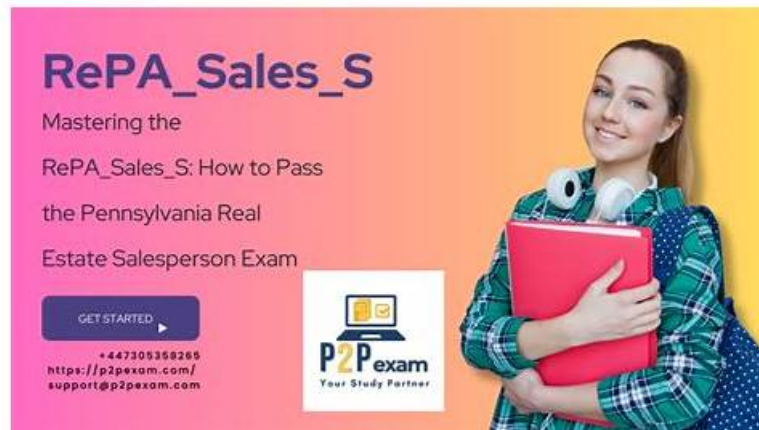


Pennsylvania Real Estate Commission RePA_Sales_S Schulungsangebot - RePA_Sales_S Testking



Außerdem sind jetzt einige Teile dieser ITZert RePA_Sales_S Prüfungsfragen kostenlos erhältlich: <https://drive.google.com/open?id=1mneYQ7KT5i3LMBvytyaF9S-yLYinmwD>

ITZert hat vielen IT-Zertifizierungskandidaten geholfen. Und ITZert bekommt gute Bewertung von den Kandidaten. Die Erfolgsquote von ITZert Prüfungsfragen erreicht 100%, was auch die Tatsache von vielen Kadidaten geprüft werden. Wenn Sie sich sehr müde für die Vorbereitung der Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung fühlen, können Sie die RePA_Sales_S Prüfungsunterlagen nicht ignorieren. Das ist ein Werkzeug für die hocheffektive Vorbereitung der Pennsylvania Real Estate Commission RePA_Sales_S Prüfung. Es kann Ihre Effektivität am größten Teil erhöhen.

Pennsylvania Real Estate Commission RePA_Sales_S Prüfungsplan:

Thema	Einzelheiten
Thema 1	Miscellaneous: This section of the exam measures the skills of Real Estate Salespersons and includes several additional knowledge areas important for practice. Candidates are expected to understand property disclosures, the preparation and handling of contracts and forms, and the Pennsylvania Human Relations Act. It also covers the regulations relating to time-shares, as well as leasing and rental practices that are part of everyday real estate transactions.
Thema 2	Agency and Disclosure: This section of the exam measures the skills of Real Estate Salespersons and addresses the importance of proper agency and disclosure. It evaluates knowledge of agency disclosures, the duties of licensees, and how different agency relationships function in practice. It also covers compensation rules and the responsibilities that come with working under different types of agency agreements.
Thema 3	Licensure: This section of the exam measures skills of Real Estate Brokers and focuses on licensure requirements. It emphasizes qualifications necessary for obtaining a license, the activities that legally require licensure, and the processes for license renewal or reactivation. Additionally, it includes the rules for changing employment as a licensee and outlines specific exemptions from licensure under Pennsylvania law.
Thema 4	Regulations Governing the Activities of Licensees: This section of the exam measures the skills of Real Estate Brokers and centers on the professional standards and regulations that govern daily practice. It reviews rules regarding advertising, the working relationship between brokers and salespersons, and the proper handling of client funds and accounts. It also highlights prohibited conduct, as well as the conditions that can lead to suspension or revocation of a license.

Thema 5	• Real Estate Commission: This section of the exam measures skills of Real Estate Salespersons and covers the fundamental duties and powers of the Real Estate Commission. It includes understanding how complaints are handled, how investigations and hearings are conducted, and the processes for appeals. Candidates are also expected to be familiar with the Real Estate Recovery Fund, which provides protection for consumers in certain cases.
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>> Pennsylvania Real Estate Commission RePA_Sales_S Schulungsangebot <<

RePA_Sales_S Prüfungsfragen, RePA_Sales_S Fragen und Antworten, PA Salesperson State Exam

Wollen Sie Ihre IT-Fähigkeiten beweisen? Möchten Sie mehr Anerkennung und Berufschancen bekommen? Die Prüfungszertifizierung der Pennsylvania Real Estate Commission RePA_Sales_S ist ein bedeutendster Ausweis für Sie. Die Wichtigkeit der Zertifizierung der Pennsylvania Real Estate Commission RePA_Sales_S wissen fast alle Angestellte aus IT-Branche. Die Tatkraft von Menschen ist limitiert. Wenn Sie in einer kurzen Zeit diese wichtige Pennsylvania Real Estate Commission RePA_Sales_S Prüfung bestehen möchten, brauchen Sie unsere die Prüfungssoftware von uns ITZert als Ihr bester Helfer für die Prüfungsvorbereitung. Umfassende Prüfungsaufgaben enthaltende und Mnemotechnik entsprechende Software kann Ihnen beim Erfolg der Pennsylvania Real Estate Commission RePA_Sales_S gut helfen!

Pennsylvania Real Estate Commission PA Salesperson State Exam RePA_Sales_S Prüfungsfragen mit Lösungen (Q28-Q33):

28. Frage

A "For Sale by Owner" property owner has offered a flat fee to any licensee who procures a buyer. The owner's terms specify that 50% of the fee is payable upon contract acceptance, with the other 50% payable upon transfer of title. A CORRECT statement about this arrangement is that it is:

- A. acceptable if the fee does not exceed the prevailing commission rate.
- **B. acceptable if the fee is paid to the employing broker.**
- C. in violation of license law since compensation for real estate sales can come only from listed properties.
- D. in violation of license law since all compensation must be paid at closing.

