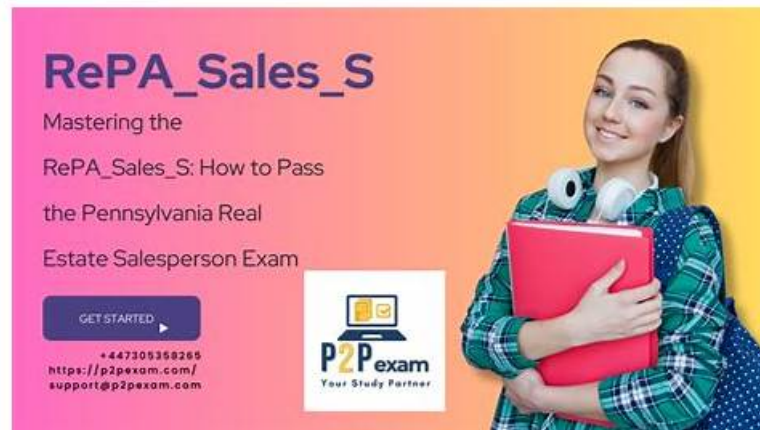


RePA_Sales_S Prüfungsfrage & RePA_Sales_S Deutsch Prüfung



Außerdem sind jetzt einige Teile dieser It-Pruefung RePA_Sales_S Prüfungsfragen kostenlos erhältlich:
<https://drive.google.com/open?id=1qfRBpYX6MBGEX8oyiFcJudrfaDkATdd>

Haben Sie keine gute Methode, Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfungen vorzubereiten? Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung ist eine der bedeutendsten Zertifizierung bei IT-Zertifizierungen. Seit Jahren hat IT-Brachen die Aufmerksamkeit der ganzen Welt gewonnen. Und es wird auch ein unverzichtbarer Bestandteil des modernen Lebens. Und Pennsylvania Real Estate Commission Zertifizierungen sind schon international anerkannt. Deshalb entwickeln viele IT-Fachleute ihre Kenntnisse und Fähigkeiten durch Pennsylvania Real Estate Commission exam. Und RePA_Sales_S Zertifizierungsprüfung ist eine der wichtigsten Prüfung. Diese Zertifizierung kann Leuten größere Interessen bringen.

Pennsylvania Real Estate Commission RePA_Sales_S Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.
Thema 2	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 3	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	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 5	• 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.
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>> RePA_Sales_S Prüfungsfrage <<

RePA_Sales_S zu bestehen mit allseitigen Garantien

It-Prüfung zusammengestellt Pennsylvania Real Estate Commission It-Prüfung RePA_Sales_S mit Original-Prüfungsfragen und präzise Antworten, wie sie in der eigentlichen Prüfung erscheinen. Eine der Tatsachen Sicherstellung einer hohen Qualität der PA Salesperson State Exam-Prüfung ist die ständig und regelmäßig zu aktualisieren. It-Prüfung ernennt nur die besten und kompetentesten Autoren für ihre Produkte und die Prüfung It-Prüfung RePA_Sales_S zum Zeitpunkt des Kaufs ist absoluter Erfolg.

Pennsylvania Real Estate Commission PA Salesperson State Exam RePA_Sales_S Prüfungsfragen mit Lösungen (Q18-Q23):

18. Frage

Why is the following advertisement placed by a salesperson employed by ABC Realty, in violation of Pennsylvania Rules?
"Harrisburg \$200,000 SUPER BUY Cozy 3br, 2 1/2 bath Cottage, near bus. For info call 555-9234 (home) or 675-6330 (office). Ask for JOHN DOE."

- A. The broker's name does not appear in the ad.
- B. The MLS number is not included in the ad.
- C. No address is given.
- D. The salesperson's name appears in the ad.

Antwort: A

Begründung:

According to 49 Pa. Code § 35.305(Business Name on Advertisements), all advertisements placed by a salesperson must include the broker's name.

- * The broker's name is missing, which violates Pennsylvania advertising requirements (Option C - Correct).
- * The property address does not need to be in the ad (Option A - Incorrect).
- * Salesperson names are allowed but must be accompanied by the broker's name (Option B - Incorrect).
- * MLS numbers are not a requirement in all advertisements (Option D - Incorrect).

Reference:

49 Pa. Code § 35.305- Business Name on Advertisements

19. Frage

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

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

Antwort: D

Begründung:

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

20. Frage

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 is obligated to disclose to a consumer the minimum commission split between the licensee and the broker.
- D. A licensee's obligation of confidentiality ends at the conclusion of the listing contract.

Antwort: B

Begründung:

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.

21. Frage

According to the Real Estate Commission, which of the following is REQUIRED to hold a real estate license in Pennsylvania?

- **A. An attorney who holds himself out as a provider of brokerage services**
- B. A home builder selling his brand new houses
- C. A bank selling its foreclosed properties
- D. An individual selling five unimproved lots that she owns

Antwort: A

Begründung:

In Pennsylvania, any person engaging in brokerage activities (such as negotiating sales or leases for compensation) must hold a real estate license unless specifically exempted.

* 49 Pa. Code § 35.201 (Definitions) & 63 P.S. § 455.304 (Exemptions) allow attorneys to practice real estate without a license ONLY IF the services are incidental to their legal practice.

* If an attorney advertises as a real estate broker or regularly engages in real estate transactions beyond legal services, they must obtain a real estate license.

Why the other answers are incorrect:

* Option B (Home Builder Selling New Houses): Builders are exempt when selling their own newly constructed homes.

* Option C (Banks Selling Foreclosures): Banks are exempt under 63 P.S. § 455.304 (a)(5) since they are not in the business of selling real estate for profit.

* Option D (Selling Five Unimproved Lots): Individuals selling their own property do not need a license, even for multiple lots.

22. 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.

23. Frage

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Um die Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung zu bestehen, brauchen Sie viel Zeit und Energie. Dabei müssen Sie auch großes Risiko tragen. Wenn Sie It-Prüfung wählen, können Sie mit wenigem Geld die Pennsylvania Real Estate Commission RePA_Sales_S Prüfung einmal bestehen. Ich meine, dass It-Prüfung heutzutage die beste Wahl für Sie ist, wo die Zeit sehr geschätzt wird. Außerdem ist It-Prüfung eine der vielen Websites, die Ihnen einen bestmöglichen Garant bietet. Wenn Sie It-Prüfung wählen, kommt der Erfolg auf Sie zu.

RePA_Sales_S Deutsch Prüfung: https://www.it-pruefung.com/RePA_Sales_S.html

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