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Pennsylvania Real Estate Commission RePA_Sales_S Zertifikatsfragen - RePA_Sales_S Fragen Antworten

Sie können nur die Fragen und Antworten zur Pennsylvania Real Estate Commission RePA_Sales_S (PA Salesperson State Exam) Zertifizierungsprüfung von EchteFrage als Simulationsprüfung benutzen, dann können Sie einfach die Prüfung bestehen. Mit dem Pennsylvania Real Estate Commission RePA_Sales_S Zertifikat steht Ihr professionelles Niveau höher als das der anderen. Sie bekommen deshalb große Beförderungschance. Fügen Sie Pennsylvania Real Estate Commission RePA_Sales_S Fragen Und Antworten von EchteFrage in den Warenkorb hinzu. EchteFrage bietet Ihnen rund um die Uhr Online-Service.

Pennsylvania Real Estate Commission RePA_Sales_S Prüfungsplan:

Thema	Einzelheiten
Thema 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.
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"> 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 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.

Pennsylvania Real Estate Commission PA Salesperson State Exam RePA_Sales_S Prüfungsfragen mit Lösungen (Q49-Q54):

49. Frage

The provisions of the Real Estate Licensing and Registration Act apply to:

- A. A real estate licensee selling real estate they own.
- B. A licensed auctioneer who is auctioning property.
- C. A trustee who participates in real estate transactions under the authority of a court order.
- D. An attorney-at-law who participates in real estate transactions on behalf of a client.

Antwort: A

Begründung:

Under 63 P.S. § 455.304 (Exemptions from Licensing Requirements), most individuals selling their own property are exempt from real estate licensing requirements. However, a real estate licensee selling their own real estate must comply with disclosure laws and ethical obligations.

* If a real estate licensee sells their own property, they must disclose in all advertising that they are a licensed real estate professional to avoid misleading the public.

* While a non-licensee selling their own property is not covered under real estate licensing laws, a licensed salesperson must adhere to licensing and disclosure laws.

Why the other answers are incorrect:

* Option A (Trustee under Court Order): Court-appointed trustees are exempt from real estate licensing requirements.

* Option B (Attorney Representing Clients): Attorneys are permitted to handle real estate transactions as part of their legal practice without a real estate license.

* Option D (Licensed Auctioneer): Auctioneers selling real estate are regulated under separate auctioneer licensing laws, not real estate licensing laws.

Reference:

63 P.S. § 455.304- Exemptions from Licensing Requirements

50. Frage

The Commission, after obtaining the facts of a verified complaint against a licensee, holding a hearing, and finding that licensee guilty, may:

- A. Suspend or revoke a license and/or levy a fine of \$1,000 or less.
- B. Levy a fine of \$2,000 - \$5,000 if this is the licensee's first offense.
- C. Imprison a licensee for no more than 90 days.
- D. Make the licensee take up to 20 hours of ethics training.

Antwort: A

Begründung:

Under 63 P.S. § 455.305 (Civil Penalty Provisions), the Pennsylvania Real Estate Commission has the authority to suspend or revoke a license and impose fines of up to \$1,000 per violation.

* The Commission can impose fines but does not have authority over criminal penalties such as imprisonment.

* Suspension or revocation is a common penalty for severe violations, including fraud, misrepresentation, or mismanagement of client

funds.

Why the other answers are incorrect:

- * Option A (\$2,000 - \$5,000 Fine):The fine limit for first offenses is typically \$1,000 per violation.
- * Option C (20 Hours of Ethics Training):Training may be recommended but is not an official penalty imposed by the Commission.
- * Option D (90-Day Imprisonment):The Commission does not have authority to impose jail sentences.

Reference:

63 P.S. § 455.305- Civil Penalty Provisions

51. Frage

A real estate ad in a newspaper placed by a salesperson MUST include the:

- A. Name of the principal.
- **B. Employing broker's name and phone number.**
- C. Legal description of the property.
- D. Municipality in which the property is located.

Antwort: B

Begründung:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), any advertisement placed by a real estate salesperson must include the name and phone number of their employing broker.

* This ensures that the public knows which brokerage is responsible for the property listing and avoids misleading or unverified advertisements.

* A salesperson cannot advertise properties without clearly identifying their broker to ensure compliance with advertising regulations.

Why the other answers are incorrect:

- * Option A (Municipality):While useful,this is not required in every ad.
- * Option B (Legal Description):A legal property description is not required for advertisements.
- * Option D (Name of the Principal):The seller's name does not need to be included in advertisements.

52. Frage

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

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

Antwort: D

Begründung:

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.

53. 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. Advise the client as to the reason it is in their best interest to list the property closer to the comparable market value**
- 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. Require the seller to receive an appraisal before listing the property

Antwort: A

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

54. Frage

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EchteFrage hat schon einen guten Ruf in vielen Zertifizierungsbranchen erhalten, weil wir die Testfragen, die Lernhilfe und Dumps zur RePA_Sales_S Zertifizierungsprüfung haben. Zur Zeit als der professionellster Anbieter im Internet bieten wir perfekten Kundenservice und einen einjährigen kostenlosen Update-Service. Wenn der Fragenkataloge zur Pennsylvania Real Estate Commission RePA_Sales_S Zertifizierungsprüfung geändert werden, bieten wir den Kunden Schutz. Die Fragen zur RePA_Sales_S Zertifizierungsprüfung werden von den IT-Experten sorgfältig bearbeitet. Mit den Prüfungsmaterialien zur RePA_Sales_S Zertifizierungsprüfung von EchteFrage wird Ihre Zukunft sicher glänzend sein.

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