

Neueste PA Salesperson State Exam Prüfung pdf & RePA_Sales_S Prüfung Torrent

PA Real Estate Salesperson Exam - State Portion

Exam Prep

1. AGENCY RELATIONSHIP: A relationship whereby the broker or licensees in the employ of the broker act as fiduciaries for a consumer of real estate services by the express authority of the consumer of real estate services.

2. ASSOCIATE BROKER: A broker employed by another broker.

3. BROKER: Any person who, for another and for a fee, commission or other valuable consideration:

(1) negotiates with or aids any person in locating or obtaining for purchase, lease or an acquisition of interest in any real estate;

(2) negotiates the listing, sale, purchase, exchange, lease, time share and similarly designated interests, financing or option for any real estate;

(3) manages any real estate;

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Konfrontieren Sie sich in Ihrer Karriere mit Herausforderung? Wollen Sie anderen Ihre Fähigkeit zeigen? Wollen Sie mehr Chancen Ihre Arbeitsstelle erhöhen? Nehmen Sie bitte an IT-Zertifizierungsprüfungen teil. Die Pennsylvania Real Estate Commission Zertifizierungsprüfungen sind sehr wichtig in IT-Industrie. Wenn Sie Pennsylvania Real Estate Commission Zertifizierung besitzen, können Sie viele Hilfen bekommen. Beginnen Sie bitte mit der Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung, weil die sehr wichtig in Pennsylvania Real Estate Commission ist. Und Wie können Sie diese Prüfung einfach bestehen? Die ZertSoft Prüfungsunterlagen können Ihren Wunsch erreichen.

Pennsylvania Real Estate Commission RePA_Sales_S Prüfungsplan:

Thema	Einzelheiten
Thema 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.

Thema 2	<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.
Thema 3	<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.
Thema 4	<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.
Thema 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.

>> RePA_Sales_S Deutsche Prüfungsfragen <<

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Pennsylvania Real Estate Commission PA Salesperson State Exam RePA_Sales_S Prüfungsfragen mit Lösungen (Q47-Q52):

47. Frage

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. The names of any stores that will exchange the prize.
- D. Where the prize was manufactured.

Antwort: B

Begründung:

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.

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

Antwort: D

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.

Reference:

49 Pa. Code § 35.292 - Duties of Licensees Generally

49. Frage

A "For Sale by Owner" property owner has offered a flat fee to any licensee who procures a buyer. The owner's terms specify that 50% of the fee is payable upon contract acceptance, with the other 50% payable upon transfer of title. A CORRECT statement about this arrangement is that it is:

- **A. acceptable if the fee is paid to the employing broker.**
- B. in violation of license law since all compensation must be paid at closing.
- C. in violation of license law since compensation for real estate sales can come only from listed properties.
- D. acceptable if the fee does not exceed the prevailing commission rate.

Antwort: A

Begründung:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson can only receive payment through their employing broker. This means that if the flat fee is paid to the broker (not directly to the salesperson), then the arrangement is legal.

* Commission does not have to be paid at closing; payment terms can be negotiated, including split payments.

* For Sale by Owner (FSBO) properties are not required to be listed with a brokerage, so compensation can still be earned if a licensee brings a buyer.

Why the other answers are incorrect:

* Option B (Commission Rate Limitations): There are no "prevailing" commission rates since commissions are always negotiable.

* Option C (Commission Must Be at Closing): Commission can be structured differently (e.g., partial upfront payment).

* Option D (Only Listed Properties Qualify for Commission): Agents can earn commission on FSBOs as long as the broker is involved.

50. Frage

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

- A. Making any substantial misrepresentation.
- B. Failing to furnish a copy of a listing contract to an owner after taking a listing.
- C. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.
- **D. Failing to include the salesperson's name in all advertising.**

Antwort: D

Begründung:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), advertisements must include the broker's name but are not required to include the salesperson's name.

* While a salesperson's name may appear in an ad, it is not a required element under Pennsylvania law.

* However, failing to disclose key information in an ad, such as the broker's name, could result in disciplinary action.

Why the other answers are incorrect:

* Option A (Misrepresentation): Misrepresentation is a serious offense and can lead to suspension or revocation.

* Option B (Failing to Provide Listing Contract): A copy of the listing contract must be furnished to the seller at the time of signing.

* Option D (Failing to Provide Information to the Commission): Failure to respond to an investigation can result in fines, suspension, or revocation.

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

63 P.S. § 455.303- Prohibited Acts by Licensees

51. Frage

Interest earned on an escrow account is:

- A. Payable to the broker holding the deposit.
- **B. Payable subject to an agreement between the parties.**
- C. Equally divided between the listing and selling brokers.
- D. Equally divided between the buyer and seller.

Antwort: B

Begründung:

Under 49 Pa. Code § 35.326 (Escrow Accounts and Interest), interest earned on escrow accounts belongs to the party or parties as determined by the terms of the contract or agreement.

* A broker cannot personally benefit from interest earned on escrow funds unless the contract explicitly allows it.

* The purchase agreement must specify how the interest is handled, whether it is payable to the buyer, seller, or split between parties.

Why the other answers are incorrect:

* Option A (Payable to the Broker): A broker cannot keep interest from an escrow account unless agreed upon in writing.

* Option B (Equally Divided Between Buyer and Seller): Interest division is not automatic; it must be outlined in the contract.

* Option C (Equally Divided Between Brokers): Brokers do not have rights to escrow interest unless explicitly agreed upon.

52. Frage

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Sind Sie mit Ihrer Arbeit zufrieden? Sind Sie damit Zufrieden, was Sie jetzt machen? Wollen Sie Ihre Arbeitsfähigkeit erhöhen? Dann müssen Sie zuerst mehr nützliche Fähigkeiten für Ihre Arbeit beherrschen. Und das wichtigste ist, dass Arbeitsgeber wissen, Sie mehr Arbeitsfähigkeiten beherrschen. Dann legen Sie Pennsylvania Real Estate Commission RePA_Sales_S Prüfung ab. RePA_Sales_S Prüfung kann Ihren Wunsch erreichen. Und es macht nichts, wenn Sie die Prüfungsfragen nicht genug kennen, weil Sie die Hilfe und die Vorbereitungswerkzeuge an ZertSoft finden können. Die Prüfungsfragen und -antworten können Ihnen helfen, Pennsylvania Real Estate Commission RePA_Sales_S Zertifikat zu bekommen.

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