Antwort: B

Begründung:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson can only receive payment through their employing broker. This means that if the flat fee is paid to the broker (not directly to the salesperson), then the arrangement is legal.

* Commission does not have to be paid at closing; payment terms can be negotiated, including split payments.

* For Sale by Owner (FSBO) properties are not required to be listed with a brokerage, so compensation can still be earned if a licensee brings a buyer.

Why the other answers are incorrect:

* Option B (Commission Rate Limitations): There are no "prevailing" commission rates since commissions are always negotiable.

* Option C (Compensation Must Be at Closing): Commission can be structured differently (e.g., partial upfront payment).

* Option D (Only Listed Properties Qualify for Commission): Agents can earn commission on FSBOs as long as the broker is involved.

Reference:

49 Pa. Code § 35.283- Compensation and Commission

29. Frage

A salesperson has just obtained the seller's signature on an offer to purchase. When MUST the buyer receive a copy?

- A. In a reasonably practicable period of time
- B. At the closing
- C. Within 24 hours of the offer's acceptance
- **D. Within 1 business day of the offer's acceptance**

Antwort: D

Begründung:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), all parties must receive a copy of a signed offer within 1 business day of acceptance.

* This ensures that buyers and sellers have full documentation of the transaction.

* Delaying delivery of signed contracts can lead to disputes and potential violations of real estate regulations.

Why the other answers are incorrect:

* Option A (24 Hours): While fast delivery is preferred, the law specifically states "1 business day."

* Option C (At Closing): Buyers must receive a copy well before closing.

* Option D (Reasonably Practicable Time): This is too vague and does not meet the specific 1-business-day requirement.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

30. Frage

A salesperson secures a listing priced at \$110,000. A prospective buyer asks the salesperson to write a \$65,000 offer for the property. The salesperson should:

- A. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- **B. Prepare the offer as requested and present it to the seller.**
- C. Suggest that the buyer have another licensee prepare the offer.
- D. Prepare the offer as requested but not waste the seller's time presenting it.

Antwort: B

Begründung:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee is required to present all written offers to the seller, regardless of the amount.

* It is the seller's right to accept, reject, or counter an offer, not the salesperson's decision.

* A salesperson cannot refuse to submit an offer based on personal opinions about the price.

* Presenting all offers ensures fair dealings and upholds fiduciary duty to the seller.

Why the other answers are incorrect:

* Option B (Not Waste the Seller's Time): It is the seller's decision to accept or reject an offer, not the salesperson's.

* Option C (Advise Buyer to Offer More): A licensee must remain neutral and cannot pressure a buyer to increase their offer.

* Option D (Suggest Buyer Use Another Agent): There is no reason to transfer the buyer to another agent. The agent must present the offer.

31. Frage

If known, the listing broker MUST disclose which of the following to a prospective buyer?

- **A. That the seller's water system is contaminated**
- B. That the seller has filed for divorce
- C. That the seller has accepted a position in another state
- D. That the seller's mortgage is assumable

Antwort: A

Begründung:

A licensee must disclose all material defects related to the property, including known issues like a contaminated water system.

* Under 68 P.S. §§ 7303-7304 (Real Estate Seller Disclosure Law), the seller and broker must disclose all material defects affecting the property's value or safety.

* A contaminated water system is considered a health and safety issue and must be disclosed to the buyer.

Why the other answers are incorrect:

* Option A (Assumable Mortgage): This is a financial issue, not a material defect.

* Option B (Seller's New Job): The seller's personal situation does not affect the property's condition.

* Option C (Divorce): Divorce is private information and does not need to be disclosed.

Reference:

Real Estate Seller Disclosure Law (68 P.S. §§ 7303-7304)

32. Frage

Which of the following phrases in a rental ad may be permissible?

- A. All Couples Apartment Building
- **B. Creek Village - an Age-Restricted Community**
- C. Children 12 and Older Only
- D. Adults Only Building

Antwort: B

Begründung:

Under The Federal Fair Housing Act (42 U.S.C. § 3604) and the Pennsylvania Human Relations Act (PHRA), it is illegal to discriminate against renters or buyers based on family status, which includes children.

However, age-restricted housing is allowed under certain conditions.

* Housing communities designated as "55 and older" or "62 and older" are legally permitted under the Housing for Older Persons Act (HOPA), provided they meet federal guidelines.

* Option C (Creek Village - an Age-Restricted Community) is lawful because it indicates compliance with HOPA, meaning at least 80% of residents are over 55.

Why the other answers are incorrect:

* Option A (Children 12 and Older Only): Discriminating against families with young children violates the Fair Housing Act (FHA).

* Option B (Adults Only Building): Landlords cannot prohibit families with children from renting.

* Option D (All Couples Apartment Building): This discriminates against single renters and violates fair housing laws.

References:

The Fair Housing Act (42 U.S.C. § 3604)

Housing for Older Persons Act (HOPA) (42 U.S.C. § 3607(b))

Pennsylvania Human Relations Act (PHRA)

33. Frage

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Wir ITZert sind die professionellen Anbieter der Schulungsunterlagen zur Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung. Seit langem betrachten wir ITZert das Angebot der besten Prüfungsunterlagen zur Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung als unser Ziel. Verglichen zu anderen Webseiten, wir ITZert sind immer von anderen vertraut. Warum? Weil wir ITZert vieljährige Erfahrungen haben, aufmerksam auf die IT-Zertifizierung-Studie machen und viele Prüfungsregeln sammeln. Damit können wir ITZert sehr hohe Hit-Rate haben. Das gewährleistet die Durchlauftrate.

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