



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

[www.azre.gov](http://www.azre.gov)

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**Arizona Real Estate Out-of-State License Recognition  
Salesperson State Specific Examination Content Outline  
*Effective April 1, 2020***

The Arizona Real Estate Out-of-State License Recognition Salesperson Examination is a state specific examination consisting of one hundred and ten (110) questions. This exam is designed for candidates licensed in another state as a salesperson, who have established Arizona residency, and who are seeking out-of-state license recognition pursuant to A.R.S. § 32-4302, to qualify for an Arizona Salesperson real estate license.

**110 Questions, 75% Passing**

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|--|---------------------|
| <b>I. Real Estate Statutes</b>                           | <b>18 Questions</b> |
| 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   |                     |
| <br>   |                     |
| <b>II. Commissioner's Rules</b>                          | <b>14 Questions</b> |
| A. General Requirements                                  |                     |
| B. Continuing Education Requirements                     |                     |
| C. Advertising   |                     |
| D. Compensation  |                     |
| E. Documents   |                     |
| F. Professional Conduct                                  |                     |
| <br>   |                     |
| <b>III. Agency Relationships &amp; Managerial Duties</b> | <b>9 Questions</b>  |
| A. Law of Agency & Agency Relationships                  |                     |
| B. Fiduciary Duties                                      |                     |
| C. Due Diligence   |                     |
| D. Employment/Representation Agreements                  |                     |
| <br>   |                     |
| <b>IV. Contracts and Contract Law</b>                    | <b>7 Questions</b>  |
| A. Contract Essentials                                   |                     |
| B. Statute of Frauds                                     |                     |
| C. Purchase Contracts                                    |                     |
| D. Options & First Right of Refusal                      |                     |
| E. Contractual Concepts                                  |                     |

- V. Government Rights in Real Property** **4 Questions**  
A. Police Power, Eminent Domain, Escheat  
B. Arizona Property Taxes
- VI. Arizona Water Law** **10 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
- VII. Environmental Law** **4 Questions**  
A. Statutes and Agencies  
B. Common Issues  
C. Due Diligence  
D. Alternative Waste Water Systems
- VIII. Land Descriptions** **3 Questions**  
A. Metes and Bounds  
B. Lot & Block  
C. Rectangular Survey System  
D. Arizona Constitution ~ Article X
- IX. Land Development** **2 Questions**  
A. Zoning  
B. Planned Communities  
C. New Home Sales
- X. Encumbrances** **2 Questions**  
A. Monetary vs. Non-Monetary  
B. Mechanic's Lien  
C. Arizona Homestead Exemption
- XI. Acquisitions/Transfer of Title** **5 Questions**  
A. Methods of Transfer  
B. Types of Deeds  
C. Affidavit of Value  
D. Adverse Possession  
E. Title Insurance  
F. Recordation
- XII. Escrow and Settlement** **3 Questions**  
A. Closing Statements  
B. Commission Disbursement  
C. F.I.R.P.T.A.

<b>XIII. Arizona Residential Landlord Tenant Act</b>	<b>2 Questions</b>
<b>XIV. Property Management</b>	<b>3 Questions</b>
A. Management Agreements	
B. Trust Accounts	
C. Manager's Duties and Responsibilities	
<b>XV. Financing Documents</b>	<b>2 Questions</b>
A. Lien vs. Title Theory	
B. Deed of Trust/Mortgage/Agreement for Sale	
<b>XVI. Deed of Trust Foreclosure</b>	<b>4 Questions</b>
A. Non-Judicial Foreclosure	
B. Judicial Foreclosure	
C. Other Foreclosure Concepts	
D. Distressed Property Transactions	
<b>XVII. Disclosure &amp; Consumer Protection</b>	<b>7 Questions</b>
<b>XVIII. Math Calculations</b>	<b>11 Questions</b>