

Arizona -Specific Prescribed Curriculum
Arizona Real Estate Salesperson's License
Minimum 27 hours

This is the prescribed curriculum for the Arizona real estate salesperson's pre-license course for persons who have received a pre-license course waiver from the Arizona Department of Real Estate (ADRE) based on prior education and/or experience. The course focuses on Arizona-specific information and comprises a *minimum* of 27 hours of classroom instruction. Completion of the course is one prerequisite to filing an application for real estate salesperson's license.

Student attendance at all sessions of the course is required. Attendance includes that the student pay attention to the instructor, participate in class discussions and activities, and complete all assigned exercises and homework.

A student must attend the entire course and successfully pass the school's final examination on the 90-hour prelicense curriculum for the type of license sought before the school can certify the student's completion.

Consult the Candidate Information Bulletin for detailed information on examination procedures, applicable forms, and registering for the examination (experioronline.com).

ARIZONA DEPARTMENT OF REAL ESTATE

2910 North 44th Street, Suite 100, Phoenix, AZ 85018
www.re.state.az.us

1-7-2006

- I. **SOURCES OF REAL ESTATE LAW**
 - A. State Constitution - Article 26
 - B. State Statutes
 - C. Arizona Administrative Code (Commissioner's Rules)

- II. **EMPLOYMENT AGREEMENTS**
 - A. Definition
 - B. Types
 - C. Requirements for an Employment Agreement

- III. **CONTRACTS AND CONTRACT LAW**
 - A. Real Estate Contract Requirements in Arizona
 - B. Purchase Contract Concerns

- IV. **PROPERTY INTERESTS, ESTATES AND TENANCIES**
 - A. Property
 - B. Joint Tenancy with Right of Survivorship
 - C. Community Property with Right of Survivorship

- V. **GOVERNMENT RIGHTS IN REAL PROPERTY**
 - A. Real Property Taxation

- VI. **WATER LAW**
 - A. Types of Water Sources
 - B. Water Users
 - C. Doctrine of water law applicable to Arizona
 - D. Arizona Groundwater Act of 1980
 - E. Wetlands in Arizona

- VII. **ENVIRONMENTAL LAW / DISCLOSURES**
 - A. Regulators
 - B. State Environmental Laws And Regulations

- VIII. **LAND DESCRIPTIONS**
 - A. Rectangular Survey
 - B. Filed with Arizona Department of Real Estate when creating a lawful Subdivision
 - C. Assessors Maps

- IX. **ENCUMBRANCES**
 - A. Monetary (lien)

- X. **FAIR HOUSING**
 - A. Fair Housing Laws
 - B. Potential Conflicts

XI. ARIZONA RESIDENTIAL LANDLORD AND TENANT ACT

- A. Purpose
- B. Exceptions
- C. Terms and Conditions of Rental Agreement
- D. Landlord Responsibilities & Remedies
- E. Tenant Responsibilities & Remedies
- F. Prohibited Acts of Landlord
- G. End of Rental Relationship
- H. State Considerations

XII. PROPERTY MANAGEMENT

- A. Licensing Requirements / Exemptions
- B. Owner -Broker Management Agreement
- C. Trust Account -Property Management Specifics
- D. Agency Law and the Property Manager
- E. Owner/Tenant Associations
- F. Arizona Slumlord Abatement Act (A.R.S. 33-1901 et seq.)
- G. Owner Liability

XIII. APPRAISAL LICENSING AND CERTIFICATION

- A. Requirements
- B. Broker Price Opinion (Exemption for Real Estate Licensees (A.R.S. § 32-3602 (A)))

XIV. FORECLOSURE

- A. Processes of Foreclosure - Mortgage
- B. Processes of Foreclosure - Deed of Trust
- C. Deed in Lieu of Foreclosure
- D. Proceeds and Lien Priorities Upon Foreclosure
- E. Post-Foreclosure Remedies
- F. Forfeiture of Agreement for Sale (aka Land Contract, Contract for Deed, Installment Contract, Land Sales Contract)

XXV. MATH

- A. Proration Calculations
- B. Property Tax Calculations
- C. Net Proceeds Calculations
- D. Loan Interest Calculations