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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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 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"> • 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 PA Salesperson State Exam Sample Questions (Q17-Q22):

NEW QUESTION # 17

Which of the following activities performed by the manager of a multifamily dwelling **REQUIRES** a real estate license?

- A. Showing apartments to prospective renters
- B. Providing information on rental amounts to prospective renters
- **C. Entering into leases**
- D. Distributing building rules and regulations

Answer: C

Explanation:

A real estate license is required to enter into leases on behalf of a landlord because this involves negotiating real estate transactions.

* According to 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license.

* A property manager who is actively negotiating leases must hold a real estate license unless they are directly employed by the property owner.

Why the other answers are incorrect:

* Option B (Distributing Rules): This does not require a license since it is administrative.

* Option C (Showing Apartments): Showing apartments does not require a license as long as no negotiations occur.

* Option D (Providing Rental Info): Providing information is not negotiating a lease, so a license is not needed.

NEW QUESTION # 18

An exclusive listing **MUST** be in writing and it **MUST**:

- A. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- **B. specify the duration of the listing**
- C. contain provisions regarding acceptable financing arrangements
- D. be signed by the cooperating broker

Answer: B

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 19

A listing agreement must contain all of the following EXCEPT:

- A. The duration of the listing.
- **B. The broker's license number.**
- C. The broker's compensation.
- D. A description of the services to be provided.

Answer: B

NEW QUESTION # 20

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

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

Answer: B

Explanation:

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.

NEW QUESTION # 21

Can a licensed real estate broker prepare an appraisal for a new loan on property that the broker has listed for sale?

- **A. No, real property appraisals are not within the scope of practice for a real estate broker.**
- B. Yes, if the appraisal is identified as a comparative market analysis.
- C. Yes, with proper disclosure to the lender about the broker's qualifications.
- D. Yes, if the appraisal is done before an offer to purchase is accepted by the seller.

Answer: A

Explanation:

Under The Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19), only a state-certified or licensed appraiser can perform real estate appraisals for loan purposes.

