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Are you still worried about not passing the RePA_Sales_S exam? Do you want to give up because of difficulties and pressure when reviewing? You may have experienced a lot of difficulties in preparing for the exam, but fortunately, you saw this message today because our well-developed RePA_Sales_S Study Materials will help you tide over all the difficulties. As a multinational company, our RePA_Sales_S study materials serve candidates from all over the world. No matter which country you are currently in, you can be helped by our RePA_Sales_S study materials.

Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">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.
Topic 3	<ul style="list-style-type: none">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.

Topic 4	<ul style="list-style-type: none"> • 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.
Topic 5	<ul style="list-style-type: none"> • 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.

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100% Pass Pennsylvania Real Estate Commission RePA_Sales_S - PA Salesperson State Exam First-grade PDF

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q36-Q41):

NEW QUESTION # 36

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

* These courses must be taken through an approved real estate education provider.

* Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

* Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.

* Option B (12 Hours): Falls short of the required minimum.

* Option D (16 Hours): Exceeds the required minimum.

Reference:

49 Pa. Code § 35.382- Continuing Education Requirements

NEW QUESTION # 37

If clients have questions regarding the sale of their home beyond the licensee's expertise, what MUST the salesperson do?

- **A. Advise the clients to seek expert advice.**
- B. Seek legal representation for the clients.

- C. Advise the clients to seek another salesperson to represent them in the transaction.
- D. Ask their associate broker and advise the clients of the answer.

Answer: A

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

- * A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.
- * Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

- * Option A (Seek Legal Representation for Clients): A salesperson cannot act as a lawyer or obtain legal representation for clients.
- * Option C (Ask Associate Broker and Advise Clients): If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.
- * Option D (Advise Clients to Seek Another Salesperson): This does not solve the issue; clients need advice from the correct professional, not another salesperson.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

NEW QUESTION # 38

What MUST a salesperson licensee convicted of a felony do?

- A. Immediately turn in the real estate license to the Real Estate Commission
- **B. Provide the Real Estate Commission with information about the conviction**
- C. Terminate all real estate activities
- D. Discuss the matter with the employing broker to decide what to do

Answer: B

Explanation:

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

- * A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.
- * Failing to report the conviction within the required time may result in additional penalties.
- * Immediate license surrender (Option A) is not required.
- * Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.
- * Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

Reference:

49 Pa. Code § 35.288- Reporting of Crimes and Disciplinary Actions

Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.303 (Criminal Background)

NEW QUESTION # 39

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law REQUIRES that the couple receive a copy of the agreement:

- A. within 5 business days from the time the agreement was signed.
- **B. at the time their signatures are obtained.**
- C. after the cancellation period has expired.
- D. after the licensee obtains their employing broker's signature.

Answer: B

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be provided to the parties at the time of signing.

- * This rule ensures transparency and protects clients from unauthorized changes to agreements.
- * Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

- * Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.
- * Option C (After Cancellation Period): There is no required waiting period before providing a copy.
- * Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

NEW QUESTION # 40

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Agree to split commissions with another licensee and pay the split directly to the other licensee.
- **B. Receive commission and bonuses through their broker.**
- C. Directly receive a commission from the buyer as well as the seller.
- D. Pay a referral fee directly to another licensed salesperson.

Answer: B

Explanation:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may only receive compensation through their employing broker. All commissions, bonuses, or referral fees must be paid by the broker and not directly to or from another licensee.

* A real estate salesperson cannot accept direct payment from clients, buyers, or sellers.

* Any bonus or commission earned must first go to the broker, who then distributes the appropriate amount to the salesperson.

Why the other answers are incorrect:

* Option A (Direct Commission from Buyer & Seller): Salespersons cannot accept direct payments from clients; all payments must go through their broker.

* Option B (Pay Referral Fee to Another Salesperson): Only brokers can pay referral fees. A salesperson cannot pay another licensee.

* Option D (Split Commission Directly with Another Licensee): Commissions must be handled by the broker, not between individual agents.

NEW QUESTION # 41

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