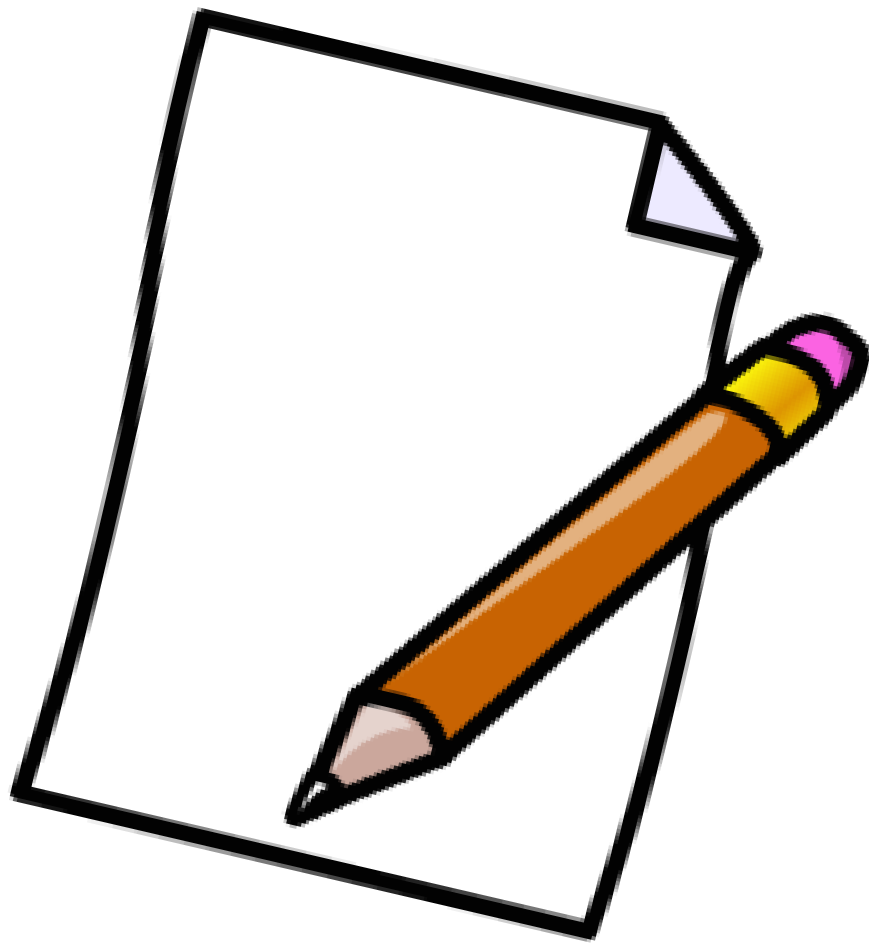


A satellite view of Earth showing the Americas and surrounding oceans. The image is a composite of two satellite images, one above and one below, showing the same region from different perspectives. The text "A World Without AAR" is overlaid in the center.

**A World Without AAR**





# New & Revised FORMS ARE HERE!



## RESIDENTIAL RESALE REAL ESTATE PURCHASE CONTRACT

The printed portion of this contract has been approved by the Arizona Association of REALTORS® ("AAR"). This is intended to be a binding contract. No representation is made as to the legal validity or adequacy of any provision or the tax consequences thereof. If you desire legal, tax or other professional advice, consult your attorney, tax advisor, insurance agent or professional consultant.



PAGE 1

### 1. PROPERTY

- 1a. 1. **BUYER:** \_\_\_\_\_ (BUYER'S NAME(S))
2. **SELLER:** \_\_\_\_\_ or  as identified in section 9c.  
(SELLER'S NAME(S))
3. Buyer agrees to buy and Seller agrees to sell the real property with all improvements, fixtures, and appurtenances thereto 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. \_\_\_\_\_
- 1d. 13. **Close of Escrow:** Close of Escrow ("COE") shall occur when the deed is recorded at the appropriate county recorder's office. 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 \_\_\_\_\_, 20\_\_\_\_, COE shall occur on the next day that both are open for business.
18. 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 \_\_\_\_\_ to Escrow Company, in a sufficient amount and in sufficient time to \_\_\_\_\_
- 1e. 21. **Possession:** Seller shall deliver possession, occupancy, access, security system/alarms, and all common area facilities to Buyer. Broker(s) recommend that the parties seek appropriate counsel regarding the risks of pre-possession or post-possession of the Premises.
22. **Addenda Incorporated:**  Assumption and Carryback  Buyer C  
 H.O.A.  Lead-Based Paint Disclosure  Additional Clause   
 Other: \_\_\_\_\_
- 1f. 28. **Fixtures and Personal Property:** Seller agrees that all existing property specified herein, shall be included in this sale, including:
  - 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 speak
  - attached fireplace eq
  - window and door se
  - storm windows and c
  - shutters and awning
  - garage door openers
  - attached TV/media ar

## SELLER WARRANTIES IN THE AAR RESIDENTIAL RESALE REAL ESTATE PURCHASE CONTRACT

PAGE 2

### REFERRAL FEE AGREEMENT



The printed portion of this form has been drafted by the Arizona Association of REALTORS®. Any change in the printed language of this form must be made in a prominent manner. No representations are made as to the legal validity, adequacy and/or effects of any provision, including tax consequences thereof. If you desire legal, tax or other professional advice, please consult your attorney, tax advisor or professional consultant.



