

PENNSYLVANIA REAL ESTATE SALESPERSON PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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THE FULL VERSION STUDY GUIDE**

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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

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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. 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!

Questions

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- 1. What is the process called that involves a gradual addition to land from natural causes?**
 - A. Flooding
 - B. Avulsion
 - C. Accretion
 - D. Erosion

- 2. A competitive market analysis is MOST often used for what purpose?**
 - A. Determining tax assessments
 - B. Setting a listing price
 - C. Calculating mortgage rates
 - D. Estimating rental income

- 3. 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

- 4. What is an advantage of a 25-35 year mortgage?**
 - A. Lower interest rates
 - B. Increased purchase power
 - C. Shorter repayment times
 - D. Reduced fees

- 5. What does the Civil Rights Act of 1866 primarily prohibit?**
 - A. Discrimination based on income
 - B. Discrimination based on age
 - C. Discrimination based on race
 - D. Discrimination based on gender

- 6. In MOST states, how is foreclosed property typically sold?**
- A. Through private sale
 - B. At public auction
 - C. Through real estate agents
 - D. Via online bidding platforms
- 7. If a seller is selling their property as-is, what does that imply to potential buyers?**
- A. Buyers cannot ask for repairs
 - B. The seller is unaware of any defects
 - C. Buyers should not conduct inspections
 - D. Buyers take responsibility for repairs
- 8. Who may file a lawsuit for inverse condemnation?**
- A. The construction company
 - B. The local government
 - C. The homeowner
 - D. The tenants of the property
- 9. In a net lease, who pays a portion of the operating expenses?**
- A. The landlord
 - B. The tenant
 - C. The property manager
 - D. The government
- 10. What is the period of license inactivity for a Pennsylvania real estate salesperson before needing to retake the test?**
- A. 3 years
 - B. 5 years
 - C. 7 years
 - D. 10 years

Answers

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

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Explanations

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1. What is the process called that involves a gradual addition to land from natural causes?

- A. Flooding
- B. Avulsion
- C. Accretion**
- D. Erosion

The correct choice describes a natural phenomenon known as accretion, which refers to the gradual process through which land is added to property due to the deposition of sediment by natural forces, such as water. This process often occurs along shorelines or riverbanks, where soil, sand, and other materials accumulate over time, increasing the land's area. Accretion is a significant concept in real estate as it can affect property boundaries and ownership rights, especially in waterfront or riverfront properties. Flooding, while it can lead to changes in land, does not involve the gradual addition of land; rather, it is the result of excessive water accumulation over a period. Avulsion is also different, as it describes the sudden removal of land, usually due to natural disasters like floods or earthquakes. Erosion refers to the process of soil or rock being worn away, leading to a decrease in land area, contrary to what accretion signifies. Therefore, understanding accretion helps clarify property rights and the dynamic nature of land due to natural processes.

2. A competitive market analysis is MOST often used for what purpose?

- A. Determining tax assessments
- B. Setting a listing price**
- C. Calculating mortgage rates
- D. Estimating rental income

A competitive market analysis (CMA) is primarily utilized for setting a listing price. This analysis involves evaluating the prices at which similar properties in the same area have sold recently, taking into account various factors such as location, property features, and market conditions. By analyzing comparable sales, a seller can establish a price that is attractive yet reflective of the current market value, which is crucial for a successful sale. Setting a listing price accurately is essential because properties that are priced too high may sit on the market for an extended period, while those priced too low may not fully capitalize on their value. Therefore, the information derived from a CMA helps to ensure that the property is competitively positioned against others, aiding in attracting potential buyers right from the outset. Other possibilities like determining tax assessments, calculating mortgage rates, or estimating rental income may involve analysis and data about properties but do not specifically pertain to the primary intent of a CMA. The focus of a CMA is squarely on pricing strategies for homes going on the market rather than the financial or assessment aspects of the real estate transaction.

3. 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.

4. What is an advantage of a 25-35 year mortgage?

- A. Lower interest rates
- B. Increased purchasing power**
- C. Shorter repayment times
- D. Reduced fees

A 25-35 year mortgage offers increased purchasing power, primarily due to the longer loan term. When borrowers opt for a mortgage with a prolonged duration, their monthly payments are distributed over an extended period, which generally results in lower monthly payments compared to shorter-term loans. This lower monthly payment can make it easier for individuals or families to afford a higher loan amount, thus enabling them to purchase more expensive properties than they could if they were limited to a shorter loan period. Moreover, the spread of repayment over 25-35 years may result in less financial strain each month, allowing buyers to allocate their income toward other expenses, savings, or investments. This increased flexibility is a significant factor for many homebuyers, particularly in regions where property prices can be high. In contrast, while there may be some benefits associated with lower interest rates, shorter repayment times, and reduced fees, they do not directly contribute to increasing a buyer's purchasing power in the same way that a longer mortgage term does. Therefore, focusing on the length of the loan and its effect on monthly payments clarifies why increased purchasing power is the most relevant advantage of a 25-35 year mortgage.

