



Arizona Department of Real Estate (ADRE)
Professional Education Division

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**Arizona State Specific
Examination Content Outline
For Real Estate Salesperson**

The state portion of the salesperson examination consists of ninety (90) questions, plus ten (10) pretest questions. The pretest questions are not identified and will not affect a candidate’s score in any way.

**90 Questions
75% Passing**

I. Real Estate Statutes

A. Real Estate Statutes.....10 Questions

- a. Article XXVI – Arizona Constitution
- b. Licensing
- c. Activities Requiring a License
- d. Issuance, Renewal, Revocation and Suspension Procedures
- e. General Licensing Requirements and Recovery Fund
- f. Powers and Duties of the Real Estate Commissioner
- g. Advisory Board
- h. Arizona Consumer Fraud Protection Statutes
- i. Title 32, Chapter 20

B. Property Interests, Estates and Tenancies.....9 Questions

C. Water Law.....3 Questions

D. Environmental Law / Disclosures.....2 Questions

E. Legal Descriptions.....1 Question

F. Subdivisions.....5 Questions

G. Encumbrances.....5 Questions

H. Acquisitions & Transfer of Title.....5 Questions

- a. Deeds
- b. Liens, Judgments & Other Encumbrances
- c. Title/Recordation
- d. Community Property
- e. Homestead Exemptions
- f. Common Interest Ownerships
 - i. Timeshare
 - ii. Homeowner’s Associations

II. Disclosure & Consumer Protection.....5 Questions

III. Regulated Activities-Rules & Statutes.....12 Questions

- a. Advertising
- b. License Violations and Penalties
- c. Compensations/Commissions
- d. Record Keeping and Documentation
- e. Agency Relationships
- f. Handling of Funds

IV. Finance/Property Tax/Math.....16 Questions

- a. Financing Documents
- b. Property Taxation
- c. Foreclosure
- d. Math/Pro-Rations

V. Leasing & Property Management.....7 Questions

- a. Arizona Residential Landlord Tenant Act-Title 33
- b. Property Management
 - i. Contract
 - ii. Leasing Agreements

Bibliography

1. *Arizona Real Estate Law Book*, 2005-2006 Edition, Arizona Department of Real Estate, 2910 North 44th Street, Suite 100, Phoenix, AZ 85018, www.azregov
2. *Arizona Revised Statutes, Title 11-3 & 8, Title 12-9, Title 14-3 & 10, Title 25-2, Title 33, Title 42-1, and Title 49-1*, 2006, <http://www.azleg.state.az.us/>
Effective 1/1/2011 for examination