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As everybody knows, competitions appear ubiquitously in current society. In order to live a better live, people improve themselves by furthering their study, as well as increase their professional RePA_Sales_S skills. With so many methods can boost individual competitiveness, people may be confused, which can really bring them a glamorous work or brighter future? We are here to tell you that a RePA_Sales_S Certification definitely has everything to gain and nothing to lose for everyone. And our RePA_Sales_S exam questions are the best choice to help you pass the RePA_Sales_S exam and get the certification.

Pennsylvania Real Estate Commission RePA_Sales_S Exam Syllabus Topics:

Topic	Details
Topic 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.

Topic 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.
Topic 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.
Topic 4	<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 5	<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.

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Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q49-Q54):

NEW QUESTION # 49

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

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

Answer: B

Explanation:

Under49 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.

NEW QUESTION # 50

A person who uses a guide dog visits a real estate office in search of an apartment to rent. How should the salesperson proceed when working with this person?

- A. Search for apartments that permit pets.
- B. Tell the person only about apartments that are designed for people with disabilities.
- C. Ask about the size of the apartment the person is looking for and any other features that the person would like.
- D. Ask for an increased amount of security deposit to cover potential damage caused by the dog.

Answer: C

Explanation:

Under The Fair Housing Act (42 U.S.C. § 3604) and The Americans with Disabilities Act (ADA) (42 U.S.

C: § 12101), a salesperson must treat a person with a disability the same as any other prospective tenant, without discrimination.

* The salesperson should focus on the client's housing needs, such as apartment size and features, rather than their disability.

* Landlords cannot charge an extra security deposit for service animals.

* The person is not limited to disability-specific housing; they can rent any unit they qualify for.

Why the other answers are incorrect:

* Option A (Search for Pet-Friendly Apartments): Service animals are NOT pets, so pet restrictions do not apply.

* Option B (Charge Extra Deposit): This violates fair housing laws; extra deposits for service animals are illegal.

* Option C (Limit Options to Disability-Specific Housing): Clients with disabilities must be shown all available housing, not just disability-specific units.

NEW QUESTION # 51

In the normal course of practicing real estate, a licensed real estate salesperson may:

- A. Agree to split commissions with another licensee and pay the split directly to the other licensee.
- B. Pay a referral fee directly to another licensed salesperson.
- C. Directly receive a commission from the buyer as well as the seller.
- D. Receive commission and bonuses through their broker.

Answer: D

Explanation:

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

NEW QUESTION # 52

Which of the following phrases in a rental ad may be permissible?

- A. All Couples Apartment Building
- B. Adults Only Building
- C. Children 12 and Older Only
- D. Creek Village - an Age-Restricted Community

Answer: D

Explanation:

Under The Federal Fair Housing Act (42 U.S.C. § 3604) and the Pennsylvania Human Relations Act (PHRA), it is illegal to discriminate against renters or buyers based on family status, which includes children.

However, age-restricted housing is allowed under certain conditions.

* Housing communities designated as "55 and older" or "62 and older" are legally permitted under the Housing for Older Persons Act (HOPA), provided they meet federal guidelines.

* Option C (Creek Village - an Age-Restricted Community) is lawful because it indicates compliance with HOPA, meaning at least 80% of residents are over 55.

Why the other answers are incorrect:

* Option A (Children 12 and Older Only): Discriminating against families with young children violates the Fair Housing Act (FHA).

* Option B (Adults Only Building): Landlords cannot prohibit families with children from renting.

* Option D (All Couples Apartment Building): This discriminates against single renters and violates fair housing laws.

References:

The Fair Housing Act (42 U.S.C. § 3604)

Housing for Older Persons Act (HOPA) (42 U.S.C. § 3607(b))

Pennsylvania Human Relations Act (PHRA)

NEW QUESTION # 53

A salesperson has just obtained the seller's signature on an offer to purchase. When MUST the buyer receive a copy?

- A. Within 1 business day of the offer's acceptance
- B. In a reasonably practicable period of time
- C. Within 24 hours of the offer's acceptance
- D. At the closing

Answer: A

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), all parties must receive a copy of a signed offer within 1 business day of acceptance.

* This ensures that buyers and sellers have full documentation of the transaction.

* Delaying delivery of signed contracts can lead to disputes and potential violations of real estate regulations.

Why the other answers are incorrect:

* Option A (24 Hours): While fast delivery is preferred, the law specifically states "1 business day."

* Option C (At Closing): Buyers must receive a copy well before closing.

* Option D (Reasonably Practicable Time): This is too vague and does not meet the specific 1-business-day requirement.

NEW QUESTION # 54

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