



**Arizona Department of Real Estate (ADRE)
Education Division**

www.azre.gov

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**Arizona Real Estate Salesperson's Examination Content Outline
(Designed for a single 180 question examination)**

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

**180 Questions
75% Passing**

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| I. Real Estate Statutes | 18 Questions |
| A. Article XXVI ~ Arizona Constitution | |
| B. ARS Title 32, Chapter 20 | |
| i. Arizona Department of Real Estate | |
| ii. Licensing | |
| iii. Regulation | |
| iv. Subdivisions | |
| v. Recovery Fund | |
| vi. Un-Subdivided Land | |
| vii. Timeshare | |
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| II. Commissioner's Rules | 14 Questions |
| A. General Requirements | |
| B. Continuing Education Requirements | |
| C. Advertising | |
| D. Compensation | |
| E. Documents | |
| F. Professional Conduct | |
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| III. Agency Relationships & Managerial Duties | 13 Questions |
| A. Law of Agency & Agency Relationships | |
| B. Fiduciary Duties | |
| C. Due Diligence | |
| D. Employment/Representation Agreements | |
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| 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