

*Arizona REALTORS®*

***ACCOMPLISHMENTS***



**ARIZONA**  
*association of*  
**REALTORS®**

**REAL SOLUTIONS. REALTOR® SUCCESS.**

# 44,000+ Arizona REALTORS®



# ***The Arizona REALTOR® Purpose***

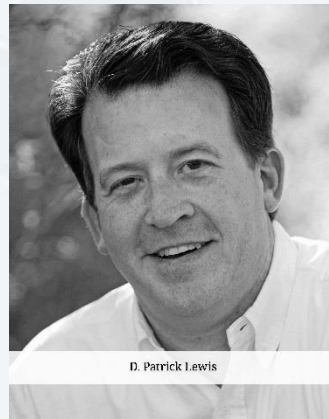
***To serve its members by providing and promoting services to enhance members' abilities to conduct their businesses with integrity and competency***

***and***

***to promote the extension and preservation of private property rights.***



# Executive Committee of the Board of Directors



## 2016 Officers

- President Paula Serven
- President-Elect Paula Monthofer
- First Vice President Lori Doerfler
- Treasurer D. Patrick Lewis





# Arizona REALTORS®

## New Member Benefit

### Everyone Has Technology Questions

Tech Helpline has the answers.

Access U.S.-Based Tech Support at **NO ADDITIONAL COST.**



Tech Helpline is a member benefit from  
ARIZONA ASSOCIATION OF REALTORS®



Tech Helpline gives you U.S.-based tech support for hardware, software, networking and mobile devices. Our analysts are friendly technology experts who will assist you via phone, chat or email. They troubleshoot problems and offer solutions, often by remotely into your computer while you relax. Most importantly, they understand your needs as a REALTOR®



 **TechHelpline**  
Your personal tech support team

866.232.1791

M-F: 7 a.m.- 6 p.m.  
Sat: 7 a.m.- 3 p.m.

[www.techhelpline.com](http://www.techhelpline.com)



### How Can Tech Helpline Assist You?

#### Included Services

- Instruction for installing and configuring new hardware and software
- Diagnosis and repair of computer hardware and software issues
- Advice for purchasing hardware, software and services
- Basic instruction with major software applications
- Recommendations for upgrades and updates
- Advice for performance optimization
- Troubleshooting network issues

#### Tech Helpline Basic Coverage

##### Operating Systems:

- Microsoft Windows 10®
- Microsoft Windows Vista®
- Microsoft Windows 7®
- Microsoft Windows 8®
- Mac OS X (10.3 and higher)
- Upgrades from all versions of Microsoft Windows 2000®

##### Hardware:

- Smart Phones: iPhones, Android, Windows 8, Blackberry
- Tablets: iOS, Android, Windows 8, Blackberry
- Digital Cameras
- CD/DVD Drives
- Laptops
- Monitors
- Network Adaptors
- PC Cards / PCMCIA
- PDAs
- Printers: USB, WiFi
- Scanners
- Sound Cards
- Storage Media
- USB Devices
- Video Cards

##### Browsers/Net:

- WiFi Set Up
- Internet Service Providers
- Microsoft® Internet Explorer
- Mozilla Firefox
- Google Chrome
- Opera
- Safari
- Networking
- Work Groups
- Share Files
- Share Printer

##### Software Applications:

- E-mail
- Entourage
  - MS Outlook
  - MS Outlook Express
  - Webmail
  - Windows Mail

- Real Estate Specific
- Form Simplicity
  - The Living Network

##### Office/Financial

- Adaptec Toast
- Adaptec EXCD Creator
- Adobe Acrobat
- Corel Office Products: WordPerfect, Quattro Pro
- Presentations, Visual Intelligence
- Corel Draw
- Intuit Quicken
- Intuit Quickbooks
- Microsoft® Media Player
- Microsoft® Money
- Microsoft® Office Products: Word, Excel, PowerPoint, Access
- Microsoft® Outlook Express (Versions 5.0 and higher)
- Microsoft® Outlook (Versions 5.0 and higher)
- Microsoft® Publisher (Versions 2000 and higher)
- Microsoft® Visio (Versions 2000 and higher)
- Microsoft® Works
- Nero Burning ROM
- Roxio CD-Burning Products
- Winzip Applications
- iTunes

##### All PC compatible, Macintosh and clones such as:

- Acer
- AST
- Clones / Whitebox
- Compaq
- Dell
- eMachines
- Epson
- Fujitsu
- Gateway
- Hewlett Packard
- IBM
- Lenovo
- Mac
- Sony
- Toshiba
- Winbook and others

##### Firewall/Intrusion Applications:

- Virus Removal
- AVG AntiVirus
- Lavasoft Ad-Aware
- McAfee AntiVirus
- Norton AntiVirus
- Spyware/Adware Intrusion Products
- Symantec pcAnywhere
- Tend Micro
- ZoneAlarm and others



# Arizona REALTORS® Saving Homeowners Money



The graphic features a white house icon with a red roof and the letters 'AZ' in red. To the right, the text 'Budget' is written in a large, bold, red font. In the top right corner, there are three logos: the Arizona Association of REALTORS® logo (a stylized 'A' with a house shape), the Equal Housing Opportunity logo (a house with an equals sign), and the REALTOR® logo (a stylized 'R'). Below the logos, the text 'ARIZONA Association of REALTORS®' and 'REAL SOLUTIONS. REALTOR® SUCCESS.' are visible.

**AZ Budget**

*The Arizona REALTORS® were successful in protecting Arizona homeowners and businesses during the 2015 Arizona legislature's budget cuts. Each year, the state rebates up to \$600 to individual homeowners to offset their property taxes. When this rebate was threatened, the Arizona REALTORS® successfully saved homeowners millions of dollars by protecting the rebate from state budget cuts.*

**SIGNED BY THE GOVERNOR.**

**Saved Arizona Homeowners over \$20.2 million by protecting the Homeowner's Rebate in the Arizona Legislature**



# Arizona REALTORS® Business Tools

zipForm Plus 

**TechHelp Line**

**MLS Connect**



**Forms Server**



eSign



# Arizona REALTORS® Serving Our Brokers

Legal Hotline



Legal Hotline

Large Broker Summit



Conducted an in-depth survey of Designated Brokers to identify the types of claims, demands and administrative complaints

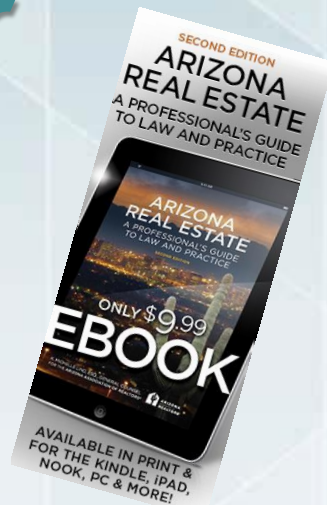


My Broker Coach



# Arizona REALTORS®

## Improving Member Communications



**RAPAC Champions Are You Ready To Lead The Charge?**

Get ten \$30 RAPAC investments and be eligible to win a trip to Napa Valley wine country and receive \$1500 in spending money.

[Read More](#)

**3 Ways to Use a BPO to Grow Your Real Estate Business**

Did you know that real estate agents are permitted to prepare and charge for a Broker Price Opinion (BPO)? Learn how a BPO can help grow your business.

[Learn More](#)

**Arizona Association of REALTORS**

★ ★ ★ ★ (119 ratings)

5,551 likes · 95 talking about this · 351 were here

- Business Services · Real Estate Agent · Organization
- 255 E Osborn Rd., Ste. 200, Phoenix, Arizona 85012
- (602) 248-7787
- Today 8:00 am - 5:00 pm

Photos

Events

Blog

Likes

**Arizona REALTORS®**

@AARSUCCESS FOLLOWS YOU

The Arizona Association of REALTORS® offers real solutions for REALTOR® SUCCESS.

