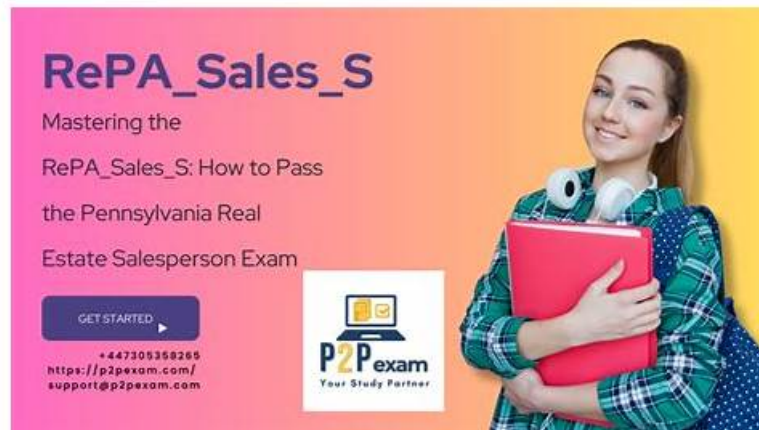


Pennsylvania Real Estate Commission RePA_Sales_S Latest Test Simulations & Exams RePA_Sales_S Torrent



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With the ever-increasing competition, people take Pennsylvania Real Estate Commission RePA_Sales_S Certification to exhibit their experience, skills, and abilities in a better way. Having PA Salesperson State Exam RePA_Sales_S certificate shows that you have better exposure than others. So, RePA_Sales_S Certification also gives you an advantage in the industry when employers seek candidates for job opportunities. However, preparing for the Pennsylvania Real Estate Commission RePA_Sales_S exam can be a difficult and time-consuming process.

Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.
Topic 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.

Topic 5	<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.
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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q46-Q51):

NEW QUESTION # 46

Which of the following is a REQUIRED general duty of a licensee?

- A. Conduct an independent inspection of the property.
- **B. Independently verify the accuracy of any representation on a property condition disclosure statement.**
- C. Provide assistance with document preparation.
- D. Accept liability and responsibility for acts of the consumer.

Answer: B

Explanation:

Under 68 Pa. C.S. §§ 7301-7314 (Real Estate Seller Disclosure Law), a licensee has a duty to ensure that the property condition disclosure statement is complete and accurate as provided by the seller.

* While the licensee does not conduct a formal property inspection, they must not ignore material defects that are apparent or known to them.

* If a licensee knows of an issue that contradicts the seller's disclosure, they must disclose this to the buyer to prevent misrepresentation.

* This protects consumers from fraudulent or misleading property conditions.

Why the other answers are incorrect:

* Option A (Independent Inspection): A licensee is not a home inspector and is not required to perform a physical inspection.

* Option C (Accept Consumer Liability): A licensee is not responsible for actions taken by a buyer or seller.

* Option D (Document Preparation Assistance): A licensee can help explain documents but cannot prepare legal contracts without an attorney.

Reference:

68 Pa. C.S. §§ 7301-7314- Real Estate Seller Disclosure Law

NEW QUESTION # 47

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

Answer: A

Explanation:

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.

NEW QUESTION # 48

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

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

Answer: C

Explanation:

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.

Reference:

49 Pa. Code § 35.291- Reporting of Crimes and Disciplinary Actions

NEW QUESTION # 49

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

Answer: D

Explanation:

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.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

NEW QUESTION # 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 Real Estate Commission and the Better Business Bureau
- C. The Pennsylvania Real Estate Commission and the Pennsylvania Human Relations Commission
- D. The Pennsylvania Human Relations Commission and the Pennsylvania State Legislature

Answer: C

Explanation:

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.

NEW QUESTION # 51

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