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>> RePA\_Sales\_S Pruefungssimulationen <<

**RePA\_Sales\_S PA Salesperson State Exam Pass4sure Zertifizierung & PA**

## Salesperson State Exam zuverlässige Prüfung Übung

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### Pennsylvania Real Estate Commission RePA\_Sales\_S Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Thema 2	<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>
Thema 3	<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>
Thema 4	<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>
Thema 5	<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>

### Pennsylvania Real Estate Commission PA Salesperson State Exam RePA\_Sales\_S Prüfungsfragen mit Lösungen (Q37-Q42):

#### 37. Frage

The Real Estate Commission is empowered to take action against a licensee who is found to have engaged in any of the following activities EXCEPT:

- A. Failing to furnish a copy of a listing contract to an owner after taking a listing.
- B. Making any substantial misrepresentation.
- C. Failing to include the salesperson's name in all advertising.
- D. Failing to provide information requested by the Pennsylvania Real Estate Commission in response to a complaint about the licensee engaging in prohibited acts.

**Antwort: C**

Begründung:

Under 49 Pa. Code § 35.305 (Business Name on Advertisements), advertisements must include the broker's name but are not

required to include the salesperson's name.

\* While a salesperson's name may appear in an ad, it is not a required element under Pennsylvania law.

\* However, failing to disclose key information in an ad, such as the broker's name, could result in disciplinary action.

Why the other answers are incorrect:

\* Option A (Misrepresentation): Misrepresentation is a serious offense and can lead to suspension or revocation.

\* Option B (Failing to Provide Listing Contract): A copy of the listing contract must be furnished to the seller at the time of signing.

\* Option D (Failing to Provide Information to the Commission): Failure to respond to an investigation can result in fines, suspension, or revocation.

### 38. Frage

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

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

**Antwort: D**

Begründung:

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.

### 39. Frage

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

**Antwort: D**

Begründung:

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.

Reference:

49 Pa. Code § 35.283- Disclosure of Interest

#### 40. Frage

According to the Pennsylvania Landlord-Tenant Act, a tenant must be notified of the final disposition of their security deposit within what time period following the end of the lease?

- A. Within 5 days
- B. Immediately upon completion of the landlord's final inspection of the premises
- C. Within 60 days
- **D. Within 30 days**

**Antwort: D**

Begründung:

Under The Pennsylvania Landlord and Tenant Act of 1951 (68 P.S. § 250.512), a landlord must return the tenant's security deposit or provide a written explanation of any deductions within 30 days of lease termination.

\* If the landlord withholds any portion of the deposit, they must provide an itemized list of damages and the amount deducted.

\* If the landlord fails to return the deposit or provide an itemized list within 30 days, they forfeit their right to keep any portion of the deposit and may be subject to legal penalties.

\* The tenant must provide a forwarding address to receive the deposit or notice.

Why the other answers are incorrect:

\* Option A (5 Days): There is no 5-day requirement in Pennsylvania law.

\* Option C (60 Days): The landlord is required to act within 30 days, not 60 days.

\* Option D (Immediately upon inspection): While an inspection may occur, the law grants the landlord up to 30 days to finalize deductions and return funds.

#### 41. Frage

A licensee meets with a couple to discuss listing their home, and the couple ends the meeting by signing a listing agreement. State law REQUIRES that the couple receive a copy of the agreement:

- **A. at the time their signatures are obtained.**
- B. after the licensee obtains their employing broker's signature.
- C. within 5 business days from the time the agreement was signed.
- D. after the cancellation period has expired.

**Antwort: A**

Begründung:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), a copy of any written agreement (including listing agreements) must be provided to the parties at the time of signing.

\* This rule ensures transparency and protects clients from unauthorized changes to agreements.

\* Failure to provide an immediate copy is a violation of Pennsylvania real estate regulations.

Why the other answers are incorrect:

\* Option B (Broker Signature First): The broker does not need to sign before providing a copy to the client.

\* Option C (After Cancellation Period): There is no required waiting period before providing a copy.

\* Option D (Within 5 Days): The law states it must be immediate, not within 5 days.

#### 42. Frage

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Sie brauchen nicht so viel Geld und Zeit, nur ungefähr 30 Stunden spezielle Ausbildung, dann können Sie ganz einfach die Pennsylvania Real Estate Commission RePA\_Sales\_S Zertifizierungsprüfung nur einmalig bestehen. ZertSoft bietet Ihnen die Prüfungsthemen, deren Ähnlichkeit mit den realen Prüfungsübungen sehr groß ist.

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