Phoenix, Arizona

[aaronline.com](http://aaronline.com)

Joined December 2008

[Tweet to](#) [Message](#)

**FREE WEBINAR**  
**SEPTEMBER 17**  
**FROM 1:00 MST**  
**INSIDE THE**  
**PRELIMINARY**  
**TITLE REPORT**  
**MARK YOUR CALENDARS!**

**A DETAILED LOOK AT THE PRELIMINARY TITLE REPORT AND THE RED FLAGS TO BE AWARE OF**

# Arizona REALTORS® Business Tools Support

Business Services from the  
Arizona Association of REALTORS®



Watch eSign Videos

How to use AAR eSign

Watch Combined Videos (YouTube Playlist)

Watch Combined Videos (YouTube Playlist)

Get Training for zipForm® and eSign Today!

SIGN-UP:

zipForm® Training Dates and Times

These classes are provided at no charge as part of your member benefit. Please select the session/time(s) you'd like to attend. Classes are held at the Arizona Association of REALTORS office located at 255 E. Osborn Road, Training Room #1, in Phoenix.

October 2015

- October 8th : 1:00PM to 2:30PM zipForm Training
- October 8th : 2:30PM to 4:00PM, eSign Training
- October 29th : 1:00PM to 2:30PM, zipForm Training
- October 29th : 2:30PM to 4:00PM, eSign Training

November 2015

- November 5th : 1:00PM to 2:30PM, zipForm Training

Forms – Using zipFormMLS-Connect®



# Arizona REALTORS®

## Political Advocacy

**REALTORS® of Arizona Political  
Action Committee (RAPAC)**

**REALTORS® Issues Mobilization  
Committee (RIMC)**





# Arizona REALTORS® Risk Management

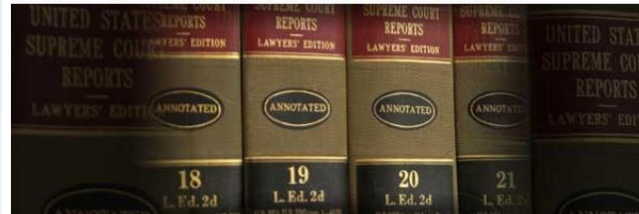
Legal Hotline



Risk Management

## Risk Management Articles

Although the Arizona Association of REALTORS® does not offer legal advice, we do have an abundance of real estate related legal information on a wide variety of issues.



- |                      |                              |                          |
|----------------------|------------------------------|--------------------------|
| Advertising          | Agency                       | Anti-Trust               |
| Brokerage            | CFPB (RESPA/TILA)            | Commissions              |
| Contracts            | Disclosure                   | Escrow/Title             |
| Fair Housing         | Financing                    | Foreclosure, REO & Liens |
| HOA/CC&Rs            | Landlord/Tenant Issues       | Loan Modifications       |
| Miscellaneous        | Property Management          | Remedies                 |
| Residential Contract | Short Sales                  | Subdivision              |
| Tax                  | Title & Interest in Property | Vacant Land/Lot          |
| Water & Wastewater   |                              |                          |



The Buyer Advisory is a resource for Real Estate Consumers Provided by the Arizona Association of REALTORS®

A real estate agent is vital to the purchase of real property and can provide a variety of services in locating a property, negotiating the sale, and advising the buyer. A real estate agent is generally not qualified to discover defects or evaluate the physical condition of property; however, a real estate agent can assist a buyer in finding qualified inspectors and provide the buyer with documents and other resources containing vital information.

The short sale property is a common real estate transaction. A buyer who is considering a short sale should be aware of the risks associated with this type of transaction.

- Common document a buyer should review.
- Additional conditions in the property the buyer should investigate.
- Additional conditions affecting the surrounding area that the buyer should investigate. In addition, a buyer must communicate to the real estate agents in the transaction any special concerns the buyer may have about the property or surrounding area, whether or not the property is a short sale.



The Lease Owner's Advisory is a resource provided by the Arizona Association of REALTORS®

Residential Rentals are required to comply with the Arizona Residential Landlord/Tenant Act: <http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf>

### OWNER'S RESPONSIBILITIES AND STATUTORY REQUIREMENTS

- Purchase**  
Buyers should understand the importance of the deed and the deed restrictions. The deed restrictions are located in the deed and are recorded in the county recorder's office. The deed restrictions are also recorded in the county recorder's office. The deed restrictions are also recorded in the county recorder's office.
- MLSD**  
All listings must be registered with the MLS in the county where the property is located in the manner set forth in A.R.S. § 33-1302. The listing agent must provide the MLS with the required information. The listing agent must provide the MLS with the required information.
- NOTIFICATION OF ARIZONA RESIDENTIAL RENTAL PROPERTY**  
Pursuant to A.R.S. § 33-1307(A), an out-of-state owner of residential rental property must designate and record with the county assessor a statutory agent who lives in the state and who will accept legal service on behalf of the owner. If a person who fails to comply with any provision of this section has been assessed a civil penalty of \$5,000, plus an additional \$100 for each month after the date of the original violation until compliance is achieved. If the owner is required to register the rental property with the county assessor and fails to do so, the city or town may impose a civil penalty payable to the city or town in the amount of \$50 per day for each day of violation, and the city or town may impose a civil penalty payable to the city or town in the amount of \$50 per day for each day of violation, and the city or town may impose a civil penalty payable to the city or town in the amount of \$50 per day for each day of violation.
- BUSINESS LICENSE**  
Some cities require the owner to have a separate business license prior to engaging in any type of business activity. It is the owner's responsibility to apply for and pay any fees associated with obtaining the license. If the property is being professionally managed, the lease owner should discuss this topic with their property manager.
- TRANSACTION PRIVILEGE TAX**  
Transaction Privilege Tax (TPT) is charged by the state on the owner's rental income. The TPT is collected from the tenant with the rent. If a landlord is a real estate agent, the real estate agent is responsible for collecting the TPT from the tenant. If a landlord is not a real estate agent, the landlord is responsible for collecting the TPT from the tenant. If a landlord is not a real estate agent, the landlord is responsible for collecting the TPT from the tenant.
- FOREIGN LEASE OWNERS RESIDING OUTSIDE THE UNITED STATES**  
Foreign lease owners must secure an individual Taxpayer Identification Number (TIN). Unless the foreign owner files a Form W-8ECI with their property management company, the property manager must withhold 30% of the gross rental proceeds for the property owned by the foreign owner. It is strongly recommended that foreign owners retain the services of a CPA and/or IRS Certified Acceptance Agent to ensure compliance with applicable rules and regulations.



The Short Sale Seller Advisory is a resource for Real Estate Consumers Provided by the Arizona Association of REALTORS®

A short sale is a real estate transaction in which the sales price is insufficient to pay the loan(s) encumbering the property in addition to the costs of sale and the seller is unable to pay the difference. A short sale involves numerous issues as well as legal and financial risks. This advisory is designed to address some of these issues and risks, but does not purport to be comprehensive.



