



**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

June 5, 2019

Dear School Administrators/Owners,

The Arizona Department of Real Estate (ADRE) has moved to its “new location” at the Capitol Mall, **100 North 15th Avenue, Suite 201, Phoenix, Arizona 85007** (Cross Streets: 15th Avenue and Washington Street). Please continue to encourage new applicants to apply online through the **Online Licensing System** to obtain their license faster.

EDUCATION UPDATE

Welcome.... Lancing Adams....

Lancing joins the ADRE Team as the Assistant Commissioner of Licensing Services, overseeing ADRE Licensing, Development Services, and Education divisions. We will surely miss Carla Randolph who has retired after 30+ years of state service to ADRE, and the citizens of Arizona. Lancing brings with him a wealth of experience, most recently as Director of Operations and Finance at an Austin based construction company. Prior to that, he served the state of New Mexico as the Governor’s Cabinet Director, Deputy Director of the New Mexico Children, Youth & Families Department, Finance Director for the New Mexico Tourism Department and Special Projects Coordinator for the Mayor of Albuquerque. Within those years in the New Mexico state government he has proven regulatory, legislative, licensing and TEAM development experience that will make him a great asset to the Department, and to the State of Arizona. He has his Master of Arts in Public Administration from the University of New Mexico. Lancing looks forward to spending more time with his family and friends here in Phoenix.

Pre Licensure Education

ADRE is pleased to report of the successful launch of the new Real Estate Salesperson Examination. New Applications for Live Classroom and Online Salesperson and Broker Pre Licensing Education, with new requirements, can be found on the ADRE website, www.azre.gov. Please confirm that ALL courses conform to the new requirements, including ADRE required “sign in roster”; course evaluations; and, final course completion certificate. Course monitors will be auditing the use of these required documents.

➤ **Pearson VUE Arizona Real Estate Salesperson Licensing Examination**

ADRE is excited to report the successful launch of the new Pearson VUE Arizona Real Estate Licensing Salesperson Examination. As you are aware, this exam “raises the bar” in real estate education by providing a single examination, containing 180 questions,



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specific to the practice of real estate in Arizona. Additionally, this exam contains federal guidelines as they pertain to Arizona practices. Very early indications of the exam are positive. In March and April 2019, the pass rates for the “new” Real Estate Salesperson Exam were 67% and 69% respectively, with rates relating to “first-time” test takers only. These pass rates are consistent with the past normal ranges of performance, which have been between 65% and 69%. The exam does require a 75% pass rate to qualify for license application. The test scores for the ADRE approved schools individually are updated monthly, and can be viewed on the ADRE website www.azre.gov.

➤ **New Online Pre License Education**

Effective January 1, 2019, new legislation now allows applicants for a real estate salesperson’s or broker’s license to complete the applicable required training course through an “online course” (defined) when offered by a real estate school certified by the ADRE. The Arizona Online Pre Licensure Education was “rolled out” with an ADRE Substantive Policy Statement (SPS) ([click here](#)) and a revised application for Online Salesperson and Broker Course approval ([click here](#)). New completed applications were accepted by ADRE beginning on January 1, 2019 as the legislation required. The Salesperson Pre Licensing online courses are designed around the new 2018 Salesperson Pre Licensing curriculum. The Broker Pre Licensing online courses are designed around the current curriculum, with a requirement that the course be submitted for a new approval at the time of the 2019 Broker Pre Licensing curriculum modifications. A requirement for the online education vendor to provide the capability for a Student Identity Authentication on all online course activity was well received, and has been implemented in all applications. Applicants receiving online education will be required to complete the school examination on the pre license course online at their respective school or under the supervision of a proctor in accordance with ADRE guidelines. Additionally, the Arizona required Pearson VUE licensing exam must be taken in person, at an Arizona Pearson VUE testing center. For Salesperson applicants proof of live classroom attendance at the 6 hours of Contract Writing class is required.

➤ **Salesperson Pre Licensure Education**

During 2018 all revisions to the 90- hour Arizona Real Estate Salesperson Detailed Instructor Outline for the Prescribed Curriculum, the Exam Outline, and the new Arizona Pearson VUE Arizona licensing exam content (in line with the new curriculum) were all completed. All Arizona approved Pre Licensing schools must confirm that a new ADRE approved Arizona Pre Licensure Education Course number has been assigned to any Salesperson Pre License Course currently being taught. All ADRE approved Salesperson Pre Licensing Instructors currently teaching in a Salesperson Pre License course should have attended one of the two Salesperson Pre Licensing Instructor IDW’s prior to teaching the new course. The Pearson VUE Arizona Salesperson Licensing Exam will be



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one exam (no longer National and State Specific exams), containing 180 questions, all questions relative to the practice of real estate in Arizona. The positive feedback from new licensees has been great.

➤ **Broker Pre Licensing Education**

The 90 hour Arizona Real Estate **Broker** Detailed Instructor Outline for the Prescribed Curriculum and the **Broker** Examination Content Outline have been revised by the Pre Licensure Review Committee, and submitted to the Commissioner. The Broker curriculum is very different, and includes more education around the real estate specialty fields (i.e. property management and commercial). Subsequent to exam question development by real subject matter experts and Pearson VUE, the Pearson VUE Arizona Real Estate Broker Licensing Exam will be a single exam (no longer National and State Specific exams), containing 180 questions, with questions relating to the practice of real estate in Arizona.

➤ **Dates to plan for:**

- **June 11, 2019 (Tues.); 9:00-1:00 - Stakeholder Review meeting;** Grand Canyon Conference Room (basement of the State Capitol; 1700 W. Washington St..
- **July 11, 2019 (Thurs.); 9:00 - 4:00; Required Broker Pre Licensing Instructor IDW;** ADOA 3rd floor meeting room at 100 N. 15th Ave. **Seating is limited for both meetings; Must RSVP to Lancing at ladams@azre.gov ASAP.**
- **July 15, 2019;** Course Approval Application distributed
- **Sept. 13, 2019;** All Broker Pre-Licensing courses (Live/OnLine) being taught must have new ADRE approval with a new ADRE course number.
- **Sept. 23, 2019;** Only the New Pearson Vue Broker Pre Licensing Exam will be presented to students testing for Broker licensing.

➤ **ADRE appreciates the Arizona real estate educator's input and patience during these many implementation processes.**

➤ **What to expect over the coming months....**

- More school notices on the upcoming education changes,
- More Pre License Course guidelines/clarifications (Substantive Policy Statement(s) and/or Rules), as needed
- Additions/Changes to "Frequently Asked Questions" on ADRE website www.azre.gov ;



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- New Broker Pre License Course Curriculum, Course Approval Application (both live and online), Broker Pre Licensing Instructor Approval requirements, with detailed qualifying criteria for approval.

➤ **Thanks to the “Arizona Educator Icons”**

Commissioner Lowe

extends her sincere gratitude to the ADRE Pre Licensure Review Committee, known as the “Arizona Educator Icons” who have worked so hard over the past two+ years, for the time and dedication they have each given. They have certainly exemplified their support of, and dedication to, ADRE’s mission to increase the knowledge level and raise the bar of the real estate profession in Arizona, through the education of the real estate licensee. This group also recognized the important obligation of promoting professionalism, while focusing on consumer protection!

Please be sure to distribute pertinent information in this notice to your instructors and students, as this Educator Update is only distributed to the School Administrator.

Note: Some of the anticipated dates noted above are subject to change depending on the circumstances.