



Content Outlines

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.

180 Questions, 75% Passing

I. REAL ESTATE STATUTES – 18 QUESTIONS

- A. Article XXVI ~ Arizona Constitution
- B. ARS Title 32, Chapter 20

1. Arizona Department of Real Estate
2. Licensing
3. Regulation
4. Subdivisions
5. Recovery Fund
6. Un-Subdivided Land
7. 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**

Arizona Real Estate Broker's Examination Content Outline

Effective September 23, 2019

(Designed for a single 180 question examination)

This Arizona Real Estate Broker Examination Content Outline is content specific to the practice of real estate in Arizona. It is 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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- C. Advertising
- D. Compensation
- E. Documents
- F. Professional Conduct

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- A. Law of Agency & Agency Relationships
- B. Fiduciary Duties
- C. Listing & Buyer - Broker Agreements
- D. Brokerage Business

IV. CONTRACTS AND CONTRACT LAW – 10 QUESTIONS

- A. Contract Essentials
- B. Statute of Frauds
- C. Purchase Contracts
- D. Options & First Right of Refusal
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- A. Real Property
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- A. Eminent Domain
- B. Police Power & Escheat
- C. Arizona Property Taxes

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X. LAND DESCRIPTIONS – 4 QUESTIONS

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- A. Monetary vs. Non-Monetary
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- 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 & RESPA – 3 QUESTIONS

XVI. LEASES & LEASEHOLD ESTATES – 5 QUESTIONS

- A. Leasehold Estates
- B. Types of Leases
- C. Leasing Terminology and Concepts

XVII. COMMERCIAL LEASING & BUILDING TERMINOLOGY – 3 QUESTIONS

XVIII. ARIZONA RESIDENTIAL LANDLORD TENANT ACT – 3 QUESTIONS

XIX. PROPERTY INSURANCE & WARRANTIES – 2 QUESTIONS

XX. APPRAISAL – 3 QUESTIONS

XXI. PRIMARY & SECONDARY MARKETS / FINANCING CONCEPTS – 3 QUESTIONS

XXII. RESIDENTIAL & COMMERCIAL FINANCING – 4 QUESTIONS

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- A. Deed of Trust
- B. Mortgage and/or Agreement for Sale

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- A. Non-Judicial Foreclosure
- B. Judicial Foreclosure
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XXVI. MATH CALCULATIONS – 11 QUESTIONS

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**

Bibliography

1. *Arizona Real Estate Law Book* 2016 Edition, Arizona Real Estate Division, 100 N. 15th Ave., Suite 201, Phoenix, AZ 85007, www.azre.gov.
2. *Arizona Revised Statutes, Title 32, Chapter 20, Articles 2 & 10*, <http://www.azleg.gov/>.

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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