The Tenant Advisory is a resource provided by the Arizona Association of REALTORS®

Residential Rentals are required to comply with the Arizona Residential Landlord/Tenant Act: <http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf>

### COMMON DOCUMENTS A TENANT SHOULD REVIEW

- Residential Lease Agreement**  
Tenants should protect themselves by taking the time to read and understand the residential lease agreement and to condition. The property manager/landlord should understand the legal rights and obligations before they enter into a lease agreement. A sample Arizona Association of REALTORS® (AAR) lease agreement can be found at [www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf](http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf).
- Residential Lease Owner's Property Disclosure Statement (RLOPS)**  
Many landlords provide a RLOPS. This document provides a variety of questions for the owner to answer about the property and its condition. The property manager/landlord is responsible for providing the RLOPS to the tenant. The tenant should carefully review the RLOPS and early those statements of concern. View a sample RLOPS at [www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf](http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf).
- Homeowners Association (HOA) Governing Documents**  
If the property is located in a HOA, the tenant should review and agree to these restrictions prior to leasing a property. See [www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf](http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf) for more information on the Transaction Privilege Tax.
- Lead-based Paint Disclosure Form**  
If the home was built prior to 1978, the landlord must provide the tenant with a lead-based paint disclosure form. Information about lead-based paint may be obtained at [www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf](http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf).
- Move-in/Move-out Inspection**  
The importance of inspecting the property at the time of moving in cannot be over-emphasized. The tenant is encouraged to take a move-in/inspect and check to identify material defects in the property within the stated timeframe. A sample of AAR Move-in/Move-out Condition Checklist can be viewed at [www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf](http://www.azdhs.gov/dhs/div/ARIZONA%20RESIDENTIAL%20LANDLORD%20AND%20TENANT%20ACT.pdf).
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# Arizona REALTORS® Regulatory Advocacy



Arizona  
Department  
of Real Estate



TEAM - "Together Everyone Achieves More"

- Home
- About ADRE
- Online Services
- Information for... ▶
- Department Divisions ▶
- Contact Information
- Fee Schedule
- Laws, Rules, Policy Statements and Advisories
- Related Links

- News & Alerts
- Online Services
- Information for...
- Forms & Publications
- FAQs
- Divisions

### Feature Items

- Look up a Licensee, Real Estate School or a Public Report
- Short Sale Seller Advisory
- Licensees - Renew real estate license, change personal info, enter Continuing Education and much more
- Brokers - Track employee Continuing Education and Legal Presence requirements and much more
- Instructions for Providing Proof of Legal Presence in U.S. (Licensees)
- Public Records Request



Air Quality

Waste Programs

Water Quality



Arizona Department of  
Insurance



Arizona State Board  
of Technical  
Registration



REAL SOLUTIONS. REALTOR® SUCCESS

Arizona Association of REALTORS®

# Arizona REALTORS® Protecting Members

Passed legislation to prohibit cities and towns from requiring real estate brokers or salespersons to obtain additional business licenses



A banner for Arizona Senate Bill 1368. On the left is a white house-shaped icon with 'SB' in orange. To its right is '1368' in large orange font. Below this is the text 'Municipalities; Additional Business Licenses; Prohibition' in black. On the right side of the banner are three logos: the Arizona Association of REALTORS® logo with the tagline 'REAL SOLUTIONS. REALTOR® SUCCESS.', the South Arizona Opportunity logo, and the REALTOR® logo.



*Prohibits cities and towns from requiring real estate brokers or salespersons to obtain any additional business licenses.*

**SIGNED BY THE GOVERNOR.**

### **What This Victory Means for You...**

*Saves REALTORS® between \$80 - \$150 per business license when they conduct business within various municipalities.*



# Arizona REALTORS® AARonline.com

- Improved the AARonline.com website search capability, updated Subscription system

The screenshot displays the AARonline.com website interface. At the top, there is a navigation bar with the Arizona REALTORS logo and a search bar. Below the navigation bar, there are several menu items: VOICE AT THE CAPITOL, MANAGE RISK, INCREASE KNOWLEDGE, BUSINESS TOOLS, STAY INFORMED, RESOLVE DISPUTES, and ABOUT US. The main content area features three primary sections: 1. 'Tech Helpline benefit is now live!' with a 'Read More' button. 2. 'Arizona REALTOR® Voice' with a 'Read the February 9 Issue' button. 3. A webinar announcement for '10 POINTS FOR AN EFFECTIVE BUYER COUNSELING SESSION with Evan Fuchs' on February 17, 12PM-1PM MST, with a 'CLICK HERE To Register Today!' button. On the right side, there is a 'FIND A REALTOR®' search form with fields for First Name, Last Name, City, and Designation, and a 'Find A REALTOR®' button. Below the search form is an 'AAR CALENDAR' button. At the bottom right, there is a 'Have You Seen...?' section with links to various documents and reports.





# Arizona REALTORS® Promoting REALTOR® Value

THE ARIZONA REPUBLIC

## Selling your current home

To decide or not to decide, that is the question... and the answer is: yes

By David M. Brown

Before purchasing a brand-new home, many folks need to first sell their current home. If that's your situation, we've got you covered. There's a whole involved process to this, however, experts say that one of the most important things you need to know as a seller is this: Don't hide things and don't lie.

**Material factors**

Arizona law requires the seller to disclose material facts about the property even if not asked for by the buyer or real estate agent, said Michelle Lind, an attorney and CEO for the Arizona Association of REALTORS®. Representing more than 43,000 real estate brokers and agents, it is one of the largest trade associations in Arizona.

"A seller has a duty to disclose known facts materially affecting the value of the property," said Lind, an attorney graduate from ASU and to College of Law. She has authored Arizona Real Estate: A Professional's Guide to Law & Practice.

**Specific disclosures**

In addition to what is known as the common law or traditional duty to disclose, Arizona law requires increasing numbers of disclosures.

These include:

- Lead-based paint in pre-1978 properties
- Swimming pool by lot, whether it has been installed by the seller (see guidelines)

**Seller Property**

• Planned community/condominium disclosure information (such as age restrictions)

• Notice of soil remediation (whether contaminated soil has been removed from or tested on the property)

In addition, Arizona law requires a disclosure affidavit that property is incorporated and areas within the property is in a subdivision. Priority as a public or military airport is also required as is notification as to whether the home has been used as a "classified drug laboratory" such as for making methamphetamine.

**Death, disease and sex offenders**

Arizona Revised Statute 33-2150 states: "No contract, deed or administrative action may be brought against a transferee or lessor of real property or a licensee for failing to disclose that the property being transferred or leased to or has been: The site of a natural death, suicide or homicide or any other cause classified as a 'felony.' However, Lind said that if asked, the seller must answer truthfully.

"The SFDs also inform sellers that they are not obligated to disclose whether the home is owned by a person exposed to the human immunodeficiency virus (HIV).

**"A seller has a duty to disclose known facts materially affecting the value of the property."**

—Michelle Lind, Arizona Association of REALTORS®

intended to assist the seller in making the legally required disclosures and avoid involvement in real estate transactions of material facts," Lind said. "The SFDs also inform the buyer in the purchase and investigation of the property. The purpose of the SFDs results in well-informed buyers and reduces the likelihood of claims against the seller."





# Arizona REALTORS®

## Agent Safety

Created and launched ASAP, a text based alert program formed as a means to notify Arizona REALTORS® of a possible safety threat



### Agent Safety Alert Program (ASAP)

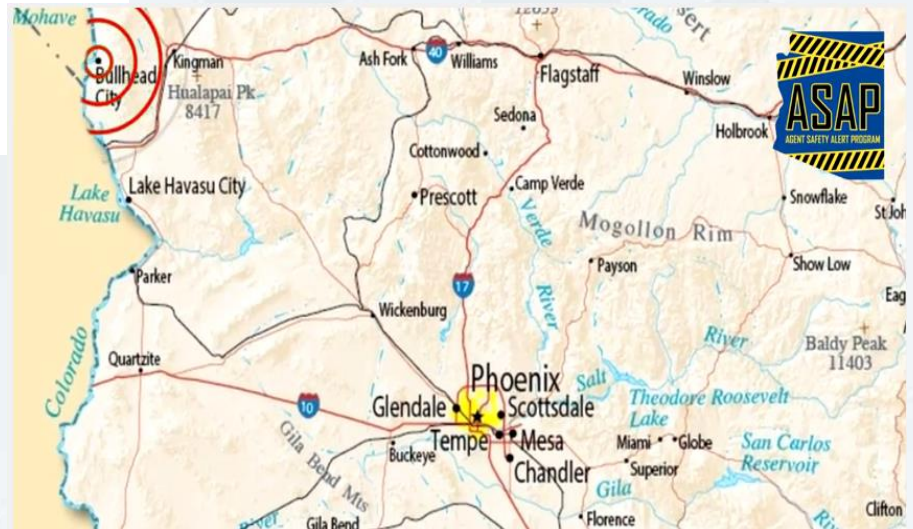
Arizona REALTORS® has launched an Agent Safety Alert Program (ASAP) featuring emergency text messages for members only.