#### ORIGINATING BROKERAGE

1. Brokerage: \_\_\_\_\_ (If applicable)
2. Referring Agent: \_\_\_\_\_ Agent Code: \_\_\_\_\_ (If applicable)
3. Agent's Office Address: \_\_\_\_\_
4. City: \_\_\_\_\_ State/Prov.: \_\_\_\_\_ Zip/PC: \_\_\_\_\_ Country: \_\_\_\_\_
5. Agent's Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

#### RECEIVING BROKERAGE

8. Brokerage: \_\_\_\_\_ (If applicable)
9. Receiving Agent: \_\_\_\_\_ Agent Code: \_\_\_\_\_ (If applicable)
10. Agent's Office Address: \_\_\_\_\_
11. City: \_\_\_\_\_ State/Prov.: \_\_\_\_\_ Zip/PC: \_\_\_\_\_ Country: \_\_\_\_\_
12. Agent's Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

#### CLIENT INFORMATION

14. Name(s): \_\_\_\_\_
15. Address: \_\_\_\_\_
16. City: \_\_\_\_\_ State/Prov.: \_\_\_\_\_ Zip/PC: \_\_\_\_\_ Country: \_\_\_\_\_
17. Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_
18. Initial Referral Status of Client:  Buyer  Seller  Other \_\_\_\_\_
19. Referral's Best Time to Call: \_\_\_\_\_
20. \_\_\_\_\_

#### TERMS & CONDITIONS

21. Referral Fee: In consideration for receipt of the referral of Client, Receiving Brokerage agrees to pay Originating Brokerage \_\_\_\_\_ % of the total gross commission earned by Receiving Brokerage (based upon Client's actual transaction), OR \$ \_\_\_\_\_ ("Referral Fee"). Along with payment of Referral Fee, Receiving Brokerage shall \_\_\_\_\_
22. Originating Brokerage:  Final settlement/closing statement  Escrowed lease agreement  Other \_\_\_\_\_
23. Additional Terms and Conditions of Referral Fee: \_\_\_\_\_
24. \_\_\_\_\_
25. \_\_\_\_\_
26. \_\_\_\_\_
27. \_\_\_\_\_
28. Term: This Referral Fee Agreement shall commence on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, and shall terminate on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_ ("Term"). If Client is party to a fully executed purchase contract or agreement prior to expiration of the Term, Referral Fee will be paid regardless of the closing/settlement date.
29. Conditions of Payment: Subject to Originating Brokerage's compliance with the terms and conditions set forth herein, Referral Fee shall be paid by Receiving Brokerage to Originating Brokerage within ten (10) calendar days OR \_\_\_\_\_ calendar days after the date the commission is received by Receiving Brokerage. Referral Fee shall be paid on:  Any and all successful transactions involving Client during the Term  Only the first successfully completed transaction involving Client during the Term  Other \_\_\_\_\_

Referral Fee Agreement - October 2014  
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Page 1 of 2

Arizona Association of REALTORS®

### SELLER FINANCING ADDENDUM CREDIT TRANSACTION SECURED BY A DWELLING SELLER PROVIDING FINANCING FOR ONLY ONE RESIDENTIAL PROPERTY IN ANY 12-MONTH PERIOD

The printed portion of this form has been drafted by the Arizona Association of REALTORS®. Any change in the printed language of this form must be made in a prominent manner. No representations are made as to the legal validity, adequacy and/or effects of any provision, including tax consequences thereof. If you desire legal, tax or other professional advice, please consult your attorney, tax advisor or professional consultant.

Page 1 of 2



Any person who is not a member of the Arizona Association of REALTORS® who is not a member of the Arizona Association of REALTORS® shall not be permitted to use this form. Any change in the printed language of this form must be made in a prominent manner. No representations are made as to the legal validity, adequacy and/or effects of any provision, including tax consequences thereof. If you desire legal, tax or other professional advice, please consult your attorney, tax advisor or professional consultant.

Page 1 of 3  
Document Specific  
JANUARY 2014



### RESIDENTIAL BUYER'S INSPECTION NOTICE AND SELLER'S RESPONSE

### RESIDENTIAL BUYER'S INSPECTION NOTICE AND SELLER'S RESPONSE

The printed portion of this form has been drafted by the Arizona Association of REALTORS®. Any change in the printed language of this form must be made in a prominent manner. No representations are made as to the legal validity, adequacy and/or effects of any provision, including tax consequences thereof. If you desire legal, tax or other professional advice, please consult your attorney, tax advisor or professional consultant.

1. Contract dated: \_\_\_\_\_
2. Seller: \_\_\_\_\_
3. Buyer: \_\_\_\_\_
4. Premises Address: \_\_\_\_\_

### BUYER INSPECTIONS AND INVESTIGATIONS COMPLETED (See Section 6j)

- Buyer has completed all desired Inspection Period items, such as:
- (a) physical, environmental, and other inspections and investigations;
  - (b) inquiries and consultations with government agencies, lenders, insurance agents, architects, and other persons and entities;
  - (c) investigations of applicable building, zoning, fire, health, and safety codes;
  - (d) inquiries regarding sex offenders and the occurrence of a disease, natural disaster, suicide, homicide or other crime on the Premises or in the vicinity;
  - (e) inspections and investigations pertaining to square footage, wood-detraining organisms or insects, sewer, flood hazard, swimming pool barriers, and insurance; and
  - (f) inspections and investigations of any other items important to the Buyer.
- Buyer has verified all information deemed important including:
- (a) MLS or listing information; and
  - (b) all other information obtained regarding the Premises.

#### Buyer acknowledges that:

- (a) All desired Inspection Period inspections and investigations must be completed prior to delivering this notice to Seller.
- (b) All Inspection Period items disapproved must be provided in this notice.
- (c) Items disapproved shall not include warranted items (see page 2 regarding notice of non-working warranted items).
- (d) Buyer's selection is limited to the options specified below.

Initials: \_\_\_\_\_

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PAGE 1 of 9

# Revised Forms to Ensure TRID Compliance



## 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 and incidental thereto, plus the personal property described herein (collectively the "Premises").

4. Premises Address: \_\_\_\_\_ Assessor's #: \_\_\_\_\_

5. 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 \_\_\_\_\_, 20\_\_\_\_ ("COE Date"), COE shall occur on the next day that both are open for business.

18. 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. **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. **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	• flush-mounted speakers	• outdoor landscaping, fountains, and lighting
31. built-in appliances	• attached fireplace equipment	• water-misting systems
32. light fixtures	• window and door screens, sun screens	• solar systems
33. ceiling fans	• storm windows and doors	• pellet, wood-burning or gas-log stoves
34. towel, curtain and drapery rods	• shutters and awnings	• timers
35. draperies and other window coverings	• garage door openers and controls	• mailbox
36. attached floor coverings	• attached TV/media air/mass/satellite dishes	• 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.







