease interest without terms**
  - C. A legally binding agreement of terms and conditions
  - D. A record of tenant rights and obligations

A Pennsylvania memorandum of lease serves to give public notice of the lease interest in a property without disclosing all the specific terms of the lease. This document typically is recorded at the county's recorder of deeds office to ensure that third parties are aware of the existence of the lease. The content of a memorandum of lease generally includes basic information such as the parties involved, the legal description of the property, and an acknowledgment that a lease exists. However, it intentionally does not provide the detailed terms and conditions of the lease, such as rental amounts or duration, which are kept private in the full lease agreement itself. This allows for the protection of the privacy and confidentiality of the specific terms while still establishing a public claim or interest in the property that can be referenced by other parties. Understanding this function is vital for those involved in real estate transactions, as it addresses how interests in property are publicly recorded and what information is available for inquiry by potential buyers, lenders, or other interested parties.

**3. During a listing presentation, what should a seller be told about the commission?**

- A. The commission amount is fixed**
- B. The commission is negotiable**
- C. The commission varies by agency**
- D. The commission can't be changed**

The correct answer emphasizes that the commission is negotiable, which is an essential aspect of real estate transactions. Sellers should understand that they have the flexibility to discuss and agree upon the commission rate with their real estate agent. This openness encourages a collaborative relationship and allows the seller to find an arrangement that meets their needs, ensuring they feel comfortable and informed during the selling process. By acknowledging that commission rates are negotiable, sellers are empowered to ask questions, request adjustments based on the services being provided, and engage actively in setting expectations with their agent. This aspect of real estate transactions promotes transparency and can lead to a more satisfactory experience for both parties. Other options, such as stating that the commission amount is fixed or cannot be changed, misrepresent the flexibility inherent in most real estate agreements, while suggesting that commission varies by agency could imply confusion about industry standards without clarifying that negotiations can occur within those frameworks. Therefore, highlighting that the commission is negotiable fosters an environment of open discussion and mutual agreement, which is beneficial for both agents and sellers.

**4. State laws can differ on a buyer's entitlement to know about what type of event?**

- A. A recent remodeling of the property**
- B. A room being added to the house**
- C. A suicide that occurred in the house last year**
- D. An increase in the home's value**

The correct choice focuses on the sensitive nature of certain events that may have occurred in a property, such as a suicide. In many states, including Pennsylvania, disclosure laws regarding stigmatized property conditions—like deaths or crimes associated with a property—varies significantly. Sellers might be obligated to disclose such information depending on local laws and the time elapsed since the event. In contrast, the other options pertain to physical changes or market conditions that are typically straightforward and do not involve the personal or sensitive nature that the question emphasizes. Recent remodeling, additions, or increases in property value are generally objective facts that buyers are expected to know and sellers are often required to disclose as part of typical property conditions. The potential impact of stigmatizing events on a buyer's decision makes this type of information particularly important, thus justifying the variation in laws regarding disclosure.

**5. This practice of only showing properties in low-priced and integrated neighborhoods to a minority couple is known as?**

- A. Redlining**
- B. Steering**
- C. Blockbusting**
- D. Discrimination**

The correct answer is steering. This practice refers to guiding prospective homebuyers toward or away from certain neighborhoods based on their race, ethnicity, or other protected characteristics. Real estate professionals who engage in steering may show minority clients homes only in neighborhoods that are considered low-priced or integrated, which can enforce segregation and limit the housing options available to those individuals. Steering is particularly problematic because it perpetuates discrimination and inequality in housing. It restricts minority families from exploring a range of housing opportunities available throughout various neighborhoods, thereby impacting their ability to access better education, resources, and community engagement. Other terms, such as redlining, typically refer to the practice of denying or limiting mortgages or insurance based on the neighborhood's racial or ethnic composition, while blockbusting involves inducing owners to sell their properties at a lower price by suggesting that a racial or ethnic group is moving into the neighborhood, leading to a decrease in property values. Discrimination is a broader term that encompasses various unfair treatment practices in housing but does not specifically identify the act of directing clients towards or away from particular neighborhoods.

