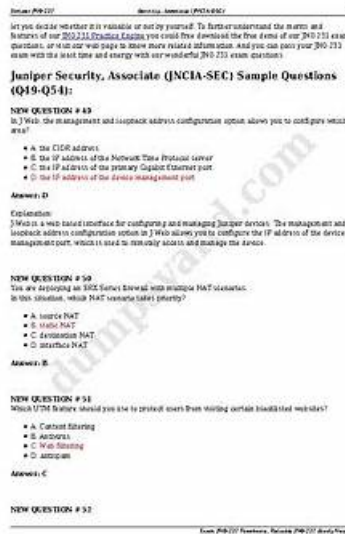


RePA_Sales_S Pass4sure Pass Guide - RePA_Sales_S Reliable Study Notes



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Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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.
Topic 3	<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.
Topic 4	<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.
Topic 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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q42-Q47):

NEW QUESTION # 42

Which of the following is a REQUIRED general duty of a licensee?

- A. Provide assistance with document preparation.
- B. Accept liability and responsibility for acts of the consumer.
- **C. Independently verify the accuracy of any representation on a property condition disclosure statement.**
- D. Conduct an independent inspection of the property.

Answer: C

Explanation:

Under 68 Pa. C.S. §§ 7301-7314 (Real Estate Seller Disclosure Law), a licensee has a duty to ensure that the property condition disclosure statement is complete and accurate as provided by the seller.

* While the licensee does not conduct a formal property inspection, they must not ignore material defects that are apparent or known to them.

* If a licensee knows of an issue that contradicts the seller's disclosure, they must disclose this to the buyer to prevent misrepresentation.

* This protects consumers from fraudulent or misleading property conditions.

Why the other answers are incorrect:

* Option A (Independent Inspection): A licensee is not a home inspector and is not required to perform a physical inspection.

* Option B (Accept Consumer Liability): A licensee is not responsible for actions taken by a buyer or seller.

* Option D (Document Preparation Assistance): A licensee can help explain documents but cannot prepare legal contracts without an

attorney.

Reference:

68 Pa. C.S. §§ 7301-7314- Real Estate Seller Disclosure Law

NEW QUESTION # 43

A salesperson who operates as an independent contractor for a broker is seldom in the office. Earnest money deposits received by this salesperson:

- **A. Should be transmitted promptly after receipt to the broker.**
- B. May be held by the salesperson for 3 business days.
- C. Should be returned to the buyer to transmit to the broker.
- D. May be kept temporarily in an escrow account opened by the salesperson.

Answer: A

Explanation:

Under 49 Pa. Code § 35.324 (Handling of Deposits and Escrow Money), all earnest money deposits must be promptly transmitted to the employing broker for deposit into an escrow account.

* A salesperson cannot hold earnest money or maintain an escrow account on their own.

* Brokers are responsible for ensuring that all escrow funds are properly handled and protected from commingling.

Why the other answers are incorrect:

* Option A (Salesperson Holding Escrow Funds): Salespersons are prohibited from maintaining independent escrow accounts.

* Option C (Holding Funds for 3 Days): Earnest money must be turned over to the broker as soon as possible; salespersons cannot hold it for any period.

* Option D (Returning to Buyer for Transmission): Earnest money must go directly to the broker, not back to the buyer.

NEW QUESTION # 44

A salesperson secures a listing priced at \$110,000. A prospective buyer asks the salesperson to write a \$65,000 offer for the property. The salesperson should:

- A. Suggest that the buyer have another licensee prepare the offer.
- **B. Prepare the offer as requested and present it to the seller.**
- C. Advise the buyer to offer more for the property since the seller is unlikely to accept such a low offer.
- D. Prepare the offer as requested but not waste the seller's time presenting it.

Answer: B

Explanation:

Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a real estate licensee is required to present all written offers to the seller, regardless of the amount.

* It is the seller's right to accept, reject, or counter an offer, not the salesperson's decision.

* A salesperson cannot refuse to submit an offer based on personal opinions about the price.

* Presenting all offers ensures fair dealings and upholds fiduciary duty to the seller.

Why the other answers are incorrect:

* Option B (Not Waste the Seller's Time): It is the seller's decision to accept or reject an offer, not the salesperson's.

* Option C (Advise Buyer to Offer More): A licensee must remain neutral and cannot pressure a buyer to increase their offer.

* Option D (Suggest Buyer Use Another Agent): There is no reason to transfer the buyer to another agent. The agent must present the offer.

Reference:

49 Pa. Code § 35.292- Duties of Licensees Generally

NEW QUESTION # 45

A listing agreement must contain all of the following EXCEPT:

- **A. The broker's license number.**
- B. The duration of the listing.
- C. A description of the services to be provided.

- D. The broker's compensation.

Answer: A

Explanation:

Under 49 Pa. Code § 35.332 (Exclusive Listing Agreements), all listing agreements must specify the services provided, the duration of the agreement, and the compensation of the broker. However, there is no requirement to include the broker's license number.

- * A listing agreement must clearly state the terms under which the broker will perform services and how they will be compensated.
- * The duration of the agreement must also be specified to prevent misunderstandings.

Why the other answers are incorrect:

- * Option A (Description of Services): This is a required component of the listing agreement.
- * Option B (Duration of Listing): A listing agreement must have a start and end date.
- * Option D (Broker's Compensation): Compensation must be clearly stated in the listing agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION # 46

A listing agreement must contain all of the following EXCEPT:

- **A. The broker's license number.**
- B. The duration of the listing.
- C. A description of the services to be provided.
- D. The broker's compensation.

Answer: A

NEW QUESTION # 47

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