[Read More](#)

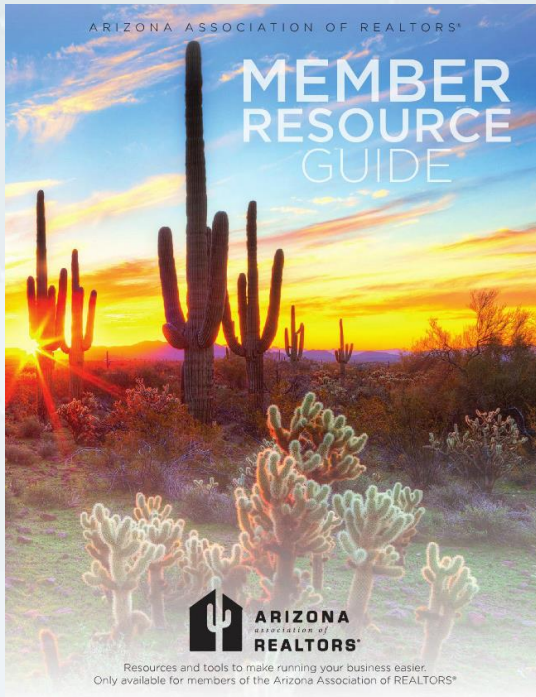
[ASAP Video Demo](#)



Paula Monthofer, ABR, GRI  
Arizona REALTORS® 2015 First Vice President



# Arizona REALTORS® Member Resource Guide



- Sent the AAR Member Resource Guide to every member



# Arizona REALTORS® Charitable Work

- Arizona REALTORS® Disaster Assistance Foundation (ARDAF)



- Arizona REALTORS® Foundation for Housing & Community Outreach (ARFHCO) - Awarded five worthy grants in the 2015 Foundation Challenge



- Community Outreach Awards



# Arizona REALTORS®

## Working with Our Local Associations

 Arizona REALTORS® Leadership Training Academy



## Successful Local Association Executives Workshops

- NAR Tech Day for association staff with Chris DeRosa and Nobu Hata

Bullhead City/Mohave Valley  
Central Arizona  
Douglas  
Green Valley/Sahuarita  
Kingman/Golden Valley  
Lake Havasu

Northern Arizona  
Phoenix  
Prescott Area  
Santa Cruz County  
Scottsdale Area  
Sedona/Verde Valley

Southeast Arizona  
SouthEast Valley Regional  
Tucson  
Western Pinal  
West Maricopa County Regional  
White Mountain  
Yuma





# Arizona REALTORS®

## Revised Forms to Ensure TRID Compliance

New & Revised  
**FORMS**  
ARE HERE!

### Form Revision Updates

New and revised forms are released as needed on February 1 and August 1.



### Review of AAR Revised TRID Forms

Find out how TRID changes will affect the AAR's Purchase Contract and the ancillary forms in compliance with new CFPB rules.

[Watch Webinar](#)

[Sample Forms](#)

**RESIDENTIAL RESALE REAL ESTATE PURCHASE CONTRACT**

**1. PROPERTY**

1a. 1. **BUYER:** \_\_\_\_\_ (BUYER'S NAME(S))

2. **SELLER:** \_\_\_\_\_ (SELLER'S NAME(S)) or  as identified in section 9c.

3. Buyer agrees to buy and Seller agrees to sell the real property with all improvements, fixtures, and appurtenances thereon 4. or incidental thereto, plus the personal property described herein (collectively the "Premises").

1b. 5. Premises Address: \_\_\_\_\_ Assessor's #: \_\_\_\_\_

6. City: \_\_\_\_\_ County: \_\_\_\_\_ AZ. Zip Code: \_\_\_\_\_

7. Legal Description: \_\_\_\_\_

1c. 8. \$ \_\_\_\_\_ Full Purchase Price, paid as outlined below

9. \$ \_\_\_\_\_ Earnest money

10. \$ \_\_\_\_\_

11. \$ \_\_\_\_\_

12. \_\_\_\_\_

13. **Close of Escrow:** Close of Escrow ("COE") shall occur when the deed is recorded at the appropriate county recorder's office.

14. Buyer and Seller shall comply with all terms and conditions of this Contract, execute and deliver to Escrow Company all closing documents, and perform all other acts necessary in sufficient time to allow COE to occur on \_\_\_\_\_, 20\_\_\_\_ ("COE Date"). If Escrow Company or recorder's office is closed on \_\_\_\_\_, COE shall occur on the next day that both are open for business.

15. Buyer shall deliver to Escrow Company a cashier's check, wired funds or other immediately available funds to pay any down payment, additional deposits or Buyer's closing costs, and instruct the lender, if applicable, to deliver immediately available funds to Escrow Company, in a sufficient amount and in sufficient time to allow COE to occur on COE Date.

16. 21. **Possession:** Seller shall deliver possession, occupancy, access to keys and/or means to operate all locks, mailbox, security system/alarms, and all common area facilities to Buyer at COE or  \_\_\_\_\_

22. Broker(s) recommend that the parties seek appropriate counsel from insurance, legal, tax, and accounting professionals regarding the risks of pre-possession or post-possession of the Premises.

24. **Addenda Incorporated:**  Assumption and Carryback  Buyer Contingency  Domestic Water Well  HUD forms  H.O.A.  Lead-Based Paint Disclosure  Additional Clause  On-site Wastewater Treatment Facility

27.  Other: \_\_\_\_\_

19. 28. **Fixtures and Personal Property:** Seller agrees that all existing fixtures on the Premises, and any existing personal property specified herein, shall be included in this sale, including the following:

- 30. • free-standing range/oven
- 31. • built-in appliances
- 32. • light fixtures
- 33. • ceiling fans
- 34. • towel, curtain and drapery rods
- 35. • draperies and other window coverings
- 36. • attached floor coverings
- flush-mounted speakers
- attached fireplace equipment
- window and door screens, sun screens
- storm windows and doors
- shutters and awnings
- draperies and other window coverings
- attached TV/media antennas/satellite dishes
- outdoor landscaping, fountains, and lighting
- water-misting systems
- solar systems
- pellet, wood-burning or gas-log stoves
- smokers
- mailbox
- storage sheds

Initials: \_\_\_\_\_ / \_\_\_\_\_ SELLER / SELLER ARIZONA ASSOCIATION OF REALTORS® Form RPC 505 Initials: \_\_\_\_\_ / \_\_\_\_\_ BUYER / BUYER

