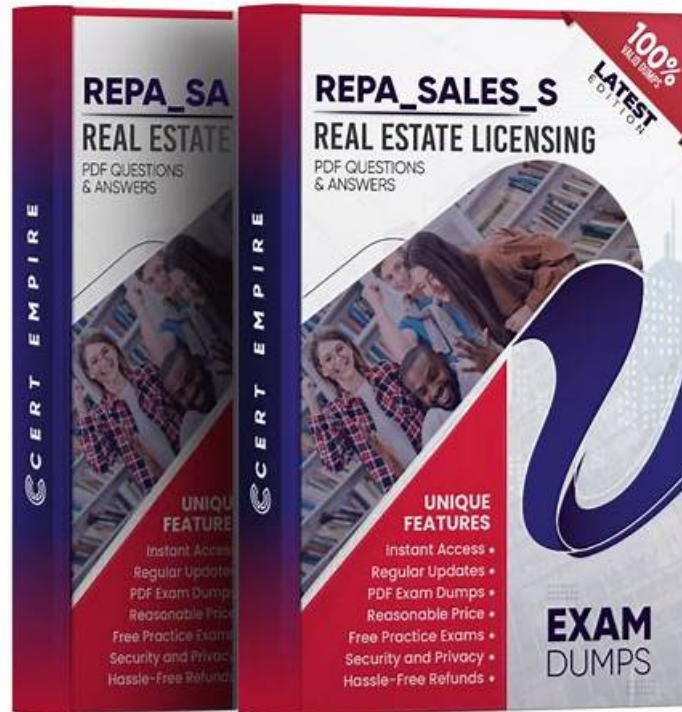


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此外，這些NewDumps RePA\_Sales\_S考試題庫的部分內容現在是免費的：[https://drive.google.com/open?id=1oNqDBeRryF1YqniMyYGoM\\_HOzwPq3YUhm](https://drive.google.com/open?id=1oNqDBeRryF1YqniMyYGoM_HOzwPq3YUhm)

如果你想在短時間內，以最小的努力，達到最有效果的結果Pennsylvania Real Estate Commission的RePA\_Sales\_S考試準備，你可以使用NewDumps Pennsylvania Real Estate Commission的RePA\_Sales\_S考試培訓資料，NewDumps的培訓資料是通過實踐檢驗了的，也是通過眾多考生證明了它確實可以百分百通過考試，利用了它，你將達到你的目的，得到最佳的效果。

NewDumps擁有一個由龐大的Pennsylvania Real Estate Commission行業精英組成的團隊。他們都在Pennsylvania Real Estate Commission行業中有很高的權威。他們利用專業的知識和經驗不斷地為準備參加RePA\_Sales\_S相關認證考試的人提供培訓材料。NewDumps提供的考試練習題和答案準確率很高，可以100%保證你RePA\_Sales\_S考試一次性成功，而且還免費為你提供一年的更新服務。

>> RePA\_Sales\_S最新題庫資源 <<

## Pennsylvania Real Estate Commission RePA\_Sales\_S認證題庫 & RePA\_Sales\_S考試備考經驗

RePA\_Sales\_S 認證是業界最廣泛認可的IT技術認證之一，也是業界最權威、最受尊敬的認證之一。全新的微軟認證技術工程師認證提供IT專家一個更清楚明確的架構，讓他們展現其技術技巧、以及針對特殊開發人員之工作角色時所需的技能。如果你正在準備 RePA\_Sales\_S 認證考試，為 Pennsylvania Real Estate Commission 認證做最後衝刺，就可以使用 NewDumps 考試題庫參加 RePA\_Sales\_S 考試，再加上你的認真態度，包您一次通過。

### Pennsylvania Real Estate Commission RePA\_Sales\_S 考試大綱：

主題	簡介

主題 1	<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>
主題 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
主題 3	<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>
主題 4	<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>
主題 5	<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>

## 最新的 Real Estate Licensing RePA\_Sales\_S 免費考試真題 (Q15-Q20):

### 問題 #15

In order to renew a real estate license in Pennsylvania, the licensee:

- A. may include excess hours carried over from the previous licensing period to reach the total CE hours required for the current license term.
- B. must include in the required hours of CE any course mandated by the Real Estate Commission within the current licensing period.
- C. must take 14 hours of CE courses specifically mandated by the Real Estate Commission.
- D. may take any combination of approved CE courses adding up to 14 hours of classroom instruction.

答案: B

### 解題說明:

In Pennsylvania, a real estate licensee must complete 14 hours of continuing education (CE) courses during each renewal period. Additionally, if the Pennsylvania Real Estate Commission mandates a specific CE course during the licensing cycle, licensees are required to take that course.

\* 49 Pa. Code § 35.382 (Continuing Education Requirements) states that a licensee must complete the specific courses required by the Commission for each licensing cycle.

\* Some renewal periods require specific courses, such as ethics or law updates, to ensure that licensees remain compliant with changing regulations.

Why the other answers are incorrect:

\* Option A (14 Hours Specifically Mandated): While some courses may be mandatory, licensees can choose others from an approved list.

\* Option B (Any Combination of 14 Hours): Some specific courses are required, meaning licensees cannot just pick any course.

\* Option D (Carrying Over CE Hours): Continuing education hours do not carry over from one licensing period to another.

### 問題 #16

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 is required to keep confidential the price the seller would accept if lower than the list price.**
- C. A licensee's obligation of confidentiality ends at the conclusion of the listing contract.
- D. A licensee is obligated to disclose to a consumer the minimum commission split between the licensee and the broker.

答案： B

解題說明：

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.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

### 問題 #17

A real estate ad in a newspaper placed by a salesperson MUST include the:

- A. Municipality in which the property is located.
- B. Legal description of the property.
- **C. Employing broker's name and phone number.**
- D. Name of the principal.

答案： C

解題說明：

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), any advertisement placed by a real estate salesperson must include the name and phone number of their employing broker.

\* This ensures that the public knows which brokerage is responsible for the property listing and avoids misleading or unverified advertisements.

\* A salesperson cannot advertise properties without clearly identifying their broker to ensure compliance with advertising regulations.

Why the other answers are incorrect:

\* Option A (Municipality): While useful, this is not required in every ad.

\* Option B (Legal Description): A legal property description is not required for advertisements.

\* Option D (Name of the Principal): The seller's name does not need to be included in advertisements.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

### 問題 #18

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.

答案： A

### 問題 #19

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

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

答案： C

解題說明：

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.

問題 #20

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Pennsylvania Real Estate Commission RePA\_Sales\_S 認證作為全球IT領域專家 Pennsylvania Real Estate Commission 熱門認證之一，是許多大中IT企業選擇人才標準的必備條件。Pennsylvania Real Estate Commission RePA\_Sales\_S 考題由全球領先的IT認證考試中心授權，幫助考生一次性順利取得通過 RePA\_Sales\_S 考試；否則將全額退費，這一舉動保證考生權利不受任何的損失。考生考試前需要在全局的Prometric考試中心進行報名並預約考試時間。

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