Alaska Real Estate Law Content Outline For Salesperson and Broker Exams

Effective Date: September 14, 2023

The state law portion of the Alaska examination consists of forty (40) scored items for the salesperson examination, and sixty (60) scored items for the broker examination. Both examinations also contain 5-10 pretest items. These pretest items are not identified and will not affect a candidate's score in any way.

- **I. POWERS OF THE ALASKA REAL ESTATE COMMISSION (SALES 4 ITEMS / BROKER 6 ITEMS)**
  - A. Investigations, hearings and appeals
  - B. Recovery fund
  - C. Sanctions
    1. Disciplinary actions
    2. Penalties
  - D. Examination of records
- **II. LICENSING (SALES 4 ITEMS / BROKER 6 ITEMS)**
  - A. Activities requiring a license
  - B. Change in license status
  - C. Licensed and unlicensed assistants
  - D. Errors and omissions insurance
- **III. LICENSEE DUTIES AND DISCLOSURES TO THE PUBLIC (SALES 10-12 ITEMS / BROKER 9-11 ITEMS)**
  - A. Licensee relationships
  - B. Conflict of interest
  - C. Compensation
  - D. Property disclosure
    1. Residential Real Property Transfer Disclosure
    2. Common Interest Ownership Act
       - i. Resale certificates
       - ii. Public offering statements
- **IV. REQUIREMENTS GOVERNING THE ACTIVTIES OF LICENSEES (SALES 10 ITEMS / BROKER 9 ITEMS)**
  - A. Advertising
  - B. Broker/Salesperson relationship
  - C. Handling of documents
  - D. Handling of monies
  - E. Prohibited conduct
- **V. PERSONAL SERVICES AGREEMENTS (SALES 4-6 ITEMS / BROKER 4-6 ITEMS)**
  - A. Listings
  - B. Property management
  - C. Buyer representation
- **VI. PROPERTY MANAGEMENT (SALES 6 ITEMS / BROKER 9 ITEMS)**
  - A. Property management
  - B. Alaska Landlord Tenant Act
- **VII. BROKER ONLY (BROKER 15 ITEMS)**
  - A. Trust accounts
  - B. Supervision
  - C. Place of business
  - D. Recordkeeping