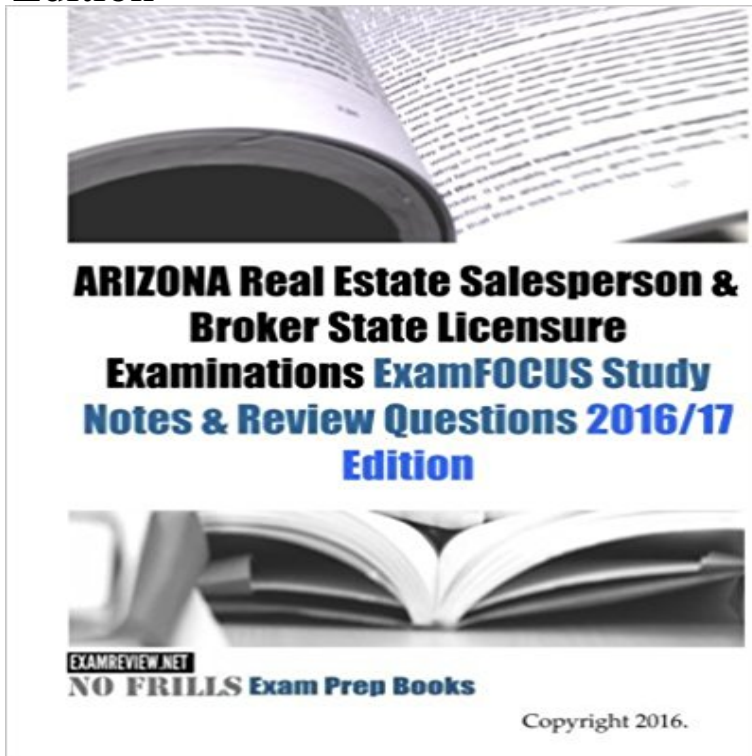


# ARIZONA Real Estate Salesperson & Broker State Licensure Examinations ExamFOCUS Study Notes & Review Questions 2016/17 Edition



In Arizona it is the ADRE that administers real estate broker licensing. A salesperson applicant must be at least 18 years of age and have completed 90 classroom hours of real estate courses. He must also have completed contract writing education. To apply for a broker license, one must be at least 18 years of age with at least 3 years actual full time experience as a salesperson, going through 90 hours of in-class precicensing education, and complete the fingerprint clearance process. The broker exam administered by Pearson VUE must also be cleared. Throughout the book we try to use the term real estate agent instead of being very specific since many of the real estate skills and knowledge actually apply to both salespersons and brokers (both exams cover highly similar topics). In fact, in many states the term agent and salesperson are often used interchangeably.

This book focuses on topics related to laws and regulations; contracts and licensing requirements; as well as leasing. TAX RATES AND FEES TEND TO CHANGE FREQUENTLY. THEREFORE YOU SHOULD CHECK WITH YOUR LOCAL AUTHORITIES FOR THE LATEST INFORMATION UPDATES. We give you knowledge information relevant to the exam specification. To be able to succeed in the real exam, you'll need to apply your earned knowledge to the question scenarios. Many of the exam questions are written to be less straight forward. They tend to be framed within the context of short scenarios. An advice: Do NOT rely on a single source for exam preparation. To secure exam success, always use multiple sources and read as much as possible!

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