



Arizona Department of Real Estate (ADRE)
Education Division
www.azre.gov
100 N 15TH AVE, SUITE 201
PHOENIX, AZ 85007

DOUGLAS A. DUCEY
GOVERNOR

JUDY LOWE
COMMISSIONER

ARIZONA DEPARTMENT OF REAL ESTATE (ADRE) EDUCATOR UPDATE

SEPTEMBER 2020

LET'S DO THE NUMBERS

September 2020 (YTD as of September 1, 2020)

- The number of active schools (including branches) increased by 37 or 16%, with a total of 270
- The number of active courses decreased by 7 or <-1%, with a total of 2,692
- The number of instructors declined by 48 or -6%, with a total of 812

July 2020 (Year-over-Year)

- The number of *Broker Exams* administered reduced by 20 or -34% with a total of 39
- The number of *Salesperson Exams* Administered reduced by 272 or -33% with a total of 563
- There were no *Other Exams* Administered in July 2020
- Average Pass Rates:
 - *Broker*: 69%
 - *Salesperson*: 66%
- Out-of-State License Examinations Administered:
 - *Broker*: 14
 - *Salesperson*: 46

REAL ESTATE EDUCATION & THE COVID-19 PANDEMIC

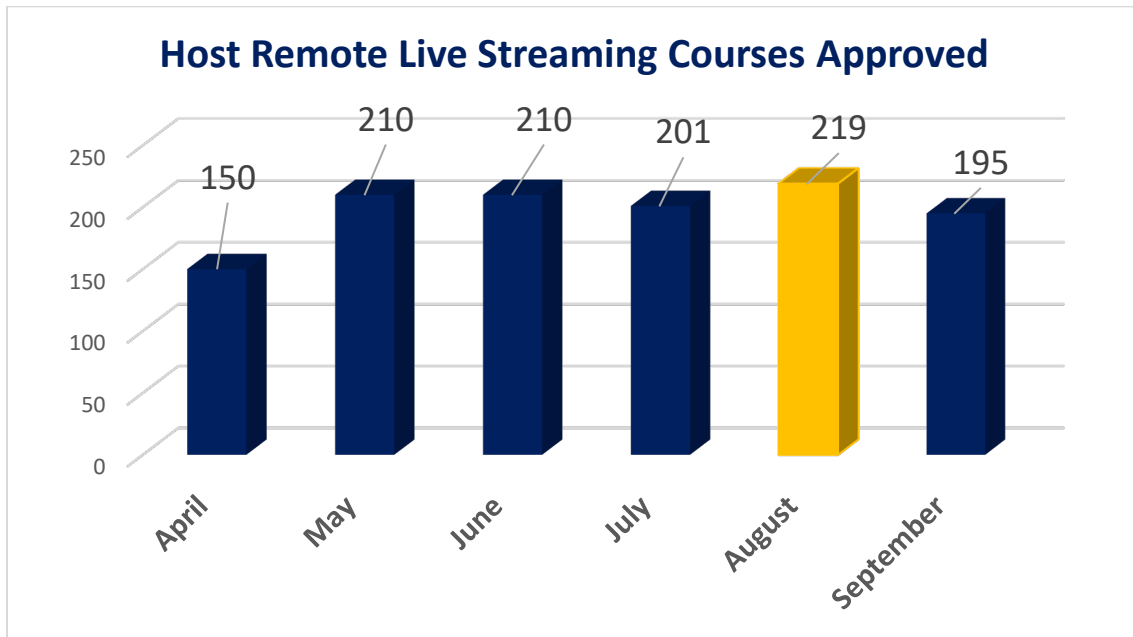
ADRE continues to work with our educators to provide additional opportunities for instruction during these challenging times. Specifically, in March ADRE began facilitating host-remote opportunities for our instructors so that our students could continue their instruction, and our schools could continue to stay in business. The Host-Remote Live Streaming Course delivery method has been positively received by Arizona real estate schools, instructors, and real estate professionals, and has increased access to quality real estate education during these challenging



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times. ADRE formed a Workgroup at the direction of Commissioner Lowe that met four times in June and July before delivering recommendations to ADRE in August. This Workgroup was tasked with reviewing the Host Remote Live Streaming Course delivery method, and making a recommendation for consideration by ADRE. ADRE is currently reviewing the recommendation, and will provide further guidance to schools in the coming weeks, when available.



PEARSON VUE EXAMINATION CENTERS AVAILABILITY

The availability of Pearson Vue third party examination locations are listed below. Examination site availability may be subject to change. Scheduling can be completed through Pearson Vue's self-service website. Please contact the examination site or Pearson Vue for more information [click here](#).

B&B Evaluations Services	Phoenix	Open 5-7 days per week
Tucson Association of Realtors	Tucson	Open 5 days per week
Arizona Western College	Yuma	Open 3 days per week
Northern Arizona University	Flagstaff	Open 3-5 days per week
Pearson Vue Corporate Locations	Temp. Phoenix, Chandler, Tucson	Open for Testing. Contact PV through their self-service website



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As a reminder, ADRE provides monthly examinations score reports on our website, which can be found by accessing the following link: <https://azre.gov/consumers/monthly-licensee-stats>

UPCOMING CHANGES TO COURSE APPROVAL FORM ED-102

In order to provide efficient service with respect to the processing of course applications, ADRE is currently in the process of modifying form ED-102. The new application is anticipated to launch in September, and will include the following updates:

- Addendum C – Host Remote Delivery
- Addendum D – Online Contract Writing (Prelicensing)
- Format Changes

Please be advised that separate applications will need to be submitted for each course and delivery method. For example, if you intend to teach a class on contract law in both live classroom and host remote formats, you will need to submit two, unique applications for approval, one for each delivery method. If approved, ADRE will then provide a unique course number for each class. Approved classes in all delivery method categories will remain licensed for a 4-year period, subject to ADRE review and action.

REMINDER NOTICES – SCHOOL AUDIT DECLARATION

The Real Estate School Audit Declaration (Declaration) is due between December 15, 2020 and January 31, 2021 pursuant to [Substantive Policy Statement No. 2010.03 – Real Estate School Audit Declaration](#). The declaration form will be made available for review soon. Please be on the lookout for future ADRE updates.

To ensure the ADRE receives the completed Declaration before the January 31, 2021 deadline, you may wish to consider sending it Certified Mail, Return Receipt Requested, scan and digitally complete and sign and submit through the Education Information section of the ADRE Message Center at:

<https://services.azre.gov/publicdatabase/messagecenter/createmessage.aspx?subjectid=13>

REMINDER NOTICES – KEEP EMAIL ADDRESSES CURRENT WITH ADRE

ADRE sends 30, 60, 90 day license renewal reminder emails to licensees' email address. Please ensure your email address is up to date with ADRE. Visit the ADRE Online License System to



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update an email address, [click here](#). Please also check to ensure all personal information is accurate, per statute and rule.

REMINDER NOTICES – ONLINE PRELICENSING SCHOOL CERTIFICATES

If your school offers an approved online prelicensing course, please ensure that certificates include the letter “A” at the end of the school number. This is incredibly important as it allows *Pearson Vue* to accurately report examination data to ADRE.

CONTINUING EDUCATION (CE) APPLICATIONS

All CE course must meet the requirements outlined in R4-28-402. Additionally, the majority of class content (75%) must address Arizona Real Estate Statutes, Rules, and SPS.

Please distribute this Educator Update to all Instructors affiliated with the School, as ADRE distributes this only to the School Administrator.