PAGE 1 of 9

## TRID Forms Webinar – Review of AAR Revised TRID Forms

Posted on September 18, 2015 by AAR

[Print](#) Print Friendly

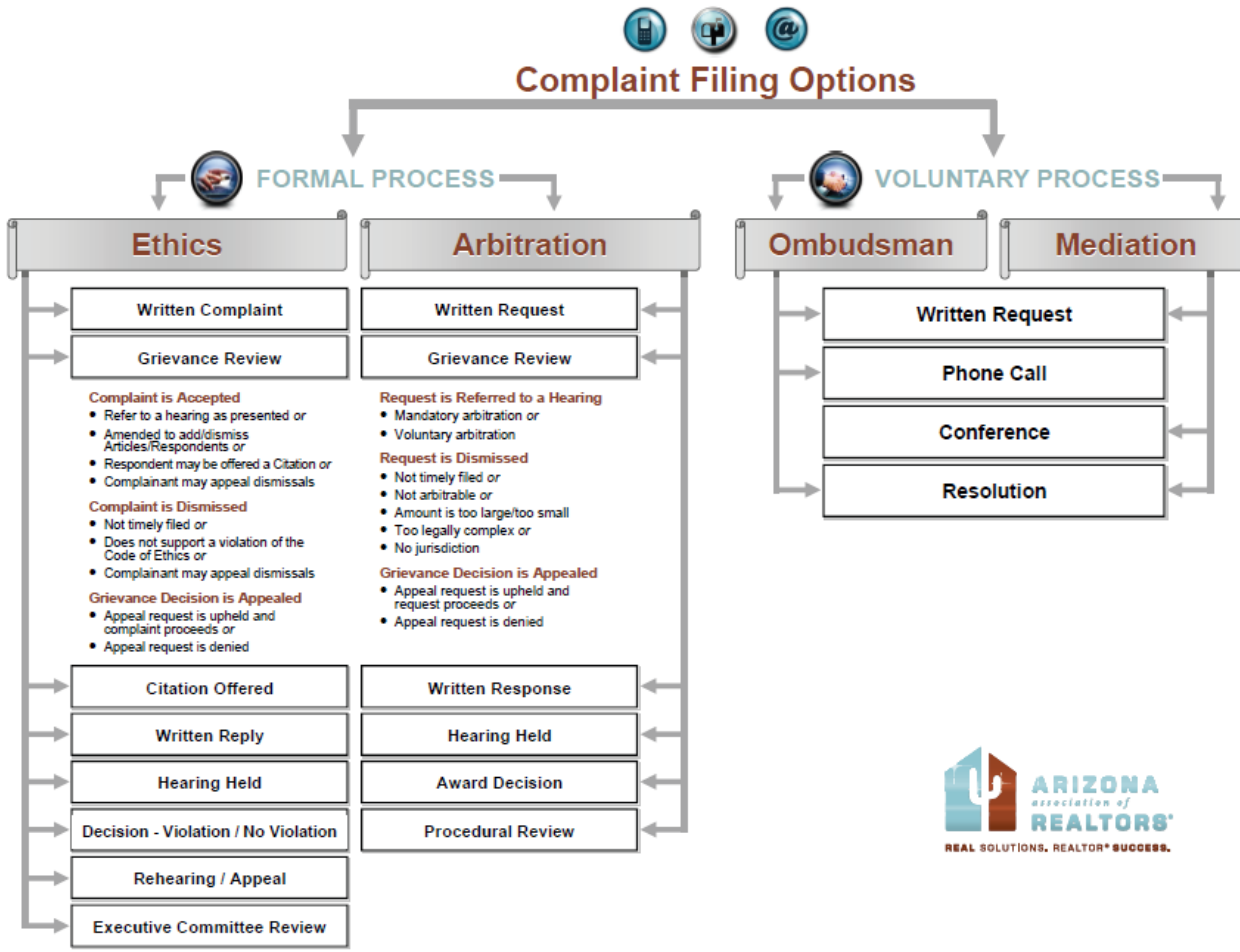
This overview of August 2015 changes to AAR forms to comply with the October 3, 2015, implementation of TRID rules. This webinar is hosted with Martha Appel, Vice President & Designated Broker, Coldwell Banker Residential Brokerage and 2015 AAR Risk Management Committee and with Scott Drucker, Esq., AAR General Counsel.



# Arizona REALTORS®

## Professional Standards & Dispute Resolution

### Complaint Filing Options



**PROFESSIONAL STANDARDS ETHICS COMPLAINT FORM**

The completed portion of this form has been drafted by the Arizona Association of REALTORS®. No modifications are permitted and any changes will result in unenforceable terms not available for consideration by Professional Standards policy and procedures.

Please type and complete the following to assist AAR in processing your ethics complaint.

Date/Time: \_\_\_\_\_

TO THE GRIEVANCE COMMITTEE OF THE ARIZONA ASSOCIATION OF REALTORS® (Complainant(s) alleges) a violation of the Code of Ethics or other membership duty as set forth in the Bylaws of the Association, which (herein) supported by the information contained herein and any attached signed and dated statement.

**1. PARTIES - Complainant(s)** Name(s) of the party(ies) filing the complaint (Complainant(s))

1a. **COMPLAINANT #1**

1. Complainant Name #1: \_\_\_\_\_

If Applicable:  
 Affiliated Firm Name: \_\_\_\_\_  
 Principal Broker Name: \_\_\_\_\_

Will your principal broker join you in this complaint?  Yes  No  
If yes, please ask your broker to sign the 43 of Section 10

2. Send case correspondence to Email Address: \_\_\_\_\_

3. Mailing Address: \_\_\_\_\_

4. Fax: \_\_\_\_\_ 5. Phone: \_\_\_\_\_

1b. **COMPLAINANT #2**

6. Complainant Name #2: \_\_\_\_\_

If Applicable:  
 Affiliated Firm Name: \_\_\_\_\_  
 Principal Broker Name: \_\_\_\_\_

Will your principal broker join you in this complaint?  Yes  No  
If yes, please ask your broker to sign the 43 of Section 10

7. Send case correspondence to Email Address: \_\_\_\_\_

8. Mailing Address: \_\_\_\_\_

9. Fax: \_\_\_\_\_ 10. Phone: \_\_\_\_\_

If you are requesting that case correspondence be sent to more than one address, please list the additional contact information on a separate page, and attach the page(s) to this form.

NOTE: AAR will send all correspondence relating to this complaint to the address above. You must notify AAR in writing of any change in your contact information.

A-1 ARIZONA ASSOCIATION OF REALTORS® FILE# \_\_\_\_\_  
 255 East Osborn Road, Suite 200  
 Phoenix, Arizona 85012

**REQUEST AND AGREEMENT TO ARBITRATE**

The undersigned, by becoming and remaining a member of the Arizona Association of REALTORS® (or Participant in an Arizona REALTOR® MLS), has previously consented to arbitration through the Association under its Rules and Regulations.

I am informed that each person named below is a member in good standing of the Association (or Participant in an Arizona REALTOR® MLS), or was a member of said Association of REALTORS® at the time the dispute arose.

A dispute arising out of the real estate business as defined by Article 17 of the Code of Ethics exists between me (or my firm) and (list all persons and/or firms you wish to name as Respondents to this arbitration):

name	REALTOR® principal	address
name	REALTOR® principal	address
name	REALTOR® principal	address
name	REALTOR® principal	address
name	REALTOR® principal	address

[NOTE: Arbitration is generally conducted between REALTORS® (principal) or between firms comprised of REALTOR® (principal).]

There is due, unpaid and owing to me (or estate) from the above-named persons the sum of \$ \_\_\_\_\_.

My claim is predicated upon the statement attached, marked Exhibit 1 and incorporated by reference into this application. The disputed funds are currently held by \_\_\_\_\_.

Please clearly summarize the reason(s) you believe the Respondent(s) owes you this money below:

NOTE: Supporting documents and evidence should be submitted with this complaint. If evidence and documents supporting your claim are not provided, it is possible that a Hearing Panel may not consider them at a hearing.

I request and consent to arbitration through the Association in accordance with its Code of Ethics and Arbitration Manual (hereinafter, "in accordance with the professional standards procedures set forth in the bylaws of the Association"), and I agree to abide by the arbitration award and to comply with it promptly.

In the event I do not comply with the arbitration award and it is necessary for any party to this arbitration to obtain judicial confirmation and enforcement of the arbitration award against me, I agree to pay the party obtaining such confirmation the costs and reasonable attorney's fees incurred in obtaining such confirmation and enforcement.

I enclose my check in the sum of \$500.00, for the arbitration filing deposit.

I understand that I may be represented by legal counsel, and that I should give written notice no less than fifteen (15) days before the hearing of the name, address, and phone number of my attorney to all parties and the Association. Failure to provide this notice may result in a continuance of the hearing, if the Hearing Panel determines that the rights of the other party(ies) require representation.

Each party must provide a list of the names of witnesses he intends to call at the hearing to the Association and to all other parties not less than fifteen (15) days prior to the hearing. Each party that arranges for his witness to be present on the time and place designated for the hearing. The following REALTOR® (nonprincipal (or REALTOR ASSOCIATE) nonprincipal) affiliated with my firm has a financial interest in the outcome of the proceeding and may be called as a witness, and has the right to be present throughout the hearing:

\_\_\_\_\_  
(NAME OF NONPRINCIPAL REALTOR® AFFILIATED WITH FIRM WITH FINANCIAL INTEREST IN THE OUTCOME.)