**6. Who holds the ultimate responsibility for a salesperson's actions in a branch office?**

- A. The client**
- B. The supervising broker**
- C. The branch manager**
- D. The salesperson themselves**

The supervising broker holds the ultimate responsibility for a salesperson's actions in a branch office because they are the licensed individual accountable for the conduct and operations of the real estate business. As the primary figure overseeing the branch, the supervising broker ensures that all activities comply with state laws and ethical standards. This includes overseeing the actions of all salespersons and ensuring they follow the proper procedures and best practices in real estate transactions. The supervising broker also has the authority to provide guidance, training, and corrective action if necessary. In contrast, the client, branch manager, and salesperson themselves do not carry the ultimate liability for the salespersons' activities under the regulatory framework of real estate operations. The client is focused on the transaction and their interests, while the branch manager may assist in operational aspects but does not bear the same level of accountability. The salesperson is responsible for their own actions, but it is the supervising broker who remains the key figure for compliance and oversight.

**7. Which of the following categories of adjustment is NOT essential when preparing a market data estimate of value?**

- A. Market trends**
- B. Comparative sales**
- C. Original cost of the building**
- D. Location characteristics**

When preparing a market data estimate of value, the category of adjustment that is not essential is the original cost of the building. This is because the original cost does not necessarily reflect the current market value or demand for the property. In real estate, market value is determined by what buyers are willing to pay for a property based on comparable sales and current market conditions. Factors such as market trends, comparative sales, and location characteristics are critical since they directly influence the valuation. Market trends provide insights into whether property values are rising or falling, comparative sales offer a benchmark to gauge how similar properties are valued, and location characteristics affect desirability and thus impact value. Therefore, while the original cost may have significance for accounting or investment return assessments, it does not play a critical role in the more immediate and situational analysis required for determining a property's market value.

**8. In an exclusive right-to-sell listing, an owner lists the property for sale with how many brokers?**

- A. Multiple brokers**
- B. Only one broker**
- C. Two brokers**
- D. No brokers**

In an exclusive right-to-sell listing, the owner appoints only one broker to represent them in the sale of their property. This type of agreement grants the broker the unilateral right to market and sell the property, ensuring that they will receive a commission regardless of who brings the buyer - whether it is the broker themselves or another party. This arrangement provides a strong incentive for the broker to invest time and resources into marketing the property effectively, as they are assured of compensation for their efforts. By limiting the listing to just one broker, the owner also benefits from a more streamlined communication process and focused marketing strategy, as the singular broker will act as the main point of contact. In contrast, multiple broker agreements or dual listings can lead to miscommunication, conflicting marketing strategies, and potential disputes over commission. Thus, selecting only one broker in an exclusive right-to-sell listing is both a strategic and practical choice for property owners seeking to sell efficiently.



**9. The principle of anticipation in real estate refers to what?**

- A. The prospect of future economic growth**
- B. Immediate cash flow from a property**
- C. Future value increase due to land use changes**
- D. The current market demand for properties**

The principle of anticipation in real estate is primarily concerned with the concept that the value of a property is influenced by the expected future benefits that ownership will provide. This principle suggests that investors and buyers take into account the future potential of a property when determining its current value. In this context, the future value increase due to changes in land use is a direct manifestation of the principle of anticipation. For example, if an area is expected to be rezoned for commercial use, buyers may anticipate that the current residential property values will rise significantly due to this change. This expectation influences their willingness to invest in those properties today, reflecting the belief that their investment will yield greater returns in the future. While the other options touch on important aspects of real estate — such as immediate cash flow and current market demand — they do not encompass the broader concept of anticipated future changes and their impact on current property value. The essence of the principle lies in recognizing that future developments and economic trends can significantly affect property valuations today, which is why the anticipation of future value increases linked to land use changes is the correct interpretation of this principle.

**10. What is the term for the practice of persuading homeowners to sell their properties by implying that a particular racial group is moving into the neighborhood?**

- A. Steering**
- B. Redlining**
- C. Blockbusting**
- D. Fair Housing**

The correct term for the practice of persuading homeowners to sell their properties by implying that a particular racial group is moving into the neighborhood is "blockbusting." This unethical tactic often involves creating fear among homeowners that the value of their property will decrease due to demographic changes in the area. Blockbusting exploits racial prejudice and can lead to neighborhood destabilization as homeowners sell their homes at lower prices, often to investors who then sell to minority groups, thereby profiting from the manipulated market conditions. Understanding blockbusting is essential within the context of fair housing laws, as this practice is illegal and vital to preventing discrimination in the real estate market. By recognizing blockbusting, real estate professionals can work to promote non-discriminatory practices and support community stability.

## 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](mailto: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!**