

# RePA\_Sales\_S Übungsfragen: PA Salesperson State Exam & RePA\_S Sales\_S Dateien Prüfungsunterlagen



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ITZert ist eine Website, die kurze aber effiziente Ausbildung zur Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifizierungsprüfung bietet. Die Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifizierungsprüfung kann Ihr Leben verändern. Die IT-Fachleute mit Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifikat haben höheres Gehalt, bessere Beförderungsmöglichkeiten und bessere Berufsaussichten in der IT-Branche.

## Pennsylvania Real Estate Commission RePA\_Sales\_S Prüfungsplan:

| Thema   | Einzelheiten                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Thema 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> |

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|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Thema 2 | <ul style="list-style-type: none"> <li>• <b>Miscellaneous:</b> 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>                 |
| Thema 3 | <ul style="list-style-type: none"> <li>• <b>Licensure:</b> 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>                                                      |
| Thema 4 | <ul style="list-style-type: none"> <li>• <b>Real Estate Commission:</b> 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>                                         |
| Thema 5 | <ul style="list-style-type: none"> <li>• <b>Regulations Governing the Activities of Licensees:</b> 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> |

>> RePA\_Sales\_S Deutsche Prüfungsfragen <<

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Der Kundendienst ist ein wichtiger Standard für eine Firma und ITZert bemüht sich sehr dafür. Nachdem die Kunden Pennsylvania Real Estate Commission RePA\_Sales\_S Prüfungsunterlagen gekauft haben, geben wir ihnen rechtzeitiger Bescheid über die Aktualisierungsinformation der Pennsylvania Real Estate Commission RePA\_Sales\_S und schicken die neueste Version per E-Mail. Dieser Aktualisierungsdienst ist innerhalb einem Jahr gratis. Wir sind getrost mit unseren Produkten. Deshalb garantieren wir, falls Sie nach dem Benutzen der Pennsylvania Real Estate Commission RePA\_Sales\_S Prüfungsunterlagen die Prüfung nicht betehen, werden wir Ihnen mit voller Rückerstattung unser Bedauern zeigen.

## Pennsylvania Real Estate Commission PA Salesperson State Exam RePA\_Sales\_S Prüfungsfragen mit Lösungen (Q41-Q46):

### 41. Frage

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

**Antwort: A**

**Begründung:**

A real 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.

#### 42. Frage

An owner sells a house through a salesperson who works as an independent contractor for a broker. Before the closing, the owner fires the broker. However, the owner agrees to pay the salesperson a \$1,000 fee for services. Which of the following is TRUE?

- A. The owner can cancel any part of the sales contract at any time.
- B. The salesperson may legally accept the \$1,000.
- C. The salesperson may only accept the \$1,000 with the broker's consent.
- **D. The salesperson cannot legally accept the \$1,000.**

**Antwort: D**

Begründung:

According to 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may not accept compensation from anyone other than their employing broker.

- \* A salesperson cannot accept direct payments from an owner or buyer (Option A - Correct).
- \* The owner cannot cancel the sales contract unilaterally (Option B - Incorrect).
- \* The salesperson may only be compensated through the broker, even if the owner agrees to direct payment (Option C & D - Incorrect).

Reference:

49 Pa. Code § 35.283- Compensation and Commission

#### 43. Frage

According to the Pennsylvania Real Estate Commission, which one of the following actions by a licensee is prohibited conduct?

- A. Taking a listing that has a duration of only 2 months
- B. Failure to engage legal counsel to respond to a Commission request for information stemming from a complaint about the licensee
- **C. Failure to disclose the licensee's use of a third party to acquire property listed by the licensee's office**
- D. Negotiating a commission that seriously undercuts those of other brokerage firms

**Antwort: C**

Begründung:

A real estate licensee in Pennsylvania is prohibited from failing to disclose any personal interest in a transaction. This includes using a third party to purchase property listed by the licensee's own office.

- \* 49 Pa. Code § 35.283 (Disclosure of Interest) requires that a licensee must disclose any financial interest they have in a transaction.
- \* If a licensee arranges for a third party (such as a relative or business associate) to purchase a property without disclosure, this is considered a serious ethical violation.

Why the other answers are incorrect:

- \* Option A (Short Listing Duration): Listings do not have a minimum required time period, so a 2-month duration is permissible.
- \* Option B (Undercutting Commission): Commission fees are negotiable, and the Real Estate Commission does not set a minimum fee.
- \* Option D (Legal Counsel Not Required): Licensees are not required to hire legal counsel to respond to Commission complaints, but they must respond honestly and fully.

#### 44. Frage

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. Complete a certification for property management.

- **D. Hold a real estate license and, if not a broker, be supervised by a broker.**

**Antwort: D**

Begründung:

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

#### 45. Frage

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?

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- B. Refuse the listing because accepting the listing would violate the Pennsylvania Real Estate Licensing and Registration Act
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- D. Require the seller to receive an appraisal before listing the property

**Antwort: A**

Begründung:

A real 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.

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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

#### 46. Frage

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Wenn Sie IT-Angestellter sind, wollen Sie befördert werden? Wollen Sie ein IT-Technikexpert werden? Dann legen Sie doch die Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifizierungsprüfung ab! Sie wissen auch, wie wichtig diese Zertifizierung Ihnen ist. Sie sollen sich keine Sorgen darüber machen, die Prüfung zu bestehen. Sie soll auch an Ihrer Fähigkeit zweifeln. Wenn Sie sich an der Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifizierungsprüfung beteiligen, wenden Sie sich ITZert an. Er ist eine professionelle Schulungswebsite. Mit ihm können alle schwierigen Fragen lösen. Die Schulungsunterlagen zur Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifizierungsprüfung von ITZert können Ihnen helfen, die Pennsylvania Real Estate Commission RePA\_Sales\_S Prüfung einfach zu bestehen. Er hat unzähligen Kandidaten geholfen. Wir garantieren Ihnen 100% Erfolg. Klicken Sie den ITZert und Sie können Ihren Traum verwirklichen.

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