



# **Content Outlines**

## **Content Outlines for Out-of-State License Recognition**

# 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**

### **I. REAL ESTATE STATUTES – 28 QUESTIONS**

#### **A. Article XXVI ~ Arizona Constitution**

#### **B. ARS Title 32, Chapter 20**

1. Arizona Department of Real Estate
2. Licensing
3. Regulation
4. Property Management
5. Subdivisions
  - a. Affidavit of Disclosure
6. Recovery Fund
7. Timeshare

### **II. COMMISSIONER'S RULES – 18 QUESTIONS**

#### **A. General Requirements**

#### **B. Continuing Education Requirements**

#### **C. Advertising**

#### **D. Compensation**

#### **E. Documents**

#### **F. Professional Conduct**

### **III. AGENCY RELATIONSHIPS & MANAGERIAL DUTIES – 14 QUESTIONS**

#### **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**

#### **E. Contractual Concepts**

### **V. PROPERTY INTERESTS, ESTATES & TENANCIES – 10 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 – 4 QUESTIONS**

#### **A. Eminent Domain**

#### **B. Police Power & Escheat**

#### **C. Arizona Property Taxes**

### **VII. INCOME TAX ASPECTS OF REAL ESTATE – 3 QUESTIONS**

### **VIII. ARIZONA WATER LAW – 5 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 – 4 QUESTIONS**

#### **A. Metes and Bounds &/or Lot & Block**

#### **B. Rectangular Survey System**

#### **C. Arizona Constitution ~ Article X**

### **XI. LAND DEVELOPMENT – 4 QUESTIONS**

#### **A. Zoning**

#### **B. Planned Communities**

#### **C. New Home Sales**

**XII. ENCUMBRANCES – 3 QUESTIONS**

- A. Monetary vs. Non-Monetary
- B. Mechanic's Lien
- C. Arizona Homestead Exemption

**XIII. ACQUISITIONS/TRANSFER OF TITLE – 5 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 & 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**

**XXIII. FINANCING DOCUMENTS – 3 QUESTIONS**

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

**XXIV. DEED OF TRUST FORECLOSURE – 5 QUESTIONS**

- A. Non-Judicial Foreclosure
- B. Judicial Foreclosure
- C. Other Foreclosure Concepts
- D. Distressed Property Transactions

**XXV. DISCLOSURE & CONSUMER PROTECTION – 8 QUESTIONS**

**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](http://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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# Content Outline for Out-of-State Recognition Salesperson State Specific Real Estate Exam

*Effective April 01, 2020*

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**

### **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 – 9 QUESTIONS**

- A. Law of Agency & Agency Relationships**
- B. Fiduciary Duties**
- C. Due Diligence**
- D. Employment/Representation Agreements**

### **IV. CONTRACTS AND CONTRACT LAW – 7 QUESTIONS**

- A. Contract Essentials**
- B. Statute of Frauds**
- C. Purchase Contracts**
- D. Options & First Right of Refusal**
- E. Contractual Concepts**

### **V. GOVERNMENT RIGHTS**

#### **IN REAL PROPERTY – 4 QUESTIONS**

- A. Police Power, Eminent Domain, Escheat**
- B. Arizona Property Taxes**

### **VI. ARIZONA WATER LAW – 10 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**

### **VII. ENVIRONMENTAL LAW – 4 QUESTIONS**

- A. Statutes and Agencies**
- B. Common Issues**
- C. Due Diligence**
- D. Alternative Waste Water Systems**

### **VIII. LAND DESCRIPTIONS – 3 QUESTIONS**

- A. Metes and Bounds**
- B. Lot & Block**
- C. Rectangular Survey System**
- D. Arizona Constitution ~ Article X**

### **IX. LAND DEVELOPMENT – 2 QUESTIONS**

- A. Zoning**
- B. Planned Communities**
- C. New Home Sales**

### **X. ENCUMBRANCES – 2 QUESTIONS**

- A. Monetary vs. Non-Monetary**
- B. Mechanic's Lien**
- C. Arizona Homestead Exemption**



**XI. ACQUISITIONS/TRANSFER OF TITLE – 5 QUESTIONS**

- A. Methods of Transfer
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- F. Recordation

