

# 素敵なRePA\_Sales\_S模擬対策問題 &合格スムーズ RePA\_Sales\_S最新資料 |有効的なRePA\_Sales\_S試験問題



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## Pennsylvania Real Estate Commission RePA\_Sales\_S 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 2	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 3	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 4	<ul style="list-style-type: none"><li>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.</li></ul>

- **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.

## &gt;&gt; RePA\_Sales\_S模擬対策問題 &lt;&lt;

## 素晴らしいRePA\_Sales\_S模擬対策問題 & 合格スムーズRePA\_Sales\_S最新資料 | 一番優秀なRePA\_Sales\_S試験問題

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### Pennsylvania Real Estate Commission PA Salesperson State Exam 認定 RePA\_Sales\_S 試験問題 (Q30-Q35):

#### 質問 #30

A real estate licensee may be disciplined by the Pennsylvania Real Estate Commission for which of the following reasons?

- A. Inability to obtain automobile liability insurance
- **B. Habitual intoxication or drug addiction**
- C. Any felony conviction
- D. Nonpayment of Federal income taxes

正解: B

解説:

Under 49 Pa. Code § 35.291 (Reporting of Crimes and Disciplinary Actions), a real estate licensee may face disciplinary action for engaging in unethical conduct, fraud, or incompetence. One of the reasons listed is habitual intoxication or drug addiction, as this impairs the licensee's ability to properly conduct real estate activities.

\* A felony conviction (Option D - Incorrect) does not automatically result in discipline but is reviewed by the Commission.

\* Failure to pay taxes (Option C - Incorrect) is a federal issue, not a licensing violation.

\* Car insurance (Option A - Incorrect) is unrelated to a real estate license.

#### 質問 #31

According to the Real Estate Commission, which of the following is REQUIRED to hold a real estate license in Pennsylvania?

- A. An individual selling five unimproved lots that she owns
- **B. An attorney who holds himself out as a provider of brokerage services**
- C. A home builder selling his brand new houses
- D. A bank selling its foreclosed properties

正解: B

解説:

In Pennsylvania, any person engaging in brokerage activities (such as negotiating sales or leases for compensation) must hold a real estate license unless specifically exempted.

\* 49 Pa. Code § 35.201 (Definitions) & 63 P.S. § 455.304 (Exemptions) allow attorneys to practice real estate without a license ONLY IF the services are incidental to their legal practice.

\* If an attorney advertises as a real estate broker or regularly engages in real estate transactions beyond legal services, they must obtain a real estate license.

Why the other answers are incorrect:

\* Option B (Home Builder Selling New Houses): Builders are exempt when selling their own newly constructed homes.

- \* Option C (Banks Selling Foreclosures): Banks are exempt under 63 P.S. § 455.304 (a)(5) since they are not in the business of selling real estate for profit.
- \* Option D (Selling Five Unimproved Lots): Individuals selling their own property do not need a license, even for multiple lots.

### 質問 # 32

A person who uses a guide dog visits a real estate office in search of an apartment to rent. How should the salesperson proceed when working with this person?

- A. Ask about the size of the apartment the person is looking for and any other features that the person would like.
- B. Ask for an increased amount of security deposit to cover potential damage caused by the dog.
- C. Tell the person only about apartments that are designed for people with disabilities.
- D. Search for apartments that permit pets.

正解: A

解説:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.C. § 12101), a salesperson must treat a person with a disability the same as any other prospective tenant, without discrimination.

\* The salesperson should focus on the client's housing needs, such as apartment size and features, rather than their disability.

\* Landlords cannot charge an extra security deposit for service animals.

\* The person is not limited to disability-specific housing; they can rent any unit they qualify for.

Why the other answers are incorrect:

\* Option A (Search for Pet-Friendly Apartments): Service animals are NOT pets, so pet restrictions do not apply.

\* Option B (Charge Extra Deposit): This violates fair housing laws; extra deposits for service animals are illegal.

\* Option C (Limit Options to Disability-Specific Housing): Clients with disabilities must be shown all available housing, not just disability-specific units.

References:

Fair Housing Act (42 U.S.C. § 3604)- Protections for People with Disabilities Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)

### 質問 # 33

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. in violation of license law since all compensation must be paid at closing.
- 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. acceptable if the fee does not exceed the prevailing commission rate.

正解: B

解説:

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

### 質問 # 34

When a tenant who has a service or support animal applies to lease an apartment in a building that does not allow pets, which of the following rules may the landlord follow?

- A. The landlord may disallow the animal if it is not federally registered as a support or service animal.
- **B. Both state and federal laws require the landlord to allow any service or support animal.**
- C. The landlord may disallow the animal if there are no other animals permitted in the building.
- D. The landlord must allow the service or support animal but may charge an additional deposit.

正解: B

解説:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.C. § 12101), both service and emotional support animals must be allowed in rental properties, even in "no pets" buildings.

\* Service animals (such as guide dogs) and emotional support animals (ESA) are not considered "pets" under federal and state law, so landlords cannot prohibit them.

\* A landlord cannot charge an additional deposit or pet fee for service/support animals.

\* The tenant must provide documentation from a licensed medical provider if the disability is not obvious, but there is no requirement for a formal "federal registration" of service animals.

Why the other answers are incorrect:

\* Option B (Charge Additional Deposit): This is illegal under Fair Housing laws because service animals are not "pets".

\* Option C (No Pets Rule): A no-pets policy does not apply to service animals.

\* Option D (Federally Registered Service Animal): There is no federal registry for service animals, so this is not a valid requirement.

References:

Fair Housing Act (42 U.S.C. § 3604)- Disability Protections

Americans with Disabilities Act (ADA) (42 U.S.C. § 12101)- Service Animals Protections

### 質問 # 35

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