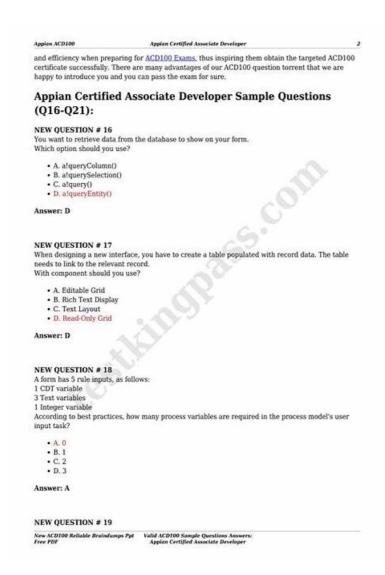
Sample RePA_Sales_S Questions Answers, Reliable RePA_Sales_S Braindumps



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If you're looking to advance your Pennsylvania Real Estate Commission career, Pennsylvania Real Estate Commission RePA_Sales_S Exam can help you achieve that goal. This certification exam is essential to assist professionals in every aspect of their field. However, studying for the exam can be challenging, and finding reliable study materials can be difficult. This is where PassLeaderVCE comes in.

Pennsylvania Real Estate Commission RePA Sales S Exam Syllabus Topics:

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	Details
	Topic 1	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

Topic 2	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 3	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 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.
Topic 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.

>> Sample RePA Sales S Questions Answers <<

How Can You Pass the RePA Sales S Exam Quickly and Easily?

You must want to know your scores after finishing exercising our RePA_Sales_S study guide, which help you judge your revision. Now, our windows software and online test engine of the RePA_Sales_S real exam can meet your requirements. You can choose from two modules: virtual exam and practice exam. Then you are required to answer every question of the RePA_Sales_S Exam. Materials. And they will show the scores at the time when you finish the exam.

Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q16-Q21):

NEW QUESTION #16

An exclusive listing MUST be in writing and it MUST:

- A. contain a provision allowing the owner to cancel all exclusive features within 24 hours' notice
- B. be signed by the cooperating broker
- C. contain provisions regarding acceptable financing arrangements
- D. specify the duration of the listing

Answer: D

Explanation:

Allexclusive listing agreements in Pennsylvania MUST specify their duration in writing.

- * 49 Pa. Code § 35.332 (Exclusive Listing Agreements) states that all exclusive listings must have a definite start and end date.
- * Listings without an expiration date are considered illegaland unenforceable in Pennsylvania.

Why the other answers are incorrect:

- * Option A (Cancellation in 24 Hours): There is no legal requirement for a 24-hour cancellation clause.
- * Option B (Financing Arrangements): Financing provisions are not a required part of a listing agreement.
- * Option C (Signed by Cooperating Broker):A cooperating broker's signature is not required. Only the listing broker and seller need to sign the agreement.

Reference:

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION #17

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

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

Answer: C

Explanation:

Before advertising, showing, or offering any property, areal 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 licenseemusthave a written agreement with the property ownerbefore performing any real estate services, including advertising and showing the property.
- * 49 Pa. Code § 35.332 (Exclusive Listing Agreements) further clarifies that exclusive agreementsmust be in writingand 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 isnot required before advertising or showing a property.

Reference:

49 Pa. Code § 35.331- Written Agreements Generally

49 Pa. Code § 35.332- Exclusive Listing Agreements

NEW QUESTION #18

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

Answer: C

Explanation:

Under49 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):TheCommission does not need to be notifiedunless 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

NEW QUESTION #19

If a client requests to list their home for much more than the comparable market analysis (CMA) recommends, what is the duty of the salesperson?

- A. Require the seller to receive an appraisal before listing the property
- B. Provide the client financial advice as to how they can invest their assets to earn the amount they would like to receive
- C. Advise the client as to the reason it is in their best interest to list the property closer to the comparable market value
- D. Refuse the listing because accepting the listing would violate the Pennsylvania Real Estate Licensing and Registration Act

Answer: C

Explanation:

Areal estate licensee has a fiduciary duty to provide honest, professional advice to their clients, including pricing strategies based oncomparative market analysis (CMA).

- * Under 49 Pa. Code § 35.292 (Duties of Licensees Generally), a licensee must act in the best interest of the client, which includes providing realistic pricing guidance.
- * If a seller insists on listing at an inflated price, the agent should educate them on the risks, such as longer market time and reduced buyer interest.
- * While the agent cannot force a seller to list at a lower price, they must ensure that the client makes an informed decision. Why the other answers are incorrect:
- * Option A (Require an Appraisal):CMAs are typically sufficient for pricing; an appraisal is only required in specific cases (e.g., lender requirements).
- * Option B (Refuse the Listing):Overpricing is not illegal, so there is no licensing violation in accepting the listing.
- * Option D (Providing Investment Advice): Real estate licensees are not financial advisors and should not offer investment strategies.

NEW OUESTION #20

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

Answer: C

Explanation:

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 doesnotautomatically lose their license upon conviction, but the Commission will review the case and may takedisciplinary action such as suspension or revocation of the license.
- * Failing to report the conviction within the required time mayresult in additional penalties.
- * Immediate license surrender (Option A)isnotrequired.
- * 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.

NEW QUESTION #21

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