

## TALKING POINTS – JUNE 2018

### **SINGLE SIGN-ON**

We have a goal to get 10,688 of our members enrolled on the Arizona REALTOR® Single Sign-On (SSO) dashboard by the end of 2018. Currently we are at **14.2%** of that goal with **1,677** members enrolled. Please make Single Sign-on a part of your presentation. We will provide two flyers, that you can take on your visits; the SSO flyer (for everyone) and the Broker Option flyer (for brokers to see how they can participate). I will always supply physical copies of the flyers for you. Please let me know at least one week in advance of your association visit so I can send copies to you.

#### **If you are asked “what is Single Sign-on?”:**

- It is the newest member benefit designed to help members save time, reduce their frustration, and improve their security!
- It is a single site to help them access the most important programs that are used every day!
- They will only have to remember 1 password to access zipForm®, MLS, RPR, AARonline.com, Supra, and AAR eSign.

If there are members who have not enrolled yet, ask them to do it today. Even if they are not in front of a computer, they can do it on their phones!

#### **The easy enrollment steps:**

1. Ask them to open a web browser and go to **dashboard.azrealtorso.com**.
2. Their user name is their **NRDS ID** and their password is their **last name** (first letter is capitalized).
3. Three things will happen; they will be asked to:
  - a. agree to the user agreement
  - b. provide the answers to 3 security questions, and
  - c. create a new password.

That's it – they are enrolled!

If you have any questions about Single Sign-on please feel free to contact Nick at [nickcatanesi@aaronline.com](mailto:nickcatanesi@aaronline.com), or Michelle Sinclair at [michellesinclair@aaronline.com](mailto:michellesinclair@aaronline.com).

### **PROTECT ARIZONA TAXPAYERS ACT**

This summer Arizona REALTORS® are leading a coalition of small business and community leaders in an effort to protect all Arizonans from costly sales taxes on services called the Protect Arizona Taxpayers Act.

- Sales taxes hit low- and middle-income families hardest. The Protect Arizona Taxpayers Act protects those who are least able to afford new taxes, including senior citizens, the disabled and others on fixed incomes.
- Sales taxes on services would dramatically increase the costs of every step in the home buying process, from home inspections to title company services, and cut into your commissions.
- The taxes would go beyond real estate and drive up the costs of childcare, healthcare, hair salons, professional services, car repairs, and pretty much anything else where you have to pay someone for their work.

- The Protect Arizona Taxpayers Act does not hurt Arizona state revenues because our state doesn't collect revenue this way, but the idea has already been presented in our state legislature and is likely to come up again given the current political climate.

We are currently in the stage where we are collecting signatures to get the measure on the ballot for November. We are on track to have enough signatures, but if someone has not signed the petition yet, or would like to collect signatures, please contact Nicole LaSlavic. We are aiming to have all of the signatures completed by mid-June.

**Only** if you get asked about teacher pay or something related to the RedForEd issues and strikes, then respond that we support our state's teachers and this Act will help them by keeping their costs low. Sales taxes on services would make so many things a teacher has to pay for more expensive, taking more money out of their pockets.

**FORMS** (revised forms being released on June 1<sup>st</sup>)

#### **ON-SITE WASTEWATER TREATMENT FACILITY ADDENDUM**

The revised Addendum FAQs are published on the website at:

<https://www.aaronline.com/2018/05/07/introducing-the-revised-on-site-wastewater-treatment-facility-addendum/>

#### **If you are asked "what changes were made?":**

1. Revised timelines that were causing closing delays
2. Clarifies under what circumstances the seller was required to pay for repairs to correct physical or operational deficiencies in the Facility.
3. Avoids closing delays, the Addendum now requires the seller to have the Facility inspected "no later than twenty (20) days or \_\_\_\_ days after Contract acceptance." The prior timeline was "in no event later than three (3) days prior to Close of Escrow."
4. Clarifies that mandatory repairs by the seller, not to exceed 1% of the purchase price, come into play only if:
  - a. the Report of Inspection identifies the Facility as "not functional"; or
  - b. the Facility cannot be certified by the applicable government authority.Previously, this was unclear.

#### **CURE PERIOD NOTICE**

#### **If you are asked "what changes were made?":**

Previously, under the Cure Period Notice title, verbiage stated: "For the AAR Residential Resale Real Estate Purchase Contract." However, the form itself can also be used in conjunction with the Vacant Land/Lot Purchase Contract. The sentence immediately under the form's title has been revised to state:

FOR THE: AAR RESIDENTIAL RESALE REAL ESTATE PURCHASE CONTRACT; and AAR VACANT LAND/LOT PURCHASE CONTRACT

## SELLER FINANCING ADDENDA

The following two Addenda had a small revision:

Seller Financing Addendum; Consumer Credit Transaction Secured by a Dwelling – Seller  
Providing Financing for **ONLY ONE** Residential Owner Occupied Property in any 12-month Period

Seller Financing Addendum; Consumer Credit Transaction Secured by a Dwelling – Seller  
Providing Financing for **THREE OR FEWER** Residential Owner Occupied Properties in any 12-  
month Period

**If you are asked “what changes were made?”:**

The top of each form includes the federal definition of the term “dwelling” which includes manufactured and mobile homes. When these forms were drafted, Arizona real estate licensees were limited in their ability to sell mobile and manufactured homes. The addenda included verbiage stating:

“An Arizona real estate licensee is permitted to act in the sale of a used mobile home when the mobile home is installed on the real property and listed in a contract for transfer of an interest in real property executed by its owner”

That verbiage has been removed due to 2017 house bill 2072 and 2018 house bill 2150, which greatly expanded a real estate licensee’s ability to sell mobile and manufactured homes, making the above verbiage legally incorrect.

The form will still be dated February 2014 since no substantive changes were made.