5. What does the Civil Rights Act of 1866 primarily prohibit?

- A. Discrimination based on income
- B. Discrimination based on age
- C. Discrimination based on race**
- D. Discrimination based on gender

The Civil Rights Act of 1866 primarily prohibits discrimination based on race. This act was one of the first federal laws to establish all citizens, regardless of race, equal rights under the law, particularly concerning property ownership and contractual rights. It was a pivotal piece of legislation aimed at securing civil rights for newly freed African Americans after the Civil War. The intent was to eliminate racial discrimination and provide equal protection for all individuals in matters of real estate and contracts. In this context, the act specifically targeted racial discrimination, which aligns with the historical backdrop of reconstructing society post-slavery in the United States. By focusing on race, the Civil Rights Act of 1866 laid the groundwork for subsequent laws, including the more comprehensive Civil Rights Act of 1964 that expanded protections to various forms of discrimination.

6. In MOST states, how is foreclosed property typically sold?

- A. Through private sale
- B. At public auction**
- C. Through real estate agents
- D. Via online bidding platforms

Foreclosed properties are typically sold at public auction in most states. This method serves several important purposes. First, a public auction is designed to attract a wide range of potential buyers, which can lead to competitive bidding and ultimately a sale price that reflects the current market demand. The auction process is transparent, allowing anyone interested in purchasing the property to see the terms and participate openly, which helps to ensure fairness in the sale. Moreover, selling at public auction expedites the process of transferring ownership from the bank or lender to the new buyer, as foreclosures often involve financial institutions looking to recover losses from unpaid loans. By utilizing a public auction, these institutions can quickly rid themselves of properties that may have become a liability. This method also provides clear-cut guidelines regarding the sale process and helps avoid various legal complexities that could arise in alternative sales methods. While some states may allow for private sales or sales through real estate agents, these methods can take longer and may not attract as many potential buyers, leading to lower selling prices. Although online bidding platforms are gaining traction in real estate transactions, they are not the traditional norm for foreclosures compared to the established practice of public auctions.

7. If a seller is selling their property as-is, what does that imply to potential buyers?

- A. Buyers cannot ask for repairs
- B. The seller is unaware of any defects
- C. Buyers should not conduct inspections
- D. Buyers take responsibility for repairs**

When a seller lists their property as-is, it sends a clear message to potential buyers that they are buying the property in its current condition, without any commitments from the seller to make repairs or improvements. This means that the buyer assumes responsibility for any necessary repairs after the sale is completed. Understanding this implication is crucial for buyers because it emphasizes the importance of conducting thorough inspections before finalizing the purchase. An as-is sale does not imply that the seller is unaware of any defects; rather, it indicates a willingness to transfer all liability and any potential issues to the buyer. Consequently, buyers must be diligent in assessing the property to ensure that they are fully aware of any existing problems that may affect the property's value or their enjoyment of it. This results in a more informed purchasing decision. In this context, the other options either misinterpret the nature of an as-is sale or suggest limitations on the buyer's due diligence, which is contrary to the reality of such transactions. Buyers still have the opportunity and responsibility to investigate the property's condition before proceeding with the purchase.

8. Who may file a lawsuit for inverse condemnation?

- A. The construction company
- B. The local government
- C. The homeowner**
- D. The tenants of the property

The ability to file a lawsuit for inverse condemnation typically rests with property owners who have been deprived of the use or value of their property due to government action without just compensation. In this context, a homeowner represents a private property owner who can argue that their property rights have been violated due to government actions, such as zoning changes, road construction, or other developments that significantly affect their property. When the government takes action that affects private property, the affected homeowner can claim that they have effectively lost the property's value or use. Inverse condemnation allows the homeowner to seek compensation for those losses, effectively holding the government accountable for not providing due compensation as required under the Fifth Amendment, which ensures that private property taken for public use must be justly compensated. Other options, such as the construction company or local government, typically do not have standing in inverse condemnation cases as they are not the parties whose property rights are affected. Tenants, while they may have certain rights, do not own the property and thus cannot claim inverse condemnation against the government for actions affecting the property owner. This legal framework underscores the importance of property rights and the necessity for government to compensate owners for the impacts of their actions on privately held property.

9. In a net lease, who pays a portion of the operating expenses?

- A. The landlord
- B. The tenant**
- C. The property manager
- D. The government

In a net lease, the tenant is responsible for paying a portion of the operating expenses associated with the property. This type of lease structure is designed to shift some of the financial responsibilities from the landlord to the tenant. Typically, in net leases, the tenant pays base rent along with additional costs such as property taxes, insurance, and maintenance expenses. This arrangement is common in commercial real estate, where landlords may want to maintain a steady cash flow without being burdened by fluctuating operating costs. Therefore, the correct answer reflects the nature of the net lease, which obligates the tenant to cover these additional expenses, allowing the landlord to focus on the primary income from the rent while passing on some of the operational responsibilities.

10. What is the period of license inactivity for a Pennsylvania real estate salesperson before needing to retake the test?

- A. 3 years
- B. 5 years**
- C. 7 years
- D. 10 years

In Pennsylvania, if a real estate salesperson's license becomes inactive, the individual has a period of five years to reactivate their license without having to retake the licensing examination. This rule is established by the Pennsylvania Real Estate Commission, which aims to ensure that licensees maintain their knowledge of current laws and practices within the industry. Once the five-year period has elapsed, the salesperson must retake the licensing exam in order to reactivate their license. This requirement helps ensure that all active real estate professionals are equipped with the most up-to-date information and skills necessary to provide quality service to clients. The emphasis on a five-year limit underscores the importance of continuous education and engagement in the real estate field, as industry regulations and practices can change significantly over time.

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!

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