



Arizona Department of Real Estate (ADRE)
Education Division
www.azre.gov
100 N 15TH AVE, SUITE 201
PHOENIX, AZ 85007

DOUGLAS A. DUCEY
GOVERNOR

JUDY LOWE
COMMISSIONER

ARIZONA DEPARTMENT OF REAL ESTATE (ADRE)

EDUCATOR UPDATE

September, 2019

Broker Pre-Licensing Education

- The newly revised 90 hour Real Estate Broker Curriculum has been completed, and the Pre-Licensing School Administrators and Instructors have been attending Instructor Development Workshops (IDW) to gain the knowledge needed to teach the new content. The test question bank and the required Pearson Vue Exam have been completed, with the new exam being a single, comprehensive exam, specific to the practice of real estate in Arizona. The exam covers a very comprehensive curriculum that is specific to the knowledge level that an Arizona Real Estate Broker, whether a Designated Broker, a Managing Broker, or an Associate Broker, should possess as they represent and protect the Arizona constituents in their real estate activities. The content is “scenario based”, including Arizona case law regarding disclosure and agency, Arizona water law, and Arizona contract law. Through the tireless efforts of Arizona Education Icons over the last few years, Bill Gray, Marty Barnewolt, and Jim Hogan, and an exceptional group of Arizona Designated Brokers and Managing Brokers writing exam questions as Arizona subject matter experts, Arizona’s professional bar for real estate education has certainly been raised. This new Broker curriculum, the outline, and the Broker Pre-Licensing Course Application for Approval are now posted at www.azre.gov. No later than **September 13, 2019**, all Pre-licensing Broker courses being taught in Arizona must be approved by ADRE under the new content requirements. As of **September 23, 2019**, the only Pearson Vue Exam that will be delivered will be the exam based on the new Arizona Pre Licensing Broker curriculum. Any student who did not have instruction on the new curriculum, should be strongly encouraged to contact the Pre-Licensing school they attended to get a “brush up” course on the new curriculum.

Pre-Licensing Instructor Development Workshop (IDW)

- All instructors intending to teach Broker and/or Salesperson Pre-Licensing must attend and provide the certificate issued from an ADRE approved Instructor Development Workshops (IDW). If an instructor



Arizona Department of Real Estate (ADRE)
Education Division
www.azre.gov
100 N 15TH AVE, SUITE 201
PHOENIX, AZ 85007

DOUGLAS A. DUCEY
GOVERNOR

JUDY LOWE
COMMISSIONER

intends to teach the new Salespersons course content then that instructor must complete the Salesperson IDW. Similarly, if an instructor intends to teach the new Broker course content then that instructor must complete the Broker IDW. If an instructor intends to teach both the new Salesperson and the new Broker content then that instructor must complete both IDWs. These six hour IDWs are scheduled with ADRE on an ongoing basis. Also, please remember that all Instructors teaching Arizona Pre-Licensing courses must hold an active Arizona Broker's license. Please contact Lancing Adams at ladams@azre.gov to inquire about future IDW offerings.

Pre-Licensing Schools

- ADRE Pre-Licensing Schools must apply for and obtain new ADRE Pre-Licensing Course numbers prior to scheduling any Pre-Licensing courses on the new Salesperson and Broker Pre-Licensing Course application. Applications can be found at www.azre.gov.
- ADRE Pre-Licensing Schools compliance must include: (1) The School Orientation information; (2) The implementation of the ADRE required student sign in sheet, (with the attestation across the top), or for online courses, the required Student Identification Verification platform; (3) The ADRE required Course Evaluation; (4) The ADRE required School Course Completion Certificate; (5) As well as, all other requirement of the Application according to Arizona Statutes and Rules.
- All ADRE approved Real Estate Schools must adhere to all requirements, including the document retention schedules as outlined in Arizona Statutes and Rules.
- Please distribute this Educator Update to all Instructors affiliated with the School, as ADRE distributes this only to the School Administrator.

Volunteer Monitor Program

- ADRE set a goal to significantly increase the total number of trained volunteer monitors assigned to audit real estate courses throughout the state. In FY 2019, ADRE set a target of 240 monitor assignments and has exceeded this goal by making 244 assignments. Moving forward, ADRE will continue to make progress toward increasing the number of monitors. Additionally in FY 2020, ADRE will expand its focus from making volunteer monitor assignments, to also increasing the number of completed audit reports received after an assignment has been made. Ultimately, the goal is to continuously improve the quality of real estate instruction in Arizona through consistent and relevant feedback.



Arizona Department of Real Estate (ADRE)
Education Division
www.azre.gov
100 N 15TH AVE, SUITE 201
PHOENIX, AZ 85007

DOUGLAS A. DUCEY
GOVERNOR

JUDY LOWE
COMMISSIONER

Real Estate Education & License Recognition

- Arizona House Bill 2569 amended §32-4302 to extend a “universal” license recognition to any person who establishes residence in the state and holds an out-of-state license to practice any of the professions and occupations that Arizona regulates. Under the provisions of this new law, an individual who has become a resident of Arizona, and holds an active real estate license in another state for at least one year, may be granted a real estate license after meeting the requirements of this new legislation.
- House Bill 2569 also provides that, except with regard to license recognition for military spouses, regulatory entities may require an applicant to take and pass an examination that is specific to Arizona laws. Accordingly, ADRE will require that out-of-state applicants successfully pass the Arizona real estate examination specific to their area of practice in order to be eligible to apply for a real estate license in Arizona. For additional information regarding application requirements, please review the ADRE Brochure at www.azre.gov.

2019 ADRE Legislative Update

- The 2019 ADRE Legislative Update is posted to the ADRE website, www.azre.gov

Real Estate Pre-Licensing Exam Performance by School

- The Pre-Licensing Exam Performance of every school is posted to the ADRE website at www.azre.gov
ADRE encourages potential students to visit the website prior to their determining the school they wish to attend. All Pre-Licensing schools should monitor the pass rate of their particular school, and make improvements if necessary.