

RePA_Sales_S日本語版参考書、RePA_Sales_S試験問題解説集



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>> RePA_Sales_S日本語版参考書 <<

ハイパスレート RePA_Sales_S日本語版参考書 & 資格試験におけるリーダーオファー & 信頼できる RePA_Sales_S試験問題解説集

有効的なPennsylvania Real Estate Commission RePA_Sales_S認定資格試験問題集を見つけるのは資格試験にとって重要なことです。我々MogiExamのPennsylvania Real Estate Commission RePA_Sales_S試験問題と試験解答の正確さは、あなたの試験準備をより簡単にし、あなたが試験に高いポイントを得ることを保証します。

Pennsylvania Real Estate Commission RePA_Sales_S資格試験に参加する意向があれば、当社のMogiExamから自分に相応しい受験対策解説集を選んで、認定試験の学習教材として勉強します。

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">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.

トピック 2	<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.
トピック 3	<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.
トピック 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.
トピック 5	<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.

Pennsylvania Real Estate Commission PA Salesperson State Exam 認定 RePA_Sales_S 試験問題 (Q39-Q44):

質問 #39

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

- A. Advise the clients to seek expert advice.
- B. Ask their associate broker and advise the clients of the answer.
- C. Seek legal representation for the clients.
- D. Advise the clients to seek another salesperson to represent them in the transaction.

正解: A

解説:

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

質問 #40

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. Receive commission and bonuses through their broker.
- D. Pay a referral fee directly to another licensed salesperson.

正解: C

解説:

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

質問 # 41

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

正解: A

解説:

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.

Reference:

63 P.S. § 455.803 - Real Estate Recovery Fund Suspension Rules

質問 # 42

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

正解: D

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 #43

What MAXIMUM length of time may a salesperson's real estate license be inactive before reactivation ceases to be possible without retaking and passing the licensing examination?

- A. 2 years
- B. 3 years
- C. 4 years
- D. 5 years

正解: D

解説:

If a real estate license is inactive for more than 5 years, the licensee must retake and pass the licensing exam to reinstate their license.

* 49 Pa. Code § 35.251 (Relicensure Following Revocation or Inactive Status) states that a licensee who has been inactive for over 5 years must complete all initial licensing requirements again, including the exam.

* A licensee can keep their license in inactive status indefinitely, but after 5 years, it requires reexamination.

Why the other answers are incorrect:

* Option A (2 Years) & Option B (3 Years): Licensees may reactivate their license within this period without retaking the exam.

* Option C (4 Years): The limit is 5 years, not 4.

Reference:

49 Pa. Code § 35.251- Relicensure Following Revocation or Inactive Status

質問 #44

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RePA_Sales_S試験問題解説集: https://www.mogixam.com/RePA_Sales_S-exam.html

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