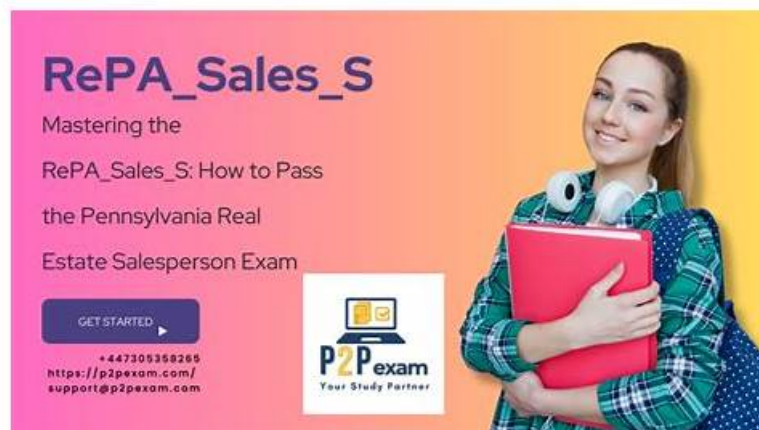


Pennsylvania Real Estate Commission RePA_Sales_S Deutsch Prüfung, RePA_Sales_S Zertifikatsdemo



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Pennsylvania Real Estate Commission RePA_Sales_S Prüfungsplan:

Thema	Einzelheiten
Thema 1	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 2	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	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 4	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 5	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.

Pennsylvania Real Estate Commission RePA_Sales_S Zertifikatsdemo - RePA_Sales_S Fragen Und Antworten

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Pennsylvania Real Estate Commission PA Salesperson State Exam RePA_Sales_S Prüfungsfragen mit Lösungen (Q37-Q42):

37. Frage

In order to renew a real estate license in Pennsylvania, the licensee:

- A. may take any combination of approved CE courses adding up to 14 hours of classroom instruction.
- B. may include excess hours carried over from the previous licensing period to reach the total CE hours required for the current license term.
- C. must take 14 hours of CE courses specifically mandated by the Real Estate Commission.
- **D. must include in the required hours of CE any course mandated by the Real Estate Commission within the current licensing period.**

Antwort: D

Begründung:

In Pennsylvania, a real estate licensee must complete 14 hours of continuing education (CE) courses during each renewal period. Additionally, if the Pennsylvania Real Estate Commission mandates a specific CE course during the licensing cycle, licensees are required to take that course.

* 49 Pa. Code § 35.382 (Continuing Education Requirements) states that a licensee must complete the specific courses required by the Commission for each licensing cycle.

* Some renewal periods require specific courses, such as ethics or law updates, to ensure that licensees remain compliant with changing regulations.

Why the other answers are incorrect:

* Option A (14 Hours Specifically Mandated): While some courses may be mandatory, licensees can choose others from an approved list.

* Option B (Any Combination of 14 Hours): Some specific courses are required, meaning licensees cannot just pick any course.

* Option D (Carrying Over CE Hours): Continuing education hours do not carry over from one licensing period to another.

38. Frage

What MUST a salesperson licensee convicted of a felony do?

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

Antwort: C

Begründung:

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.

39. Frage

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 does not exceed the prevailing commission rate.
- B. in violation of license law since all compensation must be paid at closing.
- C. in violation of license law since compensation for real estate sales can come only from listed properties.
- **D. acceptable if the fee is paid to the employing broker.**

Antwort: D

Begründung:

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.

40. Frage

What is the status of a person's real estate license after a claim has been paid from the Real Estate Recovery Fund to settle a claim against that licensee?

- A. Active
- B. Reinstated
- C. Inactive
- **D. Suspended**

Antwort: D

Begründung:

Under 63 P.S. § 455.803 (Real Estate Recovery Fund), if the Pennsylvania Real Estate Commission pays out money from the Real Estate Recovery Fund due to a licensee's misconduct, the license is automatically suspended.

* A suspended license means the person cannot legally practice real estate until they reimburse the Recovery Fund for the full amount paid, plus interest.

* This is a consumer protection measure to ensure that licensees who cause financial harm cannot continue practicing until restitution is made.

* Once repayment is made, the licensee must apply for reinstatement, which is not automatic and may require a hearing.

Why the other answers are incorrect:

* Option A (Active): The license does not remain active after a payout from the fund.

* Option B (Inactive): "Inactive" means the licensee voluntarily stopped practicing, which is not the case here.

* Option C (Reinstated): Reinstatement does not occur automatically; the licensee must repay the fund and petition for reinstatement.

41. Frage

What MUST a licensee do before she can advertise, show, or offer a property?

- A. Prepare a comparative market analysis for the property.
- **B. Obtain authorization from the owner of the property.**
- C. Provide a list of clients for whom she has successfully completed real estate transactions in the area.
- D. Prepare a preliminary appraisal of the property.

Antwort: B

Begründung:

Before advertising, showing, or offering any property, a real estate licensee must obtain written authorization from the property owner. This is a legal requirement to ensure that the licensee has the right to represent the property.

* 49 Pa. Code § 35.331 (Written Agreements Generally) states that a real estate licensee must have a written agreement with the property owner before performing any real estate services, including advertising and showing the property.

* 49 Pa. Code § 35.332 (Exclusive Listing Agreements) further clarifies that exclusive agreements must be in writing and signed by both the owner and broker.

* Without the owner's written consent, a licensee could be subject to penalties or disciplinary action from the Pennsylvania Real Estate Commission.

Why the other answers are incorrect:

* Option A (Preliminary Appraisal): Licensees are not required to conduct appraisals unless they are certified appraisers.

* Option C (List of Clients): There is no requirement to provide a history of past transactions before listing or advertising a property.

* Option D (Comparative Market Analysis - CMA): A CMA is useful for pricing but is not required before advertising or showing a property.

42. Frage

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