

RePA_Sales_S Test Sample Questions | RePA_Sales_S Free Dumps



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Our website is a worldwide dumps leader that offers free valid RePA_Sales_S braindumps for certification tests, especially for Pennsylvania Real Estate Commission practice test. We focus on the study of RePA_Sales_S real exam for many years and enjoy a high reputation in IT field by latest study materials, updated information and, most importantly, RePA_Sales_S Top Questions with detailed answers and explanations.

Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 2	<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.
Topic 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.

Topic 4	<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.
Topic 5	<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.

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Being devoted to this area for over ten years, our experts keep the excellency of our PA Salesperson State Exam exam question like always. They are distinguished experts in this area who can beef up your personal capacity. By cutting through the clutter of tremendous knowledge, they picked up the essence into our RePA_Sales_S guide prep. Up to now our RePA_Sales_S real exam materials become the bible of practice material of this industry. Ten years have gone, and three versions have been made for your reference. They made the biggest contribution to the efficiency and quality of our PA Salesperson State Exam practice materials, and they were popularizing the ideal of passing the exam easily and effectively. All RePA_Sales_S Guide prep is the successful outcomes of professional team.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q22-Q27):

NEW QUESTION # 22

A salesperson owns a residence and wishes to sell it without listing it. Under Pennsylvania license law, the salesperson MUST:

- A. have an active license
- **B. disclose in all advertising that the owner of the property is a real estate licensee**
- C. offer a sales commission or fee to cooperating brokers
- D. list the property with their firm

Answer: B

Explanation:

Under 49 Pa. Code § 35.285 (Disclosure of Real Estate Affiliations), a licensee selling their own property MUST disclose that they are a real estate licensee in all advertisements and communications.

* The disclosure must be made in a clear and conspicuous manner to inform potential buyers that the seller has professional real estate expertise.

* This rule prevents deception and ensures fair dealings in real estate transactions.

Why the other answers are incorrect:

* Option A (List Property with Firm): Licensees are NOT required to list their own property with their firm.

* Option C (Offer Commission to Brokers): There is no requirement to offer compensation to other brokers.

* Option D (Have an Active License): A licensee can still sell their own property even if their license is inactive, but they must disclose their license status.

NEW QUESTION # 23

An exclusive listing MUST be in writing and it MUST:

- A. be signed by the cooperating broker
- B. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- **C. specify the duration of the listing**

- D. contain provisions regarding acceptable financing arrangements

Answer: C

Explanation:

All exclusive listing agreements in Pennsylvania MUST specify their duration in writing.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.

* Listings without an expiration date are considered illegal and unenforceable in Pennsylvania.

Why the other answers are incorrect:

* Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.

* Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.

* Option C (Signed by Cooperating Broker): A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 24

If clients have questions regarding the sale of their home beyond the licensee's expertise, what MUST the salesperson do?

- A. Seek legal representation for the clients.
- **B. Advise the clients to seek expert advice.**
- 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.

Answer: B

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

* A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.

* Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

* Option A (Seek Legal Representation for Clients): A salesperson cannot act as a lawyer or obtain legal representation for clients.

* Option C (Ask Associate Broker and Advise Clients): If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.

* Option D (Advise Clients to Seek Another Salesperson): This does not solve the issue; clients need advice from the correct professional, not another salesperson.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

NEW QUESTION # 25

If clients have questions regarding the sale of their home beyond the licensee's expertise, what MUST the salesperson do?

- A. Seek legal representation for the clients.
- **B. Advise the clients to seek expert advice.**
- 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.

Answer: B

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee must not provide professional advice in areas beyond their expertise. If clients need legal, tax, or structural advice, they should be referred to an appropriate expert.

* A real estate licensee should not attempt to answer questions related to law, taxes, or home inspections beyond their knowledge.

* Directing clients to consult an expert ensures that they receive accurate and legally sound advice.

Why the other answers are incorrect:

* Option A (Seek Legal Representation for Clients): A salesperson cannot act as a lawyer or obtain legal representation for clients.

* Option C (Ask Associate Broker and Advise Clients): If the matter is outside of real estate expertise, it must be referred to an expert, not just another broker.

* Option D (Advise Clients to Seek Another Salesperson): This does not solve the issue; clients need advice from the correct professional, not another salesperson.

NEW QUESTION # 26

In order to work as a property manager for compensation, an individual must:

- A. Pass a separate examination in principles of property management.
- **B. Hold a real estate license and, if not a broker, be supervised by a broker.**
- C. Complete a certification for property management.
- D. Complete at least one course in property management every two years.

Answer: B

Explanation:

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

NEW QUESTION # 27

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In today's highly competitive Pennsylvania Real Estate Commission market, having the RePA_Sales_S certification is essential to propel your career forward. To earn the Pennsylvania Real Estate Commission RePA_Sales_S certification, you must successfully pass the RePA_Sales_S Exam. However, preparing for the Pennsylvania Real Estate Commission RePA_Sales_S exam can be challenging, with potential hurdles like exam anxiety and time constraints.

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