

# RePA\_Sales\_S日本語問題集、RePA\_Sales\_S受験記



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## Pennsylvania Real Estate Commission RePA\_Sales\_S 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 2	<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>
トピック 3	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 4	<ul style="list-style-type: none"><li>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.</li></ul>

- 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.

>> RePA\_Sales\_S日本語問題集 <<

## RePA\_Sales\_S受験記 & RePA\_Sales\_S試験感想

ShikenPASSが提供したPennsylvania Real Estate CommissionのRePA\_Sales\_Sトレーニング資料を持っていたら、美しい未来を手に入れるということになります。ShikenPASSが提供したPennsylvania Real Estate CommissionのRePA\_Sales\_Sトレーニング資料はあなたの成功への礎になれることだけでなく、あなたがIT業種でもっと有効な能力を発揮することも助けられます。このトレーニングはカバー率が高いですから、あなたの知識を豊富させる以外、操作レベルを高められます。もし今あなたがPennsylvania Real Estate CommissionのRePA\_Sales\_S「PA Salesperson State Exam」試験にどうやって合格することに困っているのなら、心配しないでください。ShikenPASSが提供したPennsylvania Real Estate CommissionのRePA\_Sales\_Sトレーニング資料はあなたの問題を解決することができますから。

## Pennsylvania Real Estate Commission PA Salesperson State Exam 認定 RePA\_Sales\_S 試験問題 (Q51-Q56):

### 質問 # 51

Which of the following conditions MUST be met before a licensee participates in the sale of real property in which the licensee has an ownership interest?

- A. The licensee must provide written disclosure of the ownership interest to all parties.
- B. The Pennsylvania Real Estate Commission must be notified of the transaction.
- C. The percentage of the licensee's ownership interest must be stated on the sales contract.
- D. The listing agreement must identify the licensee's name and status as a licensee.

正解: A

解説:

Under 49 Pa. Code § 35.283 (Disclosure of Interest), a real estate licensee must disclose in writing if they have a direct or indirect ownership interest in a property they are selling or purchasing.

\* This disclosure ensures transparency and prevents conflicts of interest.

\* Failure to disclose ownership interest could be considered fraudulent and result in disciplinary action by the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

\* Option A (Commission Notification Required): The Commission does not need to be notified unless a violation occurs.

\* Option B (Listing Agreement Disclosure): Disclosure is not required in the listing agreement but must be made to all parties.

\* Option D (Percentage of Ownership on Contract): The specific percentage of ownership is not required to be on the contract; general disclosure is sufficient.

### 質問 # 52

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 cannot legally accept the \$1,000.
- C. The salesperson may only accept the \$1,000 with the broker's consent.
- D. The salesperson may legally accept the \$1,000.

正解: B

解説:

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).

### 質問 # 53

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. Provide the client financial advice as to how they can invest their assets to earn the amount they would like to receive
- B. Require the seller to receive an appraisal before listing the property
- 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**

正解: D

解説:

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

### 質問 # 54

What MUST a salesperson licensee convicted of a felony do?

- A. Discuss the matter with the employing broker to decide what to do
- B. Immediately turn in the real estate license to the Real Estate Commission
- C. Terminate all real estate activities
- **D. Provide the Real Estate Commission with information about the conviction**

正解: D

解説:

According to 49 Pa. Code § 35.288 under "Reporting of Crimes and Disciplinary Actions", all licensees in Pennsylvania are required to notify the Pennsylvania Real Estate Commission in writing within 30 days of any felony or misdemeanor conviction.

\* A licensee does not automatically lose their license upon conviction, but the Commission will review the case and may take disciplinary actions such as suspension or revocation of the license.

\* Failing to report the conviction within the required time may result in additional penalties.

\* Immediate license surrender (Option A) is not required.

\* Discussing with the broker (Option B) is not a sufficient step since the official duty is to inform the Commission.

\* Terminating all activities (Option D) is not an automatic requirement unless the Commission suspends or revokes the license.

Reference:

49 Pa. Code § 35.288 - Reporting of Crimes and Disciplinary Actions

Real Estate Licensing and Registration Act (RELRA) - 63 P.S. § 455.303 (Criminal Background)

## 質問 # 55

Can a licensed real estate broker prepare an appraisal for a new loan on property that the broker has listed for sale?

- A. Yes, with proper disclosure to the lender about the broker's qualifications.
- B. Yes, if the appraisal is identified as a comparative market analysis.
- C. Yes, if the appraisal is done before an offer to purchase is accepted by the seller.
- **D. No, real property appraisals are not within the scope of practice for a real estate broker.**

正解: D

解説:

Under The Pennsylvania Real Estate Appraisers Certification Act (63 P.S. § 457.1-457.19), only a state-certified or licensed appraiser can perform real estate appraisals for loan purposes.

\* Real estate brokers and salespersons can perform Comparative Market Analyses (CMAs) but cannot legally perform an appraisal for a lender.

\* This restriction ensures that appraisals used for lending purposes meet state and federal standards.

Why the other answers are incorrect:

\* Option A (CMAs as Appraisals): CMAs are not appraisals.

\* Option B (Before Offer Accepted): The timing of the appraisal does not change licensing requirements.

\* Option C (Disclosure to Lender): Even with disclosure, brokers are not permitted to conduct appraisals for loans.

## 質問 # 56

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RePA\_Sales\_S受験記: [https://www.shikenpass.com/RePA\\_Sales\\_S-shiken.html](https://www.shikenpass.com/RePA_Sales_S-shiken.html)

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