

# Content Outline for Real Estate Salesperson

*Effective February 15, 2019*

**(Designed for a single 180 question examination)**

This Arizona Real Estate Salesperson Examination Content Outline is a single examination consisting of one hundred eighty (180) questions, plus (15) pretest questions with all questions specific to the practice of Real Estate in Arizona. The pretest questions are not identified and will not affect a candidate's score in any way.

## **180 Questions, 75% Passing**

### **I. REAL ESTATE STATUTES – 18 QUESTIONS**

#### **A. Article XXVI ~ Arizona Constitution**

#### **B. ARS Title 32, Chapter 20**

1. Arizona Department of Real Estate
2. Licensing
3. Regulation
4. Subdivisions
5. Recovery Fund
6. Un-Subdivided Land
7. Timeshare

### **II. COMMISSIONER'S RULES – 14 QUESTIONS**

#### **A. General Requirements**

#### **B. Continuing Education Requirements**

#### **C. Advertising**

#### **D. Compensation**

#### **E. Documents**

#### **F. Professional Conduct**

### **III. AGENCY RELATIONSHIPS & MANAGERIAL DUTIES – 13 QUESTIONS**

#### **A. Law of Agency & Agency Relationships**

#### **B. Fiduciary Duties**

#### **C. Due Diligence**

#### **D. Employment/Representation Agreements**

### **IV. CONTRACTS AND CONTRACT LAW – 10 QUESTIONS**

#### **A. Contract Essentials**

#### **B. Statute of Frauds**

#### **C. Purchase Contracts**

#### **D. Options & First Right of Refusal**

#### **E. Contractual Concepts**

### **V. PROPERTY INTERESTS, ESTATES & TENANCIES – 11 QUESTIONS**

#### **A. Real Property**

#### **B. Personal Property**

#### **C. Real Estate Interests and Ownership**

#### **D. Easements**

#### **E. Tenancies**

#### **F. Cooperatives, Condominiums and PUD's**

### **VI. GOVERNMENT RIGHTS IN REAL PROPERTY – 5 QUESTIONS**

#### **A. Police Power, Eminent Domain, Escheat**

#### **B. Arizona Property Taxes**

### **VII. INCOME TAX ASPECTS OF REAL ESTATE – 2 QUESTIONS**

### **VIII. ARIZONA WATER LAW – 6 QUESTIONS**

#### **A. Arizona Water Doctrine**

#### **B. Arizona Groundwater Management Act 1980**

#### **C. Active Management Areas & Irrigation Non-Expansion Areas**

#### **D. Grandfathered Rights**

#### **E. Transfer of Well Rights**

### **IX. ENVIRONMENTAL LAW – 6 QUESTIONS**

#### **A. Statutes and Agencies**

#### **B. Common Issues**

#### **C. Due Diligence**

#### **D. Alternative Waste Water Systems**

### **X. LAND DESCRIPTIONS – 5 QUESTIONS**

#### **A. Metes and Bounds**

#### **B. Lot & Block**

#### **C. Rectangular Survey System**

#### **D. Arizona Constitution ~ Article X**

### **XI. LAND DEVELOPMENT – 3 QUESTIONS**

#### **A. Zoning**

#### **B. Planned Communities**

#### **C. New Home Sales**

- XII. ENCUMBRANCES – 4 QUESTIONS**
  - A. Monetary vs. Non-Monetary
  - B. Mechanic's Lien
  - C. Arizona Homestead Exemption
- XIII. ACQUISITIONS/TRANSFER OF TITLE – 7 QUESTIONS**
  - A. Methods of Transfer
  - B. Types of Deeds
  - C. Affidavit of Value
  - D. Adverse Possession
  - E. Title Insurance
  - F. Recordation
- XIV. ESCROW AND SETTLEMENT – 4 QUESTIONS**
  - A. Closing Statements
  - B. Commission Disbursement
  - C. F.I.R.P.T.A.
- XV. FAIR HOUSING & ADA – 4 QUESTIONS**
- XVI. LEASES & LEASEHOLD ESTATES – 8 QUESTIONS**
  - A. Leasehold Estates
  - B. Types of Leases
  - C. Leasing Terminology and Concepts
  - D. Commercial Leasing
- XVII. ARIZONA RESIDENTIAL LANDLORD TENANT ACT – 6 QUESTIONS**
- XVIII. PROPERTY MANAGEMENT – 7 QUESTIONS**
  - A. Management Agreements
  - B. Trust Accounts
  - C. Manager's Duties and Responsibilities
- XIX. PROPERTY INSURANCE & WARRANTIES – 2 QUESTIONS**
- XX. APPRAISAL – 4 QUESTIONS**
- XXI. PRIMARY & SECONDARY MARKETS/ FINANCING CONCEPTS – 5 QUESTIONS**
- XXII. RESIDENTIAL & COMMERCIAL FINANCING – 5 QUESTIONS**
- XXIII. FINANCING DOCUMENTS – 4 QUESTIONS**
  - A. Lien vs. Title Theory
  - B. Deed of Trust/Mortgage/Agreement for Sale
- XXIV. DEED OF TRUST FORECLOSURE – 6 QUESTIONS**
  - A. Non-Judicial Foreclosure
  - B. Judicial Foreclosure
  - C. Other Foreclosure Concepts
  - D. Distressed Property Transactions
- XXV. DISCLOSURE & CONSUMER PROTECTION – 7 QUESTIONS**
- XXVI. MATH CALCULATIONS – 12 QUESTIONS**
- XXVII. COOPERATIVE NATURE OF REAL ESTATE – 2 QUESTIONS**