# Providing Business Tools

zipForm Plus 



 eSign



# Helping Members With Business Tools Support

Business Services from the  
Arizona Association of REALTORS®



## 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

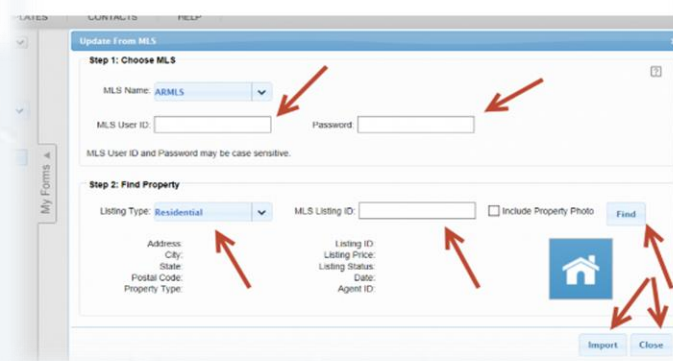
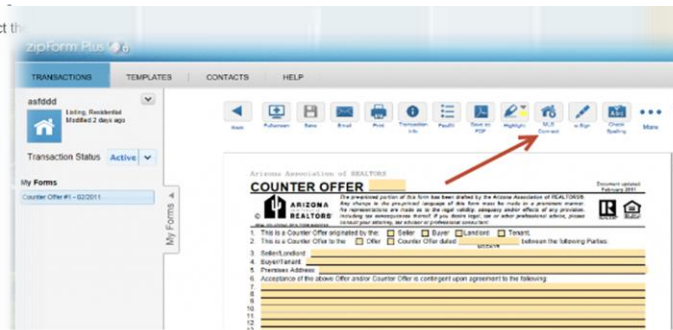
Watch eSign Videos

How to use AAR eSign

Watch Combined Videos (YouTube Playlist)

Watch Combined Videos (YouTube Playlist)

## zipForm® Tips – Using zipFormMLS-Connect®







# Tech Helpline

to the member's rescue

## 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

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Sat: 7 a.m. - 3 p.m.

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



REAL SOLUTIONS. REALTOR® SUCCESS.

## 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



# Providing Unbiased 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	DRR 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.





I'M FROM THE  
GOVERNMENT,  
I'M HERE  
TO HELP



The most terrifying words in the English Language

# Working Together as the REALTOR® Party

## REALTOR® Action Center

REALTOR® Party ▾ RPAC ▾ For REALTORS® ▾ For Associations ▾

WHAT DOES **RAPAC** DO FOR ME?

I currently make:

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:  
 x

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

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

**FINANCES RAISED**

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

**RAPAC RAISED \$577,769.50** IN 2015, A 3416% INCREASE OVER 2014

**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 100% OF REALTORS®

**LEGISLATIVE IMPACT**

**VICTORY!**

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

**81 OF 84** ARIZONA REALTORS® ENDORSED CANDIDATES WERE VICTORIOUS IN THE 2015 ELECTION A **96.4% SUCCESS RATE**

**PASSED SENATE BILL 1368**

**23R REALTOR® MEMBERS SERVED** ON THE 2016 ARIZONA REALTORS® LEGISLATIVE COMMITTEE

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

**ARIZONA ASSOCIATION OF REALTORS®**  
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 Telephone: 602.248.7787 • Toll-free in AZ: 800.426.7274 • Fax: 602.351.2474  
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Facebook: facebook.com/surrealtors Twitter: twitter.com/surrealtors YouTube: youtube.com/surrealtors LinkedIn: linkedin.com/company/arizona-association-of-realtors



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

# Protecting Private Property Rights



## SB1482

**Homeowners' Associations Amendments; Omnibus**

Outlines lawful actions a property management company can take on behalf of an association (HOA) and establishes rental rights of tenants, and property owners in condominium and planned community HOAs.

**SIGNED BY THE GOVERNOR.**

**What does this Victory Mean for You...**

Allows a property owner, through a written designation, to authorize a third party (REALTOR®/property manager) to act as their agent with respect to all HOA matters regarding the rental property.



## 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.



## HB2477

**Homeowners' Associations; Transfer Fees; Exemption**

Exempts owners and associations from providing the resale disclosure information required by statute if the transfer is a conveyance by recorded deed if the deed bears an exception which covers transfers for only nominal actual consideration between family members or for no consideration or nominal consideration between companies or entities with common ties.

**SIGNED BY THE GOVERNOR.**

**What does this Victory Mean for You...**

Saves you and your clients time and money by prohibiting additional transfer fees when transferring a deed between family members.

**Members Who Supported AAR by Voting for HB 2477**

HOUSE OF REPRESENTATIVES	
John Allen	Lewis
Lisa Alston	Rick
Brenda Barton	Alber
Gene Bensch	John
Adam Chase	Adam
Chad Conrad	James
Kate Brady McGee	David
Mark A. Cardone	Dusty
Harold Carter	David
Danien Clines	Phil
Isaac Coleman	Shel
Laura Chavis Carter	Dusti
Jeff Cook	James
Juan Carlos Cosentino	J.J. A
Kevin Egan	Eric
Edie Farnsworth	Cathy
Thomas Fenech	Leslie
Raymond Gubelin	Shawn
Jeffrey Gustafson	Jack
Garie Gustafson	Shawn
	AYES: 8

SENATE	
Nancy Riffe	Shawn
Justin Riffe	David
Carlye Rogers	Carl
David Rueden	Leslie
John Rupp	John
Chickie Sigler Hufford	Randy
Clayton Dunsford	Alvin
Adam Strigo	Robin
	AYES: 8

## SB1303

**Property Valuation: Class Six**

Provided a dramatic tax reduction to one top-profit regionally assessed residence of higher valuation. The tax reduction would have decreased the residential real and personal property tax to Class 6 (assessed at 5% from Class 1 (assessed at 19.5%)). Homeowners are in Class 3 (assessed at 10%). The result would have shifted the tax burden onto the backs of homeowners in the form of increased property taxes.

