



Arizona Department of Real Estate (ADRE)  
 Education Division  
[www.azre.gov](http://www.azre.gov)  
 100 N 15<sup>TH</sup> AVE, SUITE 201  
 PHOENIX, AZ 85007

DOUGLAS A. DUCEY  
 GOVERNOR  
  
 JUDY LOWE  
 COMMISSIONER

**ARIZONA DEPARTMENT OF REAL ESTATE (ADRE)  
 EDUCATOR UPDATE**

**MARCH 2020**

**LET'S DO THE NUMBERS**

July 1, 2019 through January 31, 2020 (YTD FY2020)

- The number of active schools (including branches) has risen by 16%
- The number of active courses increased by over 5%
- The number of instructors stayed relatively flat (+/- 1%)

|                 | <b>Total Number of<br/>Schools- Active<br/>Status (Includes<br/>Branches)</b> | <b>Total Number of<br/>Active-Status<br/>Courses</b> | <b>Total Number of<br/>Instructors</b> |
|-----------------|---|--|--|
| <b>Jul-2019</b> | 233   | 2,678  | 851                                    |
| <b>Jan-2020</b> | 270   | 2,800  | 861                                    |

July 1, 2019 through January 31, 2020 (YTD FY2020)

- The number of active schools (including branches) has risen by 19%
- The number of active courses decreased by 6%
- The number of instructors stayed flat ( +/- 1% )

|   | <b>Number<br/>Increase/<br/>(Decrease)</b> | <b>Percentage<br/>Increase /<br/>(Decrease)</b> |
|---|--|---|
| <b>Number of Schools- Active<br/>Status (Includes Branches)</b> | 43   | 19%   |
| <b>Number of Active-Status<br/>Courses</b>                      | 152  | -6%   |
| <b>Number of Instructors</b>                                    | (2)  | -   |



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July 1, 2019 through January 31, 2020 (YTD FY2020)

- The number of *Broker* Exams administered: 457
- The number of *Salesperson* Exams Administered: 5,688
- The number of *Other* Exams Administered: 45

July 1, 2019 through January 31, 2020 (YTD FY2020)

- The number of Broker Exams administered reduced by 12%
- The number of Salesperson Exams Administered reduced by 30%
- The number of Other Exams Administered reduced by 12%

|              | <b>Number<br/>Increase/<br/>(Decrease)</b> | <b>Percentage<br/>Increase /<br/>(Decrease)</b> |
|--------------|--|---|
| Broker Exams | -61  | -12%  |
| Sales Exams  | -2,387                                     | -30%  |
| Other Exams  | -6   | -12%  |

In Fiscal Year 2020 (FY20), through the month of January:

- Average Pass Rates for First-Time Test Takers:

| <b>Broker Exams</b> | <b>Sales Exams</b> | <b>Other Exams</b> |
|---------------------|--------------------|--------------------|
| 65%                 | 67%                | 68%                |

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



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## **PRE-LICENSING EDUCATION**

In February 2020, ADRE staff conducted an audit of all pre-licensing schools and instructors to ensure compliance with Department standards. In order to be eligible to teach pre-licensing, instructors must demonstrate the following:

### **Qualification Guidelines**

1. A Real Estate Licensing School must be ADRE approved specifically as a Pre-Licensing School.
2. A Pre-Licensing Instructor must:
  - Be ADRE approved specifically as a Pre Licensing Instructor.
  - Hold and maintain an active Arizona Broker's license
  - Hold a certificate proving completion of attendance at an ADRE sponsored Pre-Licensing Salesperson IDW based on the new 2019 Curriculum for teaching Salesperson Pre Licensing
  - Hold a certificate proving completion of attendance at an ADRE sponsored Pre-Licensing Broker IDW, based on the new 2019 Curriculum for teaching Broker Pre License.
  - Present an ADRE approved Pre Licensing Course, under a school that has been approved specifically as a Pre Licensing School.

The six hour Pre Licensing IDWs are scheduled by ADRE on an ongoing basis. Please contact Lancing Adams at [ladams@azre.gov](mailto:ladams@azre.gov) to inquire about future IDW offerings.

**\*\*PLEASE NOTE\*\*** Until an instructor intending to teach pre-licensing satisfies the aforementioned requirements, all pre-licensing instruction provided by that instructor is not allowable and must cease immediately. Upon satisfactory demonstration of compliance with these requirements, an instructor may reapply for pre-licensing approval by completing the applicable ADRE education form ED-101, and providing the applicable IDW certificate.



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## **CONTINUING EDUCATION**

Now that ADRE and the real estate educator community has completed the Pre Licensing Education Upgrade, we will focus on the Arizona Continuing Education Upgrade.

All applications for CE course must meet the requirements outlined in R4-28-402. Each subsection of this rule qualifies a potential course category with the language “the majority of the class material concerns...”, with respect to a list of enumerated content items. It is the position of ADRE that a “majority” refers to at least 70% of the content (per the stated course outline) addresses Arizona Real Estate Statutes, Rules, SPS as it pertains to the course being taught.

Courses deemed as **unacceptable topics** for approval for continuing education credit include, but are not limited to:

- Mortgage Programs
- Staging
- Prospecting for Leads/Listings/Buyers
- Social Media; Computer and/or Internet
- Negotiation Techniques
- Managing Personal Budget
- Home Decoration;
- Landscaping

**Past approval of a topic does not ensure future approval, if it is determined that a course does not meet these guidelines.**

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