# *Arizona REALTORS®*











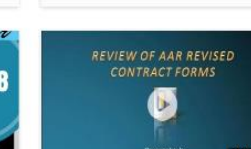

## Ombudsmen & Mediation

- Helped uphold a Supreme Court exemption allowing REALTORS® to serve as mediators as part of AAR professional standards endeavors





# Arizona REALTORS® Webinars – On Demand

 <p>24 days ago</p> <p><b>Property Management Trends 1.13.2016</b></p> <p>Watch Video &gt;</p>	 <p>2 months ago</p> <p><b>Broker University: Unlicensed Activity 12.17.15</b></p> <p>Watch Video &gt;</p>	 <p>2 months ago</p> <p><b>TRID: Part 3 12.15.15</b></p> <p>Part 3 of this 3 part series on TRID with</p> <p>Watch Video &gt;</p>	 <p>2 months ago</p> <p><b>Attracting &amp; Working With Canadian Clients 12.7.15</b></p> <p>Watch Video &gt;</p>
 <p>3 months ago</p> <p><b>Broker University: E&amp;O, Safe Record Keeping 11.19.2015</b></p> <p>Watch Video &gt;</p>	 <p>3 months ago</p> <p><b>Part 2: TRID Q&amp;A 11.17.2015</b></p> <p>Watch Video &gt;</p>	 <p>4 months ago</p> <p><b>Part 1: Clearing Up The TRID Rumors 10.20.2015</b></p> <p>Watch Video &gt;</p>	 <p>4 months ago</p> <p><b>Broker University: Building Teams 9.24.2015</b></p> <p>Watch Video &gt;</p>
 <p>Sept 8</p> <p>1:53:47</p>	 <p>Sept 8</p> <p>1:01:02</p>	 <p>REVIEW OF AAR REVISED CONTRACT FORMS</p> <p>48:52</p>	 <p>FROM EMPLOYEE FIRES TO BOMBS... ARE YOU RECORDS READY?</p> <p>1:00:19</p>



# Arizona REALTORS® MLS Connect

- Improved data collected by MLSConnect® to include the license numbers for agent & firm for TRID compliance

Update From MLS

Step 1: Choose MLS

MLS Name: ARMLS

MLS User ID: Password:

MLS User ID and Password may be case sensitive.

Step 2: Find Property

Listing Type: Residential

MLS Listing ID: Include Property Photo Find

Address: City: State: Postal Code: Property Type:

Listing ID: Listing Price: Listing Status: Date: Agent ID:

Import Close



# Arizona REALTORS®

## Transaction Management Information



### Transaction Management Comparison Matrix

Contact Name	Contact Phone	File Creation	Templating	Notifications	File Access Control	Audit Trail Integrity	Broker Review	Broker Dashboard	Tasks	Pricing	Document Upload	Esigning	Mobile Friendly	AZ Companies Currently Using	Custom Branding
Sales	877-720-2040	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes	Yes	Yes	No	Tiered based on agent count	Email/Fax/Direct/Drag & Drop	Yes; DocuSign	Yes	Please contact DocuSign	Yes
Nick Trotta	513-246-0984	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes; Version NOW Technology	Yes	Yes, plus API, SSO & customization	Yes	Tiered based on agent count	Email/Scan/Fax/Direct/ Drag & Drop	Yes; proprietary	Yes	Keller Williams Call for more!	Yes
Sales	866-279-9653	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Tiered based on agent count	Direct	No	No	Yes; please contact Lone Wolf for details	Yes
Vince Muscat	602-549-9361	Broker/Agent/Transaction Coordinator	Yes; dynamically built	Yes	Yes	Yes, with full document versioning	Yes	Yes; plus broker notification	Yes	Flat rate or per file closed	Email/Scan/Fax/Direct plus Split-Merge	Integrated with GoPaperless	Tablet	Yes; please contact PaperFree Agent for details	Yes
Ramu Tremblay	408-384-8152	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes	Yes	Yes	Yes; relative due to date triggers	Tiered based on new files created/ no setup fee/ no long-term contract	Email/Scan/Direct/Dropbox	Integrated with DocuSign	Browser based with responsive design	Please contact Paperless Pipeline	Yes
Randy Toby	248-381-1573	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes	Yes	Customizable	Yes	Flat rate	Email/Scan/Fax/Direct	Integrated with DocuSign	Yes	Please contact RealtyCommander	Yes
Mark Thomas	415-572-5334	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes	Yes	Yes; plus broker notification	Yes	Tiered based on agent count	Email/Direct	Yes; proprietary	Tablet-yes Phones-soon	Cactus Mountain Properties, Green Street Realty, and several others	Can Build upon request
Sales	888-318-2660 Ext. 565	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes	Yes	Yes; limited to transaction level info	Yes	Tiered based on number of agents using system	Email/Scan/Fax/Direct/zipform*	Integrated with DocuSign & Digital Ink via zipform*	Yes	Please contact Relay	Yes
Jesse Long	415-240-4706	Broker/Agent/Transaction Coordinator	Yes	Yes	Yes	Yes, with email and text message tracking	Yes	Yes, with AZ specific compliance features and Lonewolf Integration	Yes	Tiered based on agent count	Email/Scan/Fax/Direct	Yes; proprietary	Yes	DPK Realty, West USA, RE/MAX Fine Properties, plus 50+ more brokerages...	Yes, at no extra cost



**Column Legend:**

- File Creation** Individuals who are permitted to open/create a new file in the system.
- Templating** The ability to apply predetermined content/activity to a file which saves time.
- Notifications** The ability for the system to send individuals notifications via email or text for tasks or deadlines.
- File Access Control** The ability for the broker to determine who can access the file or portions of the file.
- Audit Trail Integrity** The system keeps a record of all activity on the file and the record cannot be edited or deleted.
- Broker Review** The ability for a broker to look at or "review" a document which is documented in an audit trail.
- Broker Dashboard** Functionality allowing broker to see across all files using metrics alerting broker to pending tasks.
- Tasks** The ability for the system to list, monitor and mark complete activities on part of the agents and broker.
- Pricing** The general pricing structure charged to the broker for using the system.
- Document Upload** The methods by which an individual gets a document into the system.
- Esigning** The methods by which documents can be sent directly from the system for electronic signing.
- Mobile Friendly** Whether the system is compatible with tablets and smart phones.
- AZ Companies Currently Using** References of current Arizona companies using the system.
- Custom Branding** Broker can have company branding appear to agents using the system.

Any transaction management system is acceptable by ADRE. The difference between systems is how much work does a broker need to do to stay in compliance; some systems do more to keep the broker in compliance than others.

Refer to ADRE SPS 2010.01 for detailed information on requirements for electronic storage.  
All information above was obtained directly from representatives of each system.





# Arizona REALTORS®

## Exceeding REALTOR Party Goals

# REALTOR® Action Center

REALTOR® Party ▾

RPAC ▾

For REALTORS® ▾

For Associations ▾

### WHAT DOES RAPAC DO FOR ME?

I currently make:

50000

in commissions each year.  
RAPAC saved me \$2800.00

...by defeating attempts to place a sales tax on my commission.

The highest sales price I negotiated for my clients was:

300000

RAPAC saved my clients \$6600.00

...by passing a Constitutional Amendment banning ANY real estate transfer tax. Sellers could have paid as much as 2.2% of the final sales price in taxes.

