

# Arizona State Law Examination Content Outline For Real Estate Salesperson

*Effective January 1, 2011*

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. Land Descriptions - 4 Questions

#### F. Subdivisions - 5 Questions

#### G. Encumbrances - 5 Questions

#### H. Acquisitions & Transfer of Title - 12 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. Compensation/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.azre.gov](http://www.azre.gov).
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/>.

# Arizona State Law Examination Content Outline For Real Estate Broker

*Effective January 1, 2011*

The state portion of the broker examination consists of one hundred (100) questions, plus ten (10) pretest questions. The pretest questions are not identified and will not affect a candidate's score in any way.

## **100 Questions, 75% Passing**

### **I. Real Estate Statutes - 15 Questions**

- A. Real Estate Department Structure
- B. Licensing
- C. Practice of Brokerage
- D. Trust Fund/Accounts
- E. Recordkeeping
- F. Employment Agreements
- G. Collecting Compensations
- H. Grounds for License Denial/Penalties
- I. Consent Orders
- J. Property Management Requirements
- K. Statute of Frauds
- L. Subdivided/Un-subdivided Land
- M. Recovery Fund
- N. Affidavit of Disclosure

### **II. Administrative Code - 10 Questions**

- A. License Time Frames
- B. License Requirements
- C. Education
- D. Advertising
- E. Commissions
- F. Documents
- G. Professional Conduct
- H. Investigations/Administrative Procedures

### **III. Agency Relationships - 5 Questions**

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

### **IV. Contract Law/Other Essentials - 2 Questions**

- A. Contract Essentials
- B. Real Estate Contract Requirements per Arizona Statutes and Commissioner's Rules

### **V. Property Interests, Estates, and Tenancies - 5 Questions**

- A. Estates
- B. Easements
- C. Tenancies
- D. Cooperative
- E. Condominium
- F. Timeshare
- G. Homestead
- H. Homeowner's Associations

### **VI. Government Rights - 5 Questions**

- A. Eminent Domain
- B. Taxation/Property Tax Lien Sale
- C. Police Power
- D. Escheat

### **VII. Water Law - 6 Questions**

- A. Water Sources
- B. Arizona Water Law
- C. Groundwater Act 1980
- D. Wetlands

### **VIII. Environmental Law/Disclosure - 5 Questions**

- A. Regulations
- B. State Laws
- C. Liabilities
- D. Disclosure Issues
- E. Impact Studies

### **IX. Land Description - 4 Questions**

- A. Metes and Bounds
- B. Rectangular Survey
- C. Lot and Block

### **X. Land Development - 2 Questions**

- A. Terminology
- B. Zoning
- C. Building Codes

- D. Builders Warrantees
- E. Licensing Requirements

**XI. Real and Personal Property Transfer - 4 Questions**

- A. Deeds/Bills of Sale
- B. Notices
- C. Adverse Possession
- D. Title Insurance
- E. Affidavit of Affixture

**XII. Escrow and Settlement - 5 Questions**

- A. Purpose
- B. Debits and Credits
- C. Disclosures

**XIII. Lease/Leasehold Estates - 5 Questions**

- A. Types of Leases
- B. Essential Elements
- C. Arizona Residential Landlord Tenant Act
- D. Statutory Considerations

**XIV. Property Management - 5 Questions**

- A. Licensing
- B. Management Agreement
- C. Trust Account
- D. Rental Property Registration Requirements and Classification

**XV. Financing Documents/Liens - 8 Questions**

- A. Lien Theory/Title Theory
- B. Deeds of Trust/Mortgage
- C. Agreement for Sale
- D. Foreclosure/Forfeiture
- E. Post Foreclosed Remedies
- F. Mortgage Broker/Banker Regulations
- G. Lien Property
- H. Mechanic's Lien
- I. Judgments

**XVI. Real Estate Office Management - 11 Questions**

- A. Types of Ownership
- B. Operating a Real Estate Office
- C. Government Requirements
- D. Insurance
- E. Risk Management
- F. Recordkeeping
- G. Accounting
- H. Supervision/Training
- I. Activities of Licensee

- J. Broker Compliance

**XVII. Disclosure/Consumer Protection - 3 Questions**

- A. Stigmatized Property
- B. Consumer Protection
- C. Affiliated Business
- D. Military Installations

**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.azre.gov](http://www.azre.gov).
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/>.

# 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

# 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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