**AAR SUCCESSFULLY FOUGHT TO DEFEAT THIS LEGISLATION.**

**A win for homeowners and a win for RAPAC!**

**What does this Victory Mean for You...**

Maintains the current property tax rate for regionally accredited for-profit institutions of higher education, and protects the current rate for homeowners. Saves you and the homeowner money.

*Thank You!* from

Special thanks to Representative Bruce Wheeler, Representative Bob Robson, Representative Edie Farnsworth and Representative Martin Quezada for their help in defeating the legislation in the House of Representatives.

Special thanks to Senator Anna Tour and Senator John McCortish for their help in defeating the legislation in the Senate.





# *Educating Politicians*

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

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



# Endorsing REALTOR® Party Candidates

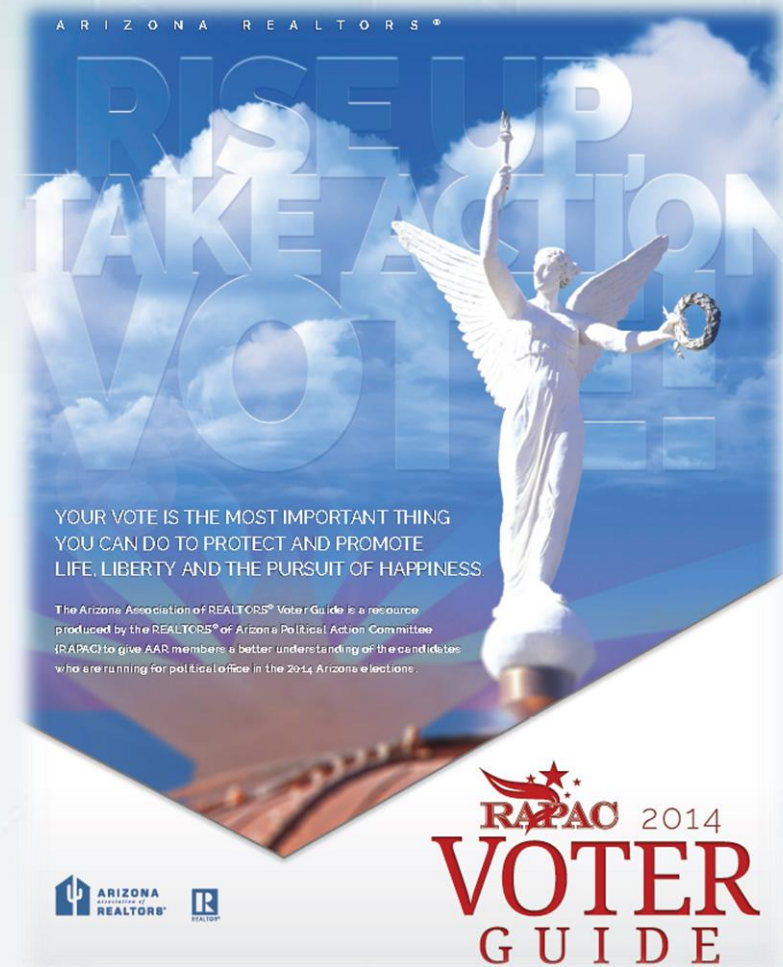
## Arizona Association of REALTORS® Releases 2014 Endorsements for Legislature

by ADMIN on SEPTEMBER 17, 2014

## Arizona Association of REALTORS® Releases 2014 Endorsements for Legislature

(Phoenix) The Arizona Association of REALTORS®, which represents more than 40,000 real estate professionals, today released its 2014 general election endorsements for the Arizona Senate, House of Representatives and statewide offices. The association is pleased to endorse 30 Senate and 48 House candidates as well as statewide candidates including the governor's office, secretary of state and attorney general's office. [\[click to continue...\]](#)

Tagged as: [legislation](#)



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TAKE ACTION

VOTE

YOUR VOTE IS THE MOST IMPORTANT THING  
YOU CAN DO TO PROTECT AND PROMOTE  
LIFE, LIBERTY AND THE PURSUIT OF HAPPINESS

The Arizona Association of REALTORS® Voter Guide is a resource  
produced by the REALTORS® of Arizona Political Action Committee  
(RAPAC) to give AAR members a better understanding of the candidates  
who are running for political office in the 2014 Arizona elections.

ARIZONA  
ASSOCIATION OF  
REALTORS®

REALTOR®

RAPAC 2014  
VOTER  
GUIDE



# *Saving Homeowners Money*



**AZ Budget**

**ARIZONA**  
association of  
**REALTORS®**  
REAL SOLUTIONS. REALTOR® SUCCESS.

**EQUAL**  
HOUSING  
OPPORTUNITY

**REALTOR®**

*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





# *Saving Members Money*

Saved members  
**\$80-\$150**  
PER CITY/TOWN

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



The graphic features a white house icon with an orange outline on the left, containing the text 'SB 1368' in large orange letters. To the right, the Arizona Association of REALTORS logo is displayed, including the text 'ARIZONA Association of REALTORS' and 'REAL SOLUTIONS. REALTOR® SUCCESS.' along with a small house icon and a stylized 'R' logo. Below the main title, the text 'Municipalities; Additional Business Licenses; Prohibition' is written in black. A photograph of a modern glass skyscraper is visible on the left side of the lower section. The text 'Prohibits cities and towns from requiring real estate brokers or salespersons to obtain any additional business licenses.' is centered in the lower right. Below that, 'SIGNED BY THE GOVERNOR.' is written in orange. At the bottom, 'What This Victory Means for You...' is followed by 'Saves REALTORS® between \$80 - \$150 per business license when they conduct business within various municipalities.'

