



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

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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|---|---------------------|
| I. Real Estate Statutes | 18 Questions |
| <ul style="list-style-type: none">A. Article XXVI ~ Arizona ConstitutionB. ARS Title 32, Chapter 20<ul style="list-style-type: none">1. Arizona Department of Real Estate2. Licensing3. Regulation4. Subdivisions5. Recovery Fund6. Un-Subdivided Land7. Timeshare | |
| II. Commissioner's Rules | 14 Questions |
| <ul style="list-style-type: none">A. General RequirementsB. Continuing Education RequirementsC. AdvertisingD. CompensationE. DocumentsF. Professional Conduct | |
| III. Agency Relationships & Managerial Duties | 9 Questions |
| <ul style="list-style-type: none">A. Law of Agency & Agency RelationshipsB. Fiduciary DutiesC. Due DiligenceD. Employment/Representation Agreements | |
| IV. Contracts and Contract Law | 7 Questions |
| <ul style="list-style-type: none">A. Contract EssentialsB. Statute of FraudsC. Purchase ContractsD. Options & First Right of RefusalE. 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.

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