**INVEST IN RAPAC NOW**



### YOUR BEST INVESTMENT IN REAL ESTATE

**FINANCES RAISED**

**SAVED**  **HOMEOWNERS OVER \$20.2 MILLION BY PRESERVING THE HOMEOWNER'S REBATE**

**RAPAC RAISED \$577,769.50** IN 2015, A 34.1% INCREASE OVER 2014

**LEGISLATIVE IMPACT**

**OVER 1200 BILLS REVIEWED AND POSITIONS TAKEN EACH LEGISLATIVE YEAR**

**23 REALTOR MEMBERS SERVE ON THE 2016 ARIZONA REALTORS' LEGISLATIVE COMMITTEE**

**TO BECOME MAJOR DIVESTORS IN RAPAC IN 2015...**

**155 INDIVIDUALS CONTRIBUTED \$1,000 AND UP**

**66.7% INCREASE FROM LAST YEAR TOTALING 231,943.39**

**21.12% OF REALTORS® PARTICIPATED IN RAPAC IN 2015 BENEFITTING 50% OF REALTORS®**

**VICTORY!**

**81 OF 84 ARIZONA REALTORS' ENDORSED CANDIDATES WERE VICTORIOUS IN THE 2016 ELECTION WITH A 96.4% SUCCESS RATE**

**PASSED SENATE BILL 1368**

**PREVENTED REQUIRING OF ADDITIONAL BUSINESS LICENSES FOR REALTORS®**

**ARIZONA REALTORS' REAL SOLUTIONS REALTOR® SUCCESS**

**255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012**  
Telephone: 602.248.7787 • Toll-free in AZ: 800.426.7274 • Fax: 602.351.2474  
www.aaronline.com

Facebook: facebook.com/azrealtors Twitter: twitter.com/azsuccess YouTube: youtube.com/azrealtors LinkedIn: linkedin.com/company/arizona-association-of-realtors



ARIZONA REALTORS® — RPAC PLATINUM R  
AAR'S BEST INVESTMENT IN REAL ESTATE

# Arizona REALTORS®

## Working for Private Property Rights

ARIZONA ASSOCIATION OF REALTORS®

# REALTOR DAY at the Capitol

Your Involvement Makes the Difference!

ARIZONA REALTORS®

Digital Displays

PHOTO BY MICHAEL GOODMAN FOR THE ARIZONA ASSOCIATION OF REALTORS®

ARIZONA REALTORS®

The Arizona REALTORS® were successful in protecting Arizona homeowners and businesses during the 2018 Arizona legislature's budget cuts. Each year the state rebates up to \$600 to individual homeowners to offset their property taxes. When this rebate was threatened, the Arizona REALTORS® successfully saved homeowners millions of dollars by protecting the rebate from state budget cuts.

**SIGNED BY THE GOVERNOR.**

**What This Victory Means for You...**  
Saves Arizona homeowners over \$20.2 million dollars by protecting the homeowners rebate from cuts in the state budget.

**Arizona REALTORS® successfully fought to defeat the legislation that would end the homeowners rebate. A win for homeowners and a win for RAPAC!**

Special thanks to Senate President Andy Biggs and Speaker of the House David Gowan for their help in defeating this provision in the budget.

ARIZONA REALTORS®

### SB 1342

Responsibility of Payment; Utility Services

Prohibits certain fees for residential services to be charged to anyone other than a person who physically resides at the property and who receives the services.

**SIGNED BY THE GOVERNOR.**

**What This Victory Means for You...**  
Saves homeowners and landlords money by prohibiting fees for residential utility services they did not receive.

**Members Who Supported AAR by Vi**

**House of Representatives**

- |                      |                  |
|----------------------|------------------|
| John Allen           | Rick Gray        |
| Bonnie Burton        | Anthony Kim      |
| Soney Bonelli        | Jay Lawrence     |
| Thomas "Shay" Bowers | Vince Leach      |
| Paul Boyer           | David Livingston |
| Ned W. Campbell      | Phil Love        |
| Reggie Cobb          | J.D. Measrod     |
| Doug Coleman         | Darin Mitchell   |
| Katie Fann           | Steve Montenegro |
| Eddie Farnsworth     | Jill Norgard     |
| Mark Fishback        | Justin Olson     |
| David Gowan          | Warren Peterson  |

**Senate**

- |              |                  |
|--------------|------------------|
| Sylvia Allen | David Farnsworth |
| Nancy Giffin | Gail Griffin     |
| Andy Biggs   | John Kavanagh    |
| Judy Burgess | Debbie Leabo     |
| Jeff Duda    | Barbara McGuire  |
|              | Don Shooter      |

ARIZONA REALTORS®

### SB 1368

Municipalities; Additional Business Licenses; Prohibition

Prohibits cities and towns from requiring real estate brokers or salespersons to obtain any additional business licenses.

**SIGNED BY THE GOVERNOR.**

**What This Victory Means for You...**  
Saves REALTORS® between \$20 - \$500 per business license when they conduct business within various municipalities.

**Members Who Supported AAR by Voting for SB 1368**

**House of Representatives**

- |                           |                        |                      |
|---------------------------|------------------------|----------------------|
| John Christopher Ackerley | Randall Frisco         | Julia Olson          |
| John B. Allen             | Rosemary Galandina     | Lisa A. Orsted       |
| Lela Almon                | Sally Ann Gonzalez     | Warren H. Peterson   |
| Richard C. Bradford       | David M. Graham Sr.    | Franklin H. Pratt    |
| Bonnie Burton             | Rick Gray              | Rebecca Rice         |
| James C. Bullock          | Robert Ryan            | Tom Riven            |
| Soney Bonelli             | Anthony Kim            | Bob Robson           |
| Thomas "Shay" Bowers      | Jonathan L. Larkin     | Michael Scudato      |
| Paul Boyer                | Jay Lawrence           | Andrew C. Skarason   |
| Andy Biggs                | Yvonne Smith           | Thomas "L.J." Slagle |
| Ned W. Campbell           | David Livingston       | Victoria Steele      |
| Mark A. Coleman           | Phil Love              | Paul Tamm            |
| Heather Corbin            | Shirlean Mack          | Bob Tamm             |
| Ken Clark                 | Debbie McElroy Davis   | Rudy Tomasetti       |
| Reggie Cobb               | Paul M. Mendler        | Michelle H. Ugenti   |
| Doug Coleman              | Justin R. "JD" Measrod | Don Volkmeyer        |
| Doug Engstrom             | Eva Meyer              | Jon Wenziger         |
| Karen Fann                | Darin Mitchell         | Bruce Wheeler        |
| Eddie Farnsworth          | Steve Montenegro       |                      |
| Mark Fishback             | Jill Norgard           |                      |

**Senate**

- |                        |                     |                  |
|------------------------|---------------------|------------------|
| Sylvia Allen           | Adam Biggs          | Laura Passerelli |
| Nancy Giffin           | Steve Burke         | Martha Ocasio    |
| Carlye Berger          | David C. Farnsworth | Don Shooter      |
| Jeff Duda              | Gail Griffin        | Steve Smith      |
| David Bullock          | Katie Hubbs         | John Wenziger    |
| John Burgess           | Debbie Leabo        | Steve Yarbrough  |
| Olivia Caputo Bradford | Barbara McGuire     | Kimberly Yee     |
| Lupe Castaneda         | Robert Metz         |                  |
| Andrea Dutesund        | Collette Miranda    |                  |
| Jeff Duda              |                     |                  |

April 28 Rays 1 Not Voting 1

April 28 Rays 0 Not Voting 2

REALTOR® DAY AT THE CAPITOL LUNCHEON



# *Arizona REALTORS® New & Improved Forms*



- Revised and released an updated HOA Condominium/Planned Community Addendum in conjunction with the Arizona Association of Community Managers





