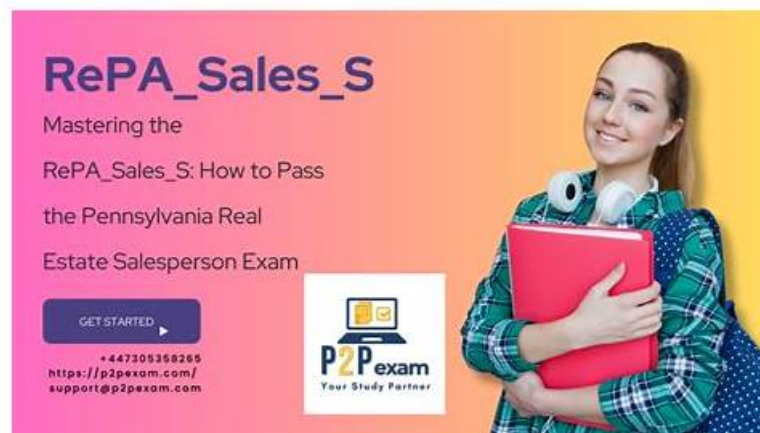


# Pennsylvania Real Estate Commission RePA\_Sales\_S入門知識、RePA\_Sales\_S認証資格



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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>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 3	<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 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; Pennsylvania Real Estate Commission RePA\_Sales\_S入門知識 &lt;&lt;

**RePA\_Sales\_S認証資格、RePA\_Sales\_S認証試験**

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**Pennsylvania Real Estate Commission PA Salesperson State Exam 認定 RePA\_Sales\_S 試験問題 (Q33-Q38):****質問 # 33**

What MAXIMUM length of time may a salesperson's real estate license be inactive before reactivation ceases to be possible without retaking and passing the licensing examination?

- A. 4 years
- B. 3 years
- C. 5 years
- D. 2 years

**正解: C****解説:**

If a real estate license is inactive for more than 5 years, the licensee must retake and pass the licensing exam to reinstate their license.

\* 49 Pa. Code § 35.251 (Relicensure Following Revocation or Inactive Status) states that a licensee who has been inactive for over 5 years must complete all initial licensing requirements again, including the exam.

\* A licensee can keep their license in inactive status indefinitely, but after 5 years, it requires reexamination.

Why the other answers are incorrect:

\* Option A (2 Years) & Option B (3 Years): Licensees may reactivate their license within this period without retaking the exam.

\* Option C (4 Years): The limit is 5 years, not 4.

**質問 # 34**

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

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

**正解: D****解説:**

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.

### 質問 # 35

Which entities are authorized to investigate charges against real estate licensees concerning illegal discrimination in the sale or rental of housing?

- A. The Pennsylvania Real Estate Commission and the Better Business Bureau
- B. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature
- **C. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission**
- D. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission

正解: C

解説:

Both the Pennsylvania Real Estate Commission (PREC) and the Pennsylvania Human Relations Commission (PHRC) have authority to investigate illegal discrimination in real estate transactions.

\* The Pennsylvania Human Relations Commission (PHRC) is responsible for enforcing the Pennsylvania Human Relations Act (PHRA), which prohibits discrimination in housing based on race, color, religion, ancestry, age, sex, national origin, disability, and familial status.

\* The Pennsylvania Real Estate Commission (PREC) investigates complaints against licensed real estate professionals who violate fair housing laws, including violations of the Real Estate Licensing and Registration Act (RELRA).

Why the other answers are incorrect:

\* Option A (Pennsylvania State Legislature and PREC): The Legislature makes laws but does not enforce them or conduct investigations.

\* Option B (PREC and Better Business Bureau): The Better Business Bureau (BBB) is a private organization and does not have legal enforcement authority.

\* Option C (PHRC and Legislature): The Legislature does not investigate complaints, but the PHRC does.

### 質問 # 36

If a licensee advertises prizes as part of a promotion for the sale of real estate, which of the following must be disclosed in the advertisement?

- A. How many others have won similar prizes.
- **B. The fair market value of the prize.**
- C. Where the prize was manufactured.
- D. The names of any stores that will exchange the prize.

正解: B

解説:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), a real estate licensee must disclose the fair market value of any prizes, gifts, or incentives offered as part of a sales promotion.

\* This ensures transparency and prevents misleading advertisements that might influence a consumer's decision based on exaggerated prize values.

\* Failure to disclose the fair market value could result in penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

\* Option B (Where the Prize Was Manufactured): There is no requirement to disclose where a prize was made.

\* Option C (How Many Others Have Won): The law does not require disclosure of the number of previous winners.

\* Option D (Names of Stores for Exchange): There is no requirement to provide names of stores that would honor or exchange the prize.

### 質問 # 37

If a client requests to list their home for much more than the comparable market analysis (CMA) recommends, what is the duty of the salesperson?

- A. Provide the client financial advice as to how they can invest their assets to earn the amount they would like to receive
- B. Refuse the listing because accepting the listing would violate the Pennsylvania Real Estate Licensing and Registration Act
- C. Require the seller to receive an appraisal before listing the property
- D. Advise the client as to the reason it is in their best interest to list the property closer to the comparable market value

正解: D

解説:

Areal estate licensee has a fiduciary duty to provide honest, professional advice to their clients, including pricing strategies based on comparative market analysis (CMA).

\* Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a licensee must act in the best interest of the client, which includes providing realistic pricing guidance.

\* If a seller insists on listing at an inflated price, the agent should educate them on the risks, such as longer market time and reduced buyer interest.

\* While the agent cannot force a seller to list at a lower price, they must ensure that the client makes an informed decision.

Why the other answers are incorrect:

\* Option A (Require an Appraisal): CMAs are typically sufficient for pricing; an appraisal is only required in specific cases (e.g., lender requirements).

\* Option B (Refuse the Listing): Overpricing is not illegal, so there is no licensing violation in accepting the listing.

\* Option D (Providing Investment Advice): Real estate licensees are not financial advisors and should not offer investment strategies.

Reference:

49 Pa. Code § 35.292 - Duties of Licensees Generally

## 質問 # 38

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