

RePA_Sales_S최신인증시험정보인기자격증시험덤프데모



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>> RePA_Sales_S최신 인증 시험정보 <<

Pennsylvania Real Estate Commission RePA_Sales_S인기시험자료 & RePA_Sales_S유효한 공부자료

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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"> 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 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.
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.

최신 Real Estate Licensing RePA_Sales_S 무료 샘플문제 (Q40-Q45):

질문 # 40

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. acceptable if the fee does not exceed the prevailing commission rate.
- D. in violation of license law since compensation for real estate sales can come only from listed properties.

정답: A

설명:

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 (Compensation 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.

Reference:

49 Pa. Code § 35.283- Compensation and Commission

질문 # 41

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. Suggest that the buyer have another licensee prepare the offer.
- B. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- **C. Prepare the offer as requested and present it to the seller.**
- D. Prepare the offer as requested but not waste the seller's time presenting it.

정답: C

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 # 42

A person is employed by a real estate owner to manage a multifamily residential property. Which of the following activities is the person permitted to perform without a real estate license?

- A. Enter into leases on behalf of the owner.
- **B. Provide information on rental amounts and building rules and regulations.**
- C. Hold money belonging to tenants other than on behalf of the owner.
- D. Negotiate terms and conditions of occupancy.

정답: B

설명:

Under 49 Pa. Code § 35.201 (Definitions), an unlicensed individual who is directly employed by a property owner can perform certain tasks, such as providing rental information and enforcing building rules, but they cannot engage in leasing or negotiation activities.

- * Providing information on rental amounts and building rules is considered administrative and does not require a real estate license.
- * However, negotiating leases, collecting rents on behalf of third parties, or holding security deposits in a non-owner-controlled account would require a real estate license.

Why the other answers are incorrect:

- * Option B (Entering into Leases): Only a licensed real estate broker or a supervised salesperson can legally execute lease agreements on behalf of a landlord.
- * Option C (Negotiating Terms): Negotiating lease terms is an activity that requires a real estate license.
- * Option D (Holding Tenant Funds Independently): Handling tenant funds outside of the owner's direct control is a brokerage activity and requires a real estate license.

Reference:

49 Pa. Code § 35.201- Definitions

질문 # 43

A broker has been hired by a buyer to find an investment property. Upon locating a suitable property listed by another firm, the broker MUST:

- A. Disclose to the listing broker or the seller that they represent the buyer.
- B. Recommend a professional inspection of the property.
- C. Initiate a title search of the property.
- D. Disclose their dual representation, in writing, to both buyer and seller.

정답: A

설명:

Under 49 Pa. Code § 35.311 (Duties of Buyer's Agent), a buyer's agent must disclose their relationship to the listing broker or seller before providing substantive services.

* This ensures that all parties understand who represents whom in the transaction.

* Failure to disclose agency relationships could result in ethical violations and penalties from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Initiate a Title Search): This is typically done by the buyer's attorney or title company, not the real estate broker.

* Option B (Recommend an Inspection): While good practice, it is not legally required under agency law.

* Option C (Disclose Dual Representation): This is incorrect because the broker is not acting as a dual agent in this case.

Reference:

49 Pa. Code § 35.311- Duties of Buyer's Agent

질문 # 44

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Agree to split commissions with another licensee and pay the split directly to the other licensee.
- B. Receive commission and bonuses through their broker.
- C. Directly receive a commission from the buyer as well as the seller.
- D. Pay a referral fee directly to another licensed salesperson.

정답: B

설명:

Under 49 Pa. Code § 35.283 (Compensation and Commission), a salesperson may only receive compensation through their employing broker. All commissions, bonuses, or referral fees must be paid by the broker and not directly to or from another licensee.

* A real estate salesperson cannot accept direct payment from clients, buyers, or sellers.

* Any bonus or commission earned must first go to the broker, who then distributes the appropriate amount to the salesperson.

Why the other answers are incorrect:

* Option A (Direct Commission from Buyer & Seller): Salespersons cannot accept direct payments from clients; all payments must go through their broker.

* Option B (Pay Referral Fee to Another Salesperson): Only brokers can pay referral fees. A salesperson cannot pay another licensee.

* Option D (Split Commission Directly with Another Licensee): Commissions must be handled by the broker, not between individual agents.

Reference:

49 Pa. Code § 35.283- Compensation and Commission

질문 # 45

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