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



# And so much more . . .

- Arizona could have a real estate **transfer tax** (Prop 100 - 2008)
- Arizona could have a **professional services tax**
- Arizona's **anti-deficiency** law protection could no longer exist.
- **For Sale and For rent signs in HOAs could be** regulated or prohibited (SB 1062 – 2007)
- Open houses could be limited by **HOAs**
- **HOAs** and condos could freely restrict rentals.
- **Dual licensure** would be required to sell a used mobile home (HB 2373 – 2004)
- Limited ability to provide **BPOs** (SB1291 2007)
- Property owners would be liable for the **unpaid water bills of tenants** or prior owners (HB 2193 2011)
- **HOA disclosure fees** would be unlimited (SB 1149)
- Statewide **Earth Fissure maps** would not be available and updated – and real estate licenses would have **more liability** for the issue. (HB 2639 – 2006)
- Sellers would be subject to a host of **unreasonable disclosure obligations**, such as disclosure of the active ingredient in any pesticide used on the property to treat household pests. (HB 2174 – 2002)



**Government**



**Regulations**



# Promoting Fair Regulations



Arizona  
Department  
of Real Estate



TEAM - "Together Everyone Achieves More"

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## 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



Arizona  
Department of  
Financial  
Institutions



REAL SOLUTIONS. REALTOR® SUCCESS

Arizona Association of REALTORS®



August 11, 2014

Bob Stump, Chairman
Gary Pierce, Commissioner
Brenda Burns, Commissioner
Bob Burns, Commissioner
Susan Bitter Smith, Commissioner
Docket Control
Arizona Corporation Commission
1200 West Washington
Phoenix, Arizona 85007

Re: Docket No. E-01345-A-13-0248 – In the Matter of Arizona Public Service Company's Application for Approval of Net Metering Cost Shift Solution

At the July 22, 2014 staff meeting of the Arizona Corporation Commission, a majority of the commissioners voted to reopen Decision No. 74202 for the purpose of considering whether to remove the requirement that Arizona Public Service Company ("APS") file its next general rate case in June 2015. Furthermore, it was discussed at the staff meeting the possible merits of initiating a rate design proceeding.

Letters to the docket regarding the appropriateness of whether APS should be required to proceed with filing its next general rate case in June 2015 is an issue that the Arizona Association of REALTORS® hasn't taken an official position to date. In addition, as of the



August 27, 2015

VIA EMAIL and FIRST CLASS MAIL

Commissioner Judy Lowe
Arizona Department of Real Estate
2910 North 44th Street, Suite 100
Phoenix, Arizona 85018

Re: Property Management Agreements with Automaage Thumbnails: Go to specific pages using thumbnail images

Dear Commissioner Lowe:

As you know, Arizona REALTORS® comprise Arizona. Therefore, we strive to promote open common Real Estate (ADRE).

I am writing in regards to an issue raised in a recent AD According to the auditor, an automatic renewal provision Property Management Agreement violates A.R.S. § 32-2 ending date. The auditor may have misspoke, but we the issue. As you know, the Arizona REALTORS® Prop contains such a provision:

- 11. Terms This Agreement shall commence on the \_\_\_ day of \_\_\_
12. Date) and shall end on the \_\_\_ day of \_\_\_
13. shall renew automatically for a period of \_\_\_ days
14. as provided for herein. Broker shall send Owner a reminder notice at least 180

The statute at issue, A.R.S. § 32-2173 provides:

- A property management firm shall write property unambiguous language, and the property manage
1. Shall: . . .
(c) Specify a beginning and an ending da
. . .
2. May:
(a) Contain an automatic renewal provision sends the owner a reminder notice at least notice does not negate any other cancella

Arizona law is well settled that a month-to-month tenan beginning and ending date." Gin v. Fairhaven Investor 17, 18 (App. 1976). Similarly, a month-to-month proper ending date as required in A.R.S. § 32-2173(A)(1)(c).

K. Michelle Lind, Esq.
General Counsel / Certified Real Estate Specialist

February 10, 2011

Mr. Thomas K. Chenal
Chief Counsel
Public Advocacy Division
Office of the Attorney General

Re: "Short Sale Negotiator Regulations" article dated February 1, 2011

Dear Mr. Chenal,

The article that I co-authored with Arizona Department of Real Estate ("ADRE") (Judy Lowe titled "Short Sale Negotiator Regulations" was the result of hundreds of work over a 17 week period. The article was prepared in good faith after consultati numerous attorneys familiar with the recent state and federal regulations affect negotiators. The purpose of the article was to provide much needed guidance to the protection of the public. The Arizona Association of REALTORS® ("AAR") is to member brokers and managers on February 1<sup>st</sup> and posted it on its website. The article on February 3<sup>rd</sup> to its licensees as an Informational Alert.

By way of background, the Commissioner and I discussed the need for guidance and we agreed to co-author an article. On October 5, 2010, I prepared the first draft and sent it to the Commissioner. My understanding is that the Commissioner forwards to Assistant Attorney General Lynette Evans and the Department of Financial Instl review and input. On November 18, 2010, I received an email from the Commission suggesting that we meet to discuss the "AGA comments." Due to scheduling conflict unable to meet. On December 20, 2010, I was forwarded a draft of frequently ask regarding short sales prepared by Assistant Attorney General Evans, in which she prepared this document with two goals in mind. First, to provide legal advice and s you (Commissioner and Superintend) concerning this issue and second to create that can be distributed to your licensees. . . This is a work in progress and we would appreciate your review and comments."

Assistant Attorney General Evans' draft contained the following Q&A:
May a real estate broker or salesperson receive additional compensation for negotiat in addition to receiving a commission on the sale?
Yes, if the real estate broker or salesperson is a loan originator by the Arizona Departm Institutions and other licenses are met." The general rule is that additional compens

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April 22, 2015

VIA FIRST CLASS MAIL and EMAIL jlowe@azre.gov

Commissioner Judy Lowe
Arizona Department of Real Estate
2910 N. 44th Street, Suite 100
Phoenix, Arizona 85018

Re: Recommendations for Changes to Substantive Policy Statements

Dear Commissioner Lowe:

As you know, Arizona REALTORS® comprise approximately 43,000 of the 57,000 active real estate licensees in Arizona. As a result, we continually strive to promote open communication and collaboration with the Arizona Department of Real Estate (the "Department").

