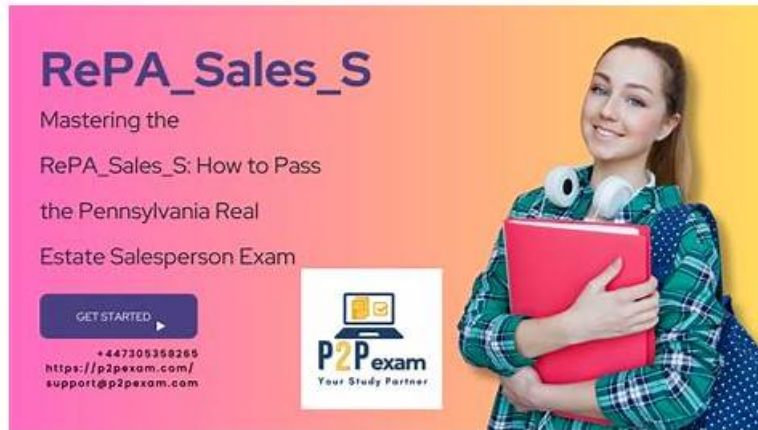


Pennsylvania Real Estate Commission RePA_Sales_S최신 버전덤프공부문제, RePA_Sales_S인기덤프공부



그 외, Itcertkr RePA_Sales_S 시험 문제집 일부가 지금은 무료입니다: https://drive.google.com/open?id=1B094rRy_RR61knULxC6C3b-1PwGMuK4

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Pennsylvania Real Estate Commission RePA_Sales_S 시험요강:

주제	소개
주제 1	<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.
주제 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.
주제 3	<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.
주제 4	<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.

주제 5	<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.
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>> Pennsylvania Real Estate Commission RePA_Sales_S최신버전 덤프 공부문제 <<

RePA_Sales_S인기덤프공부 - RePA_Sales_S최신버전 시험덤프문제

Itcertkr의 Pennsylvania Real Estate Commission인증 RePA_Sales_S덤프는 몇십년간 IT업계에 종사한 전문가들이 Pennsylvania Real Estate Commission인증 RePA_Sales_S 실제 시험에 대비하여 제작한 시험준비 공부가이드입니다. Pennsylvania Real Estate Commission인증 RePA_Sales_S덤프공부 가이드로 시험준비공부를 하시면 시험패스가 쉬워집니다. 공부하는 시간도 적어지고 다른 공부자료에 투자하는 돈도 줄어듭니다. Itcertkr의 Pennsylvania Real Estate Commission인증 RePA_Sales_S덤프는 Pennsylvania Real Estate Commission인증 RePA_Sales_S시험패스의 특효약입니다.

최신 Real Estate Licensing RePA_Sales_S 무료 샘플문제 (Q49-Q54):

질문 # 49

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.

정답: B

설명:

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.

질문 # 50

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

- A. The Pennsylvania State Legislature and the Pennsylvania Real Estate Commission
- 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 Real Estate Commission and the Better Business Bureau

정답: C

설명:

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.

질문 # 51

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

정답: B

설명:

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.

질문 # 52

When representing a seller, which of the following is a TRUE statement regarding the duties a licensee owes to the principal?

- A. A licensee is not obligated to disclose the existence of another offer during negotiations on a purchase contract.
- B. A licensee's obligation of confidentiality ends at the conclusion of the listing contract.
- C. A licensee is obligated to disclose to a consumer the minimum commission split between the licensee and the broker.
- **D. A licensee is required to keep confidential the price the seller would accept if lower than the list price.**

정답: D

설명:

A licensee has a fiduciary duty to keep the seller's pricing strategy confidential.

* 49 Pa. Code § 35.292 (Duties of Licensees Generally) states that a licensee must maintain confidentiality of information that could harm their client's negotiating position, including the minimum price the seller would accept.

* Confidentiality extends beyond the duration of the listing agreement unless the seller gives explicit permission to disclose information.

Why the other answers are incorrect:

* Option A (Confidentiality Ends After Listing): Confidentiality continues even after the contract ends.

* Option B (Not Disclosing Another Offer): In multiple-offer situations, disclosure may be required based on seller instructions.

* Option D (Commission Disclosure): The broker's commission arrangement is not required to be disclosed to the public.

질문 # 53

In order to work as a property manager for compensation, an individual must:

- A. Pass a separate examination in principles of property management.
- B. Complete at least one course in property management every two years.
- C. Hold a real estate license and, if not a broker, be supervised by a broker.
- D. Complete a certification for property management.

정답: C

설명:

Under 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license unless the individual is directly employed by the property owner.

* If a property manager is conducting leasing or rental activities for multiple property owners, they must be licensed and supervised by a broker.

* The law ensures that individuals managing properties for others operate under proper ethical and legal guidelines.

Why the other answers are incorrect:

* Option A (Certification for Property Management): No separate property management certification is required under Pennsylvania law.

* Option B (Separate Exam for Property Management): A separate exam for property management is not required.

* Option C (Ongoing Property Management Courses): Continuing education is required for license renewal, but specific property management courses are not mandatory.

Reference:

49 Pa. Code § 35.201- Definitions

질문 # 54

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RePA_Sales_S 인기 덤프 공부 : https://www.itcertkr.com/RePA_Sales_S_exam.html

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