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**XIV. PROPERTY MANAGEMENT – 3 QUESTIONS**

- A. Management Agreements
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**XV. FINANCING DOCUMENTS – 2 QUESTIONS**

- A. Lien vs. Title Theory
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**XVI. DEED OF TRUST FORECLOSURE – 4 QUESTIONS**

- A. Non-Judicial Foreclosure
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- C. Other Foreclosure Concepts
- D. Distressed Property Transactions

**XVII. DISCLOSURE & CONSUMER PROTECTION – 7 QUESTIONS**

**XVIII. MATH CALCULATIONS – 11 QUESTIONS**

# Content Outline for Out-of-State Recognition Broker State Specific Real Estate Exam

Effective April 01, 2020

The Arizona Real Estate Out-of-State License Recognition Broker 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 broker, 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 Broker real estate license.

## 110 Questions, 75% Passing

### I. REAL ESTATE STATUTES – 25 QUESTIONS

#### A. Article XXVI ~ Arizona Constitution

#### B. ARS Title 32, Chapter 20

1. Arizona Department of Real Estate
2. Licensing
3. Regulation
4. Property Management
5. Subdivisions
  - a. Affidavit of Disclosure
6. Recovery Fund
7. Timeshare

### II. COMMISSIONER'S RULES – 15 QUESTIONS

#### A. General Requirements

#### B. Continuing Education Requirements

#### C. Advertising

#### D. Compensation

#### E. Documents

#### F. Professional Conduct

### III. AGENCY RELATIONSHIPS & MANAGERIAL DUTIES – 8 QUESTIONS

#### A. Law of Agency & Agency Relationships

#### B. Fiduciary Duties

#### C. Listing & Buyer-Broker Agreements

#### D. Brokerage Business

### IV. CONTRACTS AND CONTRACT LAW – 7 QUESTIONS

#### A. Contract Essentials

#### B. Statute of Frauds

#### C. Purchase Contracts

#### D. Options & First Right of Refusal

#### E. Contractual Concepts

### V. GOVERNMENT RIGHTS IN REAL PROPERTY – 4 QUESTIONS

#### A. Eminent Domain

#### B. Police Power & Escheat

#### C. Arizona Property Taxes

### VI. ARIZONA WATER LAW – 10 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

### VII. ENVIRONMENTAL LAW – 4 QUESTIONS

#### A. Statutes and Agencies

#### B. Common Issues

#### C. Due Diligence

#### D. Alternative Waste Water Systems

### VIII. LAND DESCRIPTIONS – 2 QUESTIONS

#### A. Metes and Bounds &/or Lot & Block

#### B. Rectangular Survey System

#### C. Arizona Constitution ~ Article X

### IX. LAND DEVELOPMENT – 2 QUESTIONS

#### A. Zoning

#### B. Planned Communities

#### C. New Home Sales

### X. ENCUMBRANCES – 2 QUESTIONS

#### A. Monetary vs. Non-Monetary

#### B. Mechanic's Lien

#### C. Arizona Homestead Exemption

**XI. ACQUISITIONS/TRANSFER OF TITLE – 3 QUESTIONS**

- A. Methods of Transfer
- B. Types of Deeds
- C. Affidavit of Value
- D. Adverse Possession
- E. Title Insurance
- F. Recordation

**XII. ESCROW AND SETTLEMENT – 3 QUESTIONS**

- A. Closing Statements
- B. Commission Disbursement
- C. F.I.R.P.T.A.

**XIII. ARIZONA RESIDENTIAL LANDLORD TENANT ACT – 3 QUESTIONS**

**XIV. FINANCING DOCUMENTS – 2 QUESTIONS**

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

**XV. DEED OF TRUST FORECLOSURE – 4 QUESTIONS**

- A. Non-Judicial Foreclosure
- B. Judicial Foreclosure
- C. Other Foreclosure Concepts
- D. Distressed Property Transactions

**XVI. DISCLOSURE & CONSUMER PROTECTION – 3 QUESTIONS**

**XVII. MATH CALCULATIONS – 8 QUESTIONS**

**XVIII. ADRE AUDITS – 5 QUESTIONS**