You indicated that the Department is currently gathering stakeholder feedback that will be take into consideration if and when existing Substantive Policy Statements ("SPSs") are revised. We appreciate you attending our April 7, 2015 meeting to discuss these potential revisions.

The Arizona REALTORS® recommend the following changes to four SPSs'. (Note: Addition are indicated in ALL CAPS. Omissions are indicated by strikethrough.)

I. 2005.04; Unlicensed Assistants

Descri aspects
individ

April 28, 2015

Committee on the Review of the Supreme Court Rules Governing Professional Conduct and the Practice of Law ("Committee")
State Courts Building
1501 West Washington
Phoenix, Arizona 85007

Re: Petition to Amend Rule 31, Rules of the Supreme Court

Dear Members of the Committee:

The Arizona Association of REALTORS® ("AAR") is concerned about the recent petition to amend Rule 31 of the Rules of the Supreme Court by eliminating the exemption for mediators "participating without compensation in a non-profit mediation program, a community based organization, or a professional association." This amendment to Rule 31, if adopted, would effectively eliminate AAR's mediation program and the positive benefits that mediation provides for REALTORS® and the public alike. AAR expressed similar concerns when the Rule was revised in 2003. (See correspondence to Frances Johnson dated March 10, 2003; Alternative Dispute Resolution Advisory Committee Motion for Consideration; and Order dated June 30, 2003, attached hereto and incorporated by reference.)

AAR is the largest professional trade association in the state and represents approximately 43,000 real estate brokers, agents, and other individuals involved in the real estate industry. AAR adopted its alternative dispute resolution programs over 21 years ago to ensure that disputes are resolved expeditiously, efficiently and economically. AAR offers mediation for: (1) adoption disputes between REALTOR® members; (2) contractual disputes between REALTORS® and their clients; and (3) mediation of complaints alleging a violation of the REALTOR® Code of Ethics (except for complaints alleging a violation of the public trust).

AAR's mediation programs are staffed by experienced volunteer REALTOR® mediation officers who undergo annual mediation training and are adept in dispute resolution techniques. At the end of a successful mediation, these REALTOR® mediation officers assist the parties in memorializing their agreement by filling out a pre-printed mediation agreement, which was drafted by an attorney. The pre-printed mediation agreement contains the majority of the settlement terms and the mediator only fills in the portion addressing what the parties agreed to in the mediation.<sup>1</sup>

AAR's mediation program has been widely adopted by the industry and enjoys a success rate of approximately 80% on average (in 2012 we had 23 mediations with 100% success). As I am sure you will agree, offering mediation has proven beneficial and allows a more efficient and cost

<sup>1</sup> A copy of the pre-printed mediation agreement is also attached for your reference.

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ARIZONA ASSOCIATION OF REALTORS® is a non-profit organization and a member of the NATIONAL ASSOCIATION OF REALTORS® and fully adheres to the strict Code of Ethics



K. Michelle Lind, Esq.
255 E. Osborn Rd
Suite 200
Phoenix, AZ 85012
January 28, 2013

Chairman Bob Stump
Arizona Corporation Commission
1200 W. Washington
Phoenix, AZ 85007

RE: W-00000C-06-0149

Dear Chairman Stump:

It has recently come to the attention of the Arizona Association of REALTORS® that the Arizona Corporation Commission is contemplating the issuance of a policy statement regarding income tax expenses for pass-through entities. Because many of our members sell homes in territories serviced by private water companies, we urge you to delay issuing a policy statement until we have more time to study the issue and address any concerns with the Commission.

Sincerely,

K. Michelle Lind, Esq.
Chief Executive Officer



K. Michelle Lind, Esq.
General Counsel / Certified Real Estate Specialist

June 1, 2012

Ms. Judy Lowe, Commissioner
Arizona Department of Real Estate
2910 N 44th Street, Suite 100
Phoenix, AZ 85018

Mr. Lauren W. Kingery, Superintendent
Arizona Department of Financial Institutions
2910 N. 44th St., Suite 310
Phoenix, AZ 85018

Re: Arizona Short Sale Negotiator Licensing

Dear Commissioner Lowe and Superintendent Kingery,

On behalf of the approximately 38,000 REALTORS® in the State of Arizona, I am writing to request clarification of the Arizona short sale negotiator licensing requirements. Specifically, I am seeking to clarify whether real estate brokers can utilize unlicensed third-party entities to process short sales.<sup>1</sup>

A short sale requires a modification of the loan agreement. I understand that in order to negotiate with a lender to obtain the loan modification for a short sale, the person must be a licensed loan originator<sup>2</sup>, a real estate licensee<sup>3</sup> or be representing a client as an attorney.<sup>4</sup>

AAR members are often contacted by entities that seek to "process" but not "negotiate" short sales by gathering the short sale documents, contacting the borrower's lender or performing other functions required to obtain a short sale approval. When questioned, these entities often maintain that they have verbal assurance from, "the blessing of," or have been "vetted by" the Department of Real Estate or Attorney General's office. (See enclosed email correspondence from Jerome King to Michelle Lind dated April 19, 2012.)

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# *Proactively Addressing Issues*





