**Unit 12 Quiz**

1. What is the purpose of the Real Estate Recovery Fund?
   1. Provide a means by which an injured party can collect a judgment award
   2. Pool monies from broker's escrow accounts
   3. Provide a source from which to collect unpaid commissions
   4. Protect the public from dishonest salespeople
2. A buyer submitted an earnest money check along with the offer to purchase. However, the seller refused the offer. At which time may the buyer receive the earnest money check?
   1. Upon permission of the seller
   2. Immediately
   3. As soon as the funds are cleared
   4. Upon buyer's written request
3. Which of the following is acting as an agent for the buyer and for the seller in the same transaction?
   1. Dual agent
   2. Transaction broker
   3. Single agent
   4. Designated agent
4. Who may amend or modify the Real Estate Licensing and Registration Act?
   1. The legislature
   2. The governor
   3. The Real Estate Commission
   4. The Charging Unit of the Bureau of Professional and Occupational Affairs
5. How does someone serve on the real estate commission?
   1. Appointed by the governor and confirmed by the Senate
   2. Application to the Pennsylvania Department of State
   3. Recommended by the Bureau of Professional and Occupational Affairs
   4. Appointed by the Senate
6. The party who hires a real estate licensee to market his home is considered the
   1. agent.
   2. fiduciary.
   3. primary party.
   4. principal.
7. The broker who is hired to market a seller's home is considered the
   1. transaction broker.
   2. fiduciary.
   3. listing broker.
   4. designated party.
8. For how long must a broker retain copies of the signed Consumer Notice when no transaction resulted?
   1. 6 months
   2. 1 year
   3. 3 years
   4. 5 years
9. Before a broker can represent both the seller and the buyer in the same transaction, both parties must
   1. consent in writing to the dual representation.
   2. object to the dual representation.
   3. ignore the dual representation.
   4. consent at least orally to the dual representation.
10. A real estate licensee decides to sell her home without listing it with her broker. In this situation, the licensee
    1. is not obligated to discuss her license status with prospective buyers.
    2. must disclosure her license status before entering into an agreement with a buyer.
    3. should indicate that she went to real estate school and mention that she might know more than the buyer.
    4. should notify the real estate commission that she is selling by owner.
11. Purchasers of time-share and campground membership have the right to cancel a purchase until
    1. the following weekend.
    2. midnight of the third day after the contract was executed.
    3. midnight of the fifth day after the contract was executed.
    4. one week after execution of the contract.
12. What is the intent of real estate laws?
    1. Protect rights of buyers and sellers from unscrupulous or sloppy practices
    2. Prevent licensees from conducting business successfully
    3. Restrain trade
    4. Interfere in legitimate transactions
13. Who is the party who holds a real estate license and provides services for a consumer without being an agent or advocate of the consumer?
    1. Transaction licensee
    2. Dual licensee
    3. Subagent
    4. Designated agent
14. Who ultimately determines the role that the licensees employed by the broker are permitted to assume?
    1. Broker of record
    2. Associate broker
    3. Salesperson
    4. Manager of the office
15. What duty does the real estate licensee owe all consumers?
    1. Timely presentation of all offers and counteroffers
    2. Loyalty
    3. Non disclosure of any conflicts of interest
    4. To act in a legal capacity
16. A very active and successful associate broker has formed a team consisting of herself and two other licensees to assist her. The Commission allows this broker of record to pay commission checks for all three licensees
    1. directly to the team leader.
    2. into a trust account especially set up for this purpose.
    3. however the team leader desires.
    4. into a qualified association formed for this purpose.
17. Who is ultimately responsible for the activities of all licensees in a branch office?
    1. Associate broker designated by the broker of record for the branch office
    2. Individual licensees insofar as their own activities
    3. Salesperson licensee designated by the broker of record for the branch office
    4. Broker of record for the firm
18. To whom may a broker pay a commission?
    1. A licensed salesperson employed by the broker
    2. An attorney
    3. A licensed salesperson who works for another broke
    4. A developer
19. The purpose of the license law is to
    1. generate license and renewal fees for the state treasury.
    2. authorize the Pennsylvania Real Estate Commission to promulgate Rules and Regulations.
    3. prevent convicted criminals from engaging in the real estate business.
    4. ensure that the public interest is protected.
20. A real estate licensee may be disciplined for
    1. placing a For Sale sign on a property with the written consent of the owner.
    2. preserving the records relating to any real estate transaction for five years.
    3. accepting a commission or other valuable consideration from a person other than the employing broker.
    4. acting for more than one party in a transaction with the knowledge of and consent in writing from all parties.
21. The buyers provided a check as earnest money when they offered to buy a home. However, the buyers and sellers could not come to an agreement, so the buyers are ready to look at another home. At what time, if any, may the buyers expect to receive their earnest money check?
    1. Immediately
    2. Never, it will be used for damages
    3. After funds are cleared
    4. Within 10 days
22. For what document does the Real Estate Commission require the use of a specific form?
    1. Consumer Notice
    2. Listing agreement
    3. Disclosure statement in a comparative market analysis
    4. Agreement of sale
23. What must be included in the advertisement when advertising a property for sale?
    1. The broker's business name
    2. The name of the listing salesperson
    3. The name of the seller
    4. The number of the Real Estate Commission
24. When marketing on the internet, all of the following information is required on each page *EXCEPT*
    1. desired nationality of prospective buyers.
    2. firm's name as registered on the license.
    3. city and state where the firm's office is located.
    4. regulatory jurisdiction in which the firm holds a broker license.
25. What can a broker advertise about "sales volume" or "production"?
    1. Only closed transactions
    2. Any transaction that nearly closed
    3. The number of transactions budgeted for the coming year
    4. Any number that sounds good