



**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 | |
|
II. Commissioner's Rules |
14 Questions |
| A. General Requirements | |
| B. Continuing Education Requirements | |
| C. Advertising | |
| D. Compensation | |
| E. Documents | |
| F. Professional Conduct | |
|
III. Agency Relationships & Managerial Duties |
13 Questions |
| A. Law of Agency & Agency Relationships | |
| B. Fiduciary Duties | |
| C. Due Diligence | |
| D. Employment/Representation Agreements | |
|
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