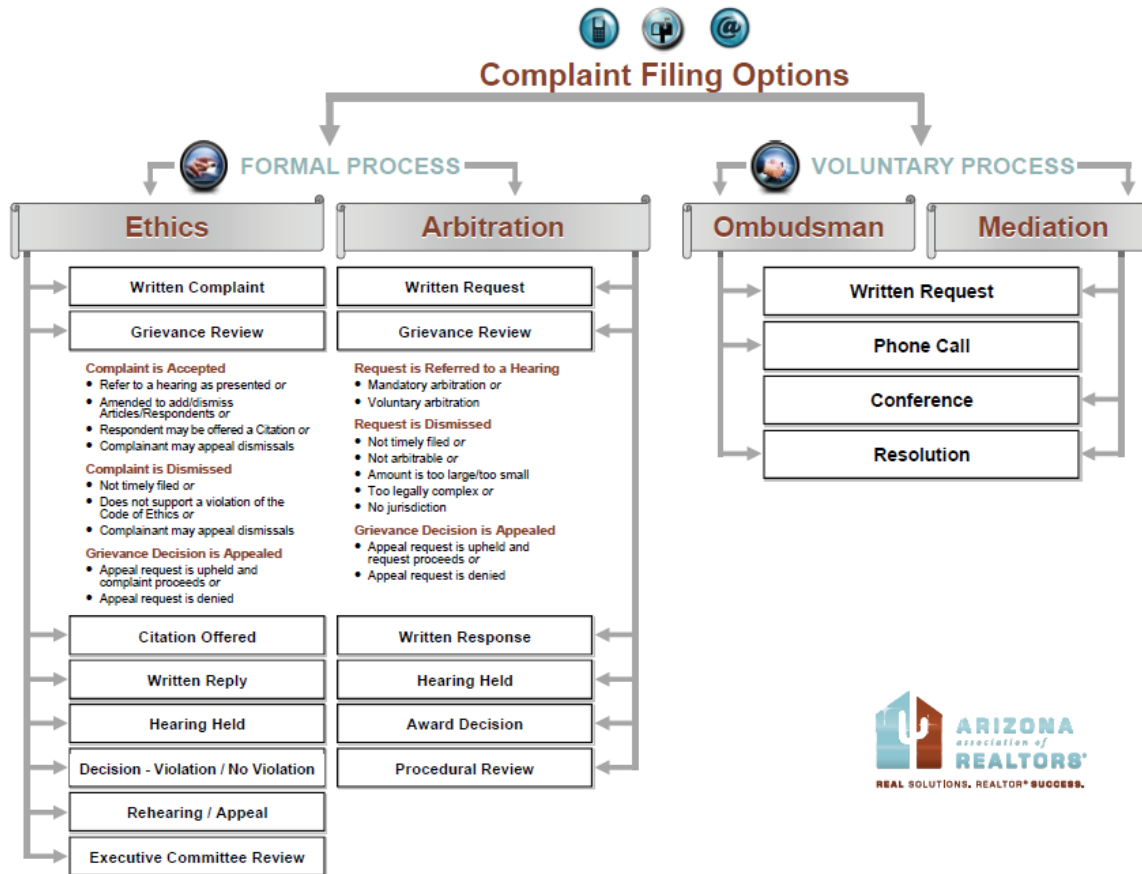








# Resolving Disputes and Enforcing Ethics





# Advocating in Court

IN THE COURT OF APPEALS  
STATE OF ARIZONA  
DIVISION ONE

No. 1 CA-CV 14-0077

BRIAN THIENES, an individual, JOHN BALL and MONICA BALL, husband and wife; THE THOMPSON FAMILY TRUST, JUAN BRACAMONTE and JACQUELINE BRACAMONTE, husband and wife,  
Plaintiffs/Appellees,

Mohave County Superior Court  
No. S8015CV201001563

v.

CITY CENTER EXECUTIVE PLAZA, LLC, INFORMATION SOLUTIONS, INC., and JERRY and CINDY ALDRIDGE,  
Defendants/Appellants.

CITY CENTER EXECUTIVE PLAZA, LLC, INFORMATION SOLUTIONS, INC., and JERRY and CINDY ALDRIDGE,  
Plaintiffs/Appellants.

v.

THE REFUGE COMMUNITY ASSOCIATION, INC.,  
Defendant/Appellee.

ANSWERING BRIEF  
OF APPELLEE THE REFUGE COMMUNITY ASSOCIATION, INC.

Penny L. Koepke, #014996  
Nicole A. Miller, #023365  
Solomon S. Krotzer, #027985  
Ekmark & Ekmark, L.L.C.  
6720 North Scottsdale Road, Suite 261  
Scottsdale, Arizona 85253  
480-922-9292  
[pkoepke@ekmarklaw.com](mailto:pkoepke@ekmarklaw.com)  
Attorneys for Appellee  
The Refuge Community Association, Inc.





# Clarifying the Law

- Asserting the **right of private property owners**, as bona fide purchasers without notice, to rely upon the lack of recorded restrictions
- Asserting the **right of private property owners** to rely upon zoning and governmental permits concerning the permissible uses of their property. (Aldridge 2014)
- Defended four cases against homeowner's association arising from the interpretation of the **For Sale Sign statute**
- Clarified the **right to cancel for failure to close escrow** on the agreed upon date. (Roberts 2007)
- Established that the law should not allow an unlicensed individual to **circumvent the real estate licensing requirements** (Carr 2006)
- Challenged an **overbroad interpretation of a disciplinary rule** ( 2006)