# Arizona REALTORS® Remote Education

2015 EDUCATION CALENDAR		GRADUATE, REALTOR® INSTITUTE	
<b>JANUARY</b>			
GRI: The Contract Class	January 13-14	Phoenix	
REBAC: SIS	January 15-16	Scottsdale	
CRMAS: Federal Legal Issues	January 30	WEMAR	
GRI: Transaction Technology	January 30	Prescott	
<b>FEBRUARY</b>			
NAR's Green Designation #1	February 5	AAR (Remote)	
GRI: Risk Management	February 9-10	Lake Havasu	
GRI: Agency	February 11	Phoenix	
NAR's Green Designation #2	February 12	AAR (Remote)	
REBAC: RSPS	February 12	Scottsdale	
GRI: Safe Real Estate	February 12	United Brokers Grp.	
GRI: Financing	February 13	Scottsdale	
REBAC: IRPH	February 13	WEMAR	
GRI: Market Essentials	February 17	Tucson	
CRMAS: Claims & Remedies	February 18	AAR (Remote)	
GRI: Transaction Technology	February 19	WEMAR	
NAR's Green Designation #3	February 19	AAR (Remote)	
GRI: Market Essentials	February 22	SEVRAR	
GRI: Risk Management	February 25-26	Phoenix	
REBAC: SRES	February 26-27	Bullhead City	
CRMAS: Essential Skills	February 27	Scottsdale	
<b>MARCH</b>			
REBAC: Military Relocation	March 6	WEMAR	
GRI: Financing	March 10	Phoenix	
CRMAS: Agency	March 18	AAR (Remote)	
GRI: Transaction Technology	March 13	SEVRAR	
REBAC: Marketing Reboot	March 13	Scottsdale	
GRI: Effective Strategies	March 17	Tucson	
REBAC: SRES	March 19-20	Scottsdale	
GRI: Effective Strategies	March 23	AAR (Remote)	
GRI: Agency	March 24	Scottsdale	
GRI: The Contract Class	March 26-27	WEMAR	
<b>APRIL</b>			
GRI: Safe Real Estate	April 7	Phoenix	
GRI: Financing	April 10	SEVRAR	
Property Management B.C.	April 10	WEMAR	
GRI: Market Essentials	April 17	Scottsdale	
GRI: Financing	April 20	Lake Havasu	
CRMAS: Agency	April 22	SEVRAR	
REBAC: SRS	April 23-24	WEMAR	
GRI: Risk Management	April 25-24	Prescott	
GRI: Transaction Technology	April 25	Scottsdale	
REBAC: Marketing Reboot	April 27	AAR (Remote)	
REBAC: SRS	April 27-28	SEVRAR	
GRI: Market Essentials	April 28	Prescott	
GRI: Financing	April 29	Tucson	
GRI: Agency	April 30	Northern AZ	
GRI: Risk Management	April 30-May 1	Scottsdale	
CRMAS: Mastering the Res.	April 30-May 1	SEVRAR	
<b>MAY</b>			
REBAC: SRES	May 7-8	SEVRAR	
REBAC: e-PRO	May 15	Scottsdale	
CRMAS: Federal Legal Issues	May 19	Phoenix	
GRI: The Contract Class	May 19-20	Western Final	
REBAC: ABR Core Class	May 20-21	WEMAR	
The Power Negotiator's Playbook	May 21	SEVRAR	
REBAC: RSPS	May 22	WEMAR	
GRI: Transaction Technology	May 28	Tucson	

Updated 3/4/2015

- Brought Broker Management Clinics, GRI and CRMAS classes to members in 11 local associations using our Remote Live Streaming system



# **Arizona REALTORS® 2015 REALTOR® Champions**

- **Trained all local associations in how to choose a REALTOR® Champion and the available REALTOR® Party Grants available for their use**



# Arizona REALTORS® Education



*Education Outreach/Remote Programs*





# *Arizona REALTORS® FORWARD FORECAST Summit*

**FORWARD** FORECAST<sup>2016</sup>

Featuring Nobu Hata from NAR plus three major economists: Jonathan Smoke, Lawrence Yun and Elliot Eisenberg



# Arizona REALTORS® conferences

**RELEASE THE FIRE WITHIN**

**ARIZONA ASSOCIATION OF REALTORS®**  
REAL SOLUTIONS. REALTOR® SUCCESS.

**2016 SPRING CONVENTION**  
MARCH 29 - APRIL 1, 2016 | PRESCOTT RESORT  
[CLICK HERE FOR DETAILS](#)

Logos for Arizona Association of Realtors, National Association of Realtors, and the Realtor logo.

ARIZONA REALTORS®

**LEADERSHIP**

**2015 CONFERENCE**

CONNECTING LEADERS TOGETHER

Background image showing silhouettes of people in a meeting with a torch.

**ARIZONA ASSOCIATION OF REALTORS®** + **ARIZONA MORTGAGE LENDERS ASSOCIATION** + **ASEA**

REALTORS®... MORTGAGE LENDERS... ESCROW AGENTS... ALL WORKING TOGETHER!

**INDUSTRY PARTNERS CONFERENCE**

Logos for AAR, AMLA, and ASEA.



# ***Arizona REALTORS® 2015 Accomplishments***

- Evaluated Reserve accounts and investment firms to implement a new Investment Policy**





# *Arizona REALTORS® Core Standards*

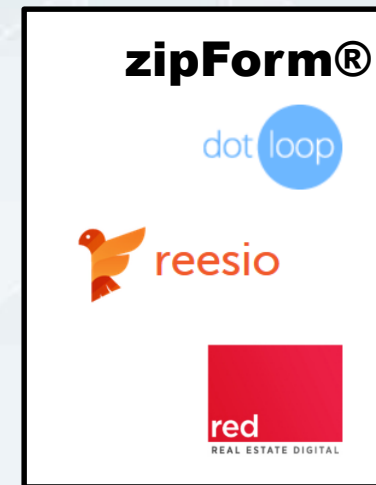
- **Completed NAR Core Standards certifications for all associations**

Core Standards for State and Local Associations



# Arizona REALTORS® Forms Licensing

- Approved two new companies for forms licensing (Reesio & Real Estate Digital)



# **Arizona REALTORS®**

***Protecting Association Assets***

## **Securing new tenants and making Building improvements**



# *Arizona REALTORS® Governing Documents*

*Governed by a 121 Member Board of Directors  
and  
15 Member Executive Committee*



- **Revised AAR's Bylaws for consistency, clarity and conformity to existing practice**







**IMPROVED  
AARONLINE.COM**  
(Search) (Subscriptions)  
(Have You Seen...?)

**ARIZONA**  
*association of*  
**REALTORS®**  
**TOP 10**  
**ACCOMPLISHMENTS**  
**2015**



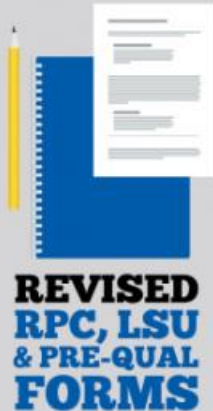
**RETAINED PR FIRM**  
(BigYAM to Help Coordinate  
Consumer Outreach and Promote  
REALTOR® Value)

 **TechHelpline**  
Your personal tech support team  
(Tech Helpline Begins in 2016 as a Member Benefit)

**RAPAC  
RAISED**  
**\$577,769.50**  
IN 2015, A 34.16%  
INCREASE OVER 2014



**PASSED  
SENATE BILL  
1368**  
**PREVENTED**  
REQUIREMENT OF ADDITIONAL  
BUSINESS LICENSES  
FOR REALTORS®



**REVISED  
RPC, LSU  
& PRE-QUAL  
FORMS**



**155** INDIVIDUALS  
CONTRIBUTED  
**\$1,000** AND UP  
EXCEEDED THE NAR  
MAJOR INVESTOR  
GOAL BY 28%



**1ST ANNUAL  
COMMUNITY OUTREACH  
AWARDS**  
(5 Grants in 2015 Foundation Challenge)



**SAVED**  
HOMEOWNERS OVER  
**\$20.2 MILLION**  
(By Preserving the Arizona  
Homeowner's Rebate)



**PREPARED  
REALTORS® FOR  
TRID IMPLEMENTATION**  
(Industry Partners Conference)  
(New Courses) (New Forms)



AgentSafetyAlert.com  
**LAUNCHED ASAP**  
(Text-based System to Alert  
REALTORS® of Safety Threats)

