Content Outlines

Content Outline for Salesperson Examination

Content Outline for Broker Examination

Arizona State Law Content Outline for Cemetery Salesperson and Broker Examinations

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Content Outlines for Out-of-State License Recognition

Content Outline for Out-of-State License Recognition State Specific Salesperson Examination

Content Outline for Out-of-State License Recognition State Specific Broker Examination
# Content Outline for Real Estate Salesperson

*Effective February 15, 2019*

*(Designed for a single 180 question examination)*

This Arizona Real Estate Salesperson Examination Content Outline is a single examination consisting of one hundred eighty (180) questions, plus (15) pretest questions with all questions specific to the practice of Real Estate in Arizona. The pretest questions are not identified and will not affect a candidate’s score in any way.

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Arizona Real Estate Broker’s Examination Content Outline

Effective September 23, 2019
(Designed for a single 180 question examination)

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XXVII. COOPERATIVE NATURE OF REAL ESTATE – 2 QUESTIONS

XXVIII. BUSINESS ACCOUNTING – 2 QUESTIONS

XXIX. ADRE AUDITS – 5 QUESTIONS
Arizona State Law Examination
Content Outline for
Cemetery Salesperson and Broker

The salesperson examination consists of thirty (30) questions. The broker examination consists of forty (40) questions.

I. CEMETERY ASSOCIATIONS
   A. Associations
   B. Corporations
   C. Duties of cemetery directors and officers

II. CEMETERY OWNERSHIP
    A. Plot ownership
    B. Deeds
    C. Certificates of ownership
    D. Contracts of sale
    E. Liens
    F. Leases

III. CEMETERY MANAGEMENT
     A. Establishing
     B. Dedicating
     C. Maintaining
     D. Managing
     E. Operating
     F. Improving
     G. Preserving
     H. Conducting

IV. LICENSING AND REGULATION
    A. Organization and regulation of cemeteries
    B. Licensing and regulation of cemetery brokers and salespersons

V. PRINCIPLES OF PRACTICE
    A. Agent/principal obligations
    B. Principles of cemetery practice
    C. Business ethics in the sales and operation of cemeteries

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Arizona State Law Examination
Content Outline for Membership Campground Salesperson and Broker

The salesperson examination consists of thirty (30) questions. The broker examination consists of forty (40) questions.

I. CONTRACTS
   A. Agency contracts

II. MEMBERSHIP CAMPGROUNDS
   A. Establishing
   B. Maintaining
   C. Managing
   D. Operating

III. LICENSING AND REGULATION
   A. Organization and regulation of membership campgrounds
   B. Licensing and regulation of salespersons and brokers

IV. PRINCIPLES OF PRACTICE
   A. Agent/principal obligations
   B. Principles of membership campground practice
   C. Business ethics in the sales and operation of membership campgrounds

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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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