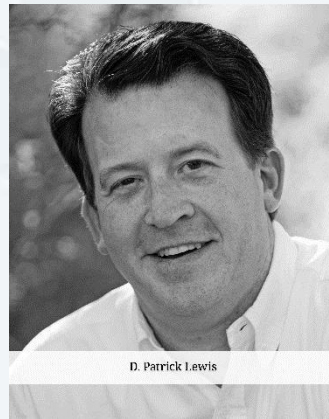
# 44,000+ Arizona REALTORS®

## Stronger by Association





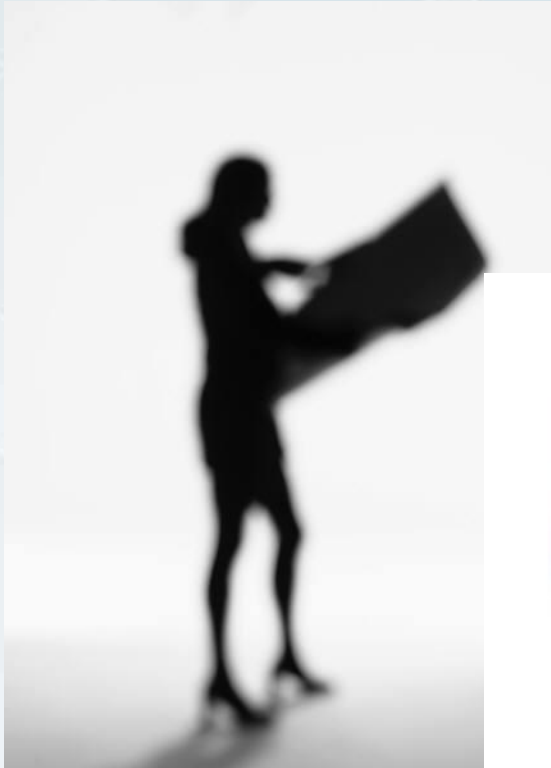
# 2016 Officers



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



# Following a Strategic Plan



The 2016 Strategic Plan



# Working with Our Local Associations

 Arizona REALTORS® Leadership Training Academy



## Local Association Executives Workshops

Core Standards for State and Local Associations



NAR Tech Day for association staff

RAPAC Training





# *Providing Remote Education*



**Broker Management Clinics, GRI and rCRMS classes  
to Local Associations using AAR's Remote Live  
Streaming System**



# Organizing Stellar Programs & Conferences

All signs point to success!



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**INDUSTRY PARTNERS CONFERENCE 2013**



Arizona Association of REALTORS<sup>®</sup>

**Broker University**



**RCRMS**



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RESOURCES FOR REAL ESTATE EDUCATION







# Promoting 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)

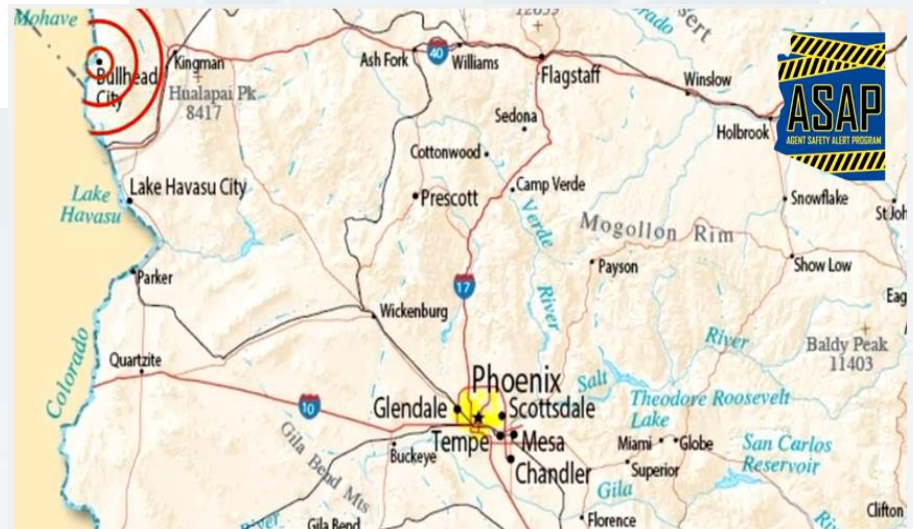
Arizona REALTORS® has launched an Agent Safety Alert Program (ASAP) featuring emergency text messages for members only.

[Read More](#)

[ASAP Video Demo](#)



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



# Promoting REALTOR® Value

THE ARIZONA REPUBLIC | NEWSHOMECENTRAL.COM | FRIDAY, SEPTEMBER 4, 2015 | NEWS

## Selling your current home

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

By David M. Brown

**B**efore purchasing a second home, many folks tend to see all their current home. If that's your situation, we're sure you realize that there's a whole world of things you need to know as a seller in this. Don't hide things and don't lie.

**Material factors**  
Arizona law requires the seller to disclose material factors about the property even if it was sold for the buyer or real estate agent, said Michelle Lind, an attorney and CEO for the Arizona Association of REALTORS®. Requiring more than 45,000 real estate brokers and agents, it is one of the largest trade organizations in Arizona.

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

**Specific disclosures**  
In addition to what is known as the common law or traditional duty, to disclose, Arizona law is requiring an increasing number of specific seller disclosures. These include:

- Lead-based paint disclosure in pre-1978 properties
- Swimming pool barrier disclosure (that is, whether the home has barriers installed following local guidelines)

**Themed 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 for property in unincorporated areas, unless the property is a subdivision. Proximity to a public or military airport is also required as a notification as to whether the home has been used as a "landslide

**Death, disease and sex offenders**  
"What if someone has died in the house for sale?" Arizona Revised Statute 33-3156 states: "No criminal, civil or administrative action may be brought against a realtor or licensed real property as a business 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 crime classified as a felony." However, Lind said that if sold, the seller must ensure availability.

**"A seller has a duty to disclose known facts materially affecting the value of the property"**  
—Michelle Lind, Arizona Association of REALTORS®

designed to assist the seller in making the legally required disclosures and ensure the buyer in the appropriate and





# Providing Business Information

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**Arizona REALTOR® Voice**  
 If you missed the latest edition of the Arizona REALTOR® Voice, here is your chance to get caught up.  
[Read the February 16 Issue](#)

**Volunteering Works**  
 Volunteering Works helps community service efforts led by REALTORS® grow by providing seed money and mentoring.  
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February 23, 2016

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 Joined December 2008

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**Arizona REALTOR® Voice**

**What's Wrong With This Picture?**  
 by ARIZONA REALTORS on FEBRUARY 22, 2016

Empty Profile | Completed, Powerful Profile

realtor.com®

Good news! REALTOR® profiles seen on REALTOR.com® are coming to AARonline.com.

Arizona Association of REALTORS®

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# Serving the Community

- Arizona REALTORS® Disaster Assistance Foundation (ARDAF)



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



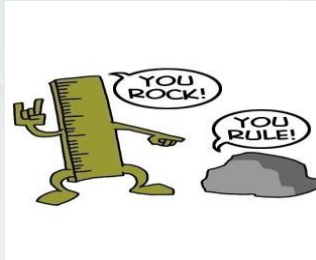
- Community Outreach Awards



# *It's a better world with AAR*











ARIZONA

*association of*

REALTORS®

**REAL SOLUTIONS.**

**REALTOR® SUCCESS.**