



TALKING POINTS FEBRUARY/MARCH 2021

NEW MEMBER RESOURCE GUIDE

Have you seen this year's Arizona REALTORS® Membership Guide?

The annual guide provides an update of the services and resources available to members, as well as a review of last year's accomplishments and this year's leadership team. You can access the guide at: <https://www.aaronline.com/about-us/benefits/>

LEGISLATIVE/RAPAC UPDATES

REALTOR® Day at the Capitol: After much thought and deliberation with Arizona REALTORS® Leadership, Capitol staff and state Legislators, the 2021 REALTOR® Day event at the Capitol scheduled has been **anceled**.

Reminder: “RPAC’s mission is to identify candidates for elected office on the local, state, and national levels who will work with REALTORS® to promote and protect the American Dream of property ownership. Candidates who receive support from RPAC ***are not selected based on their political party or ideology, but solely on their support of real estate issues.***”

This legislative session the Arizona REALTORS® Legislative agenda will be focused on furthering legislative policies and ensuring that landlords, tenants, and private property owners are protected when COVID-19 relief legislation is drafted.

Regular legislative updates will now be featured in the Voice and on the association’s website at: <https://www.aaronline.com/2021/02/11/2021-az-legislative-update/>

- Through [HB2085](#) (Chaplik), the Arizona REALTORS® have already passed legislation with near-unanimous support, to allow rent collection by unlicensed staff; additionally, this legislation fortifies licensure requirements for out-of-state licensees moving to Arizona by ensuring they take an exam specific to Arizona Real Estate Laws. This legislation was a victim of last year’s shortened session and now sits ready to be signed into law.
- Another initiative the Arizona REALTOR® are working on is the establishment of a REALTOR® Specialty License Plate via [SB1310](#) (Shope). The specialty plate is available strictly to REALTORS® and will direct profits to affordable housing efforts in the state.

- The REALTORS® are also supporting [SB1327](#) (Gowan) and [HB2562](#) (Cobb), which seeks to establish an affordable housing tax credit to spur development. Both bills have passed through committee with little opposition.
- On the defensive front, the REALTORS® have engaged on bills ranging from license fees to rulemaking, all while monitoring bills around short-term rentals and evictions to ensure that our core principles are protected.

The REALTORS® will also be cautiously watching all tax policy, to which Governor Ducey spoke to in his State of the State address; and ensuring it does not unfairly impact property owners. While the political environment is tense and access to the capitol is limited, the Arizona REALTORS® are confident that we have the relationships and influence to continue to be the leading political force in Arizona.

RISK MANAGEMENT

****RVPs, please ask if there are any Risk Management concerns in the region****

Please notify General Counsel Scott Drucker of any risk management issues your members are experiencing in your region.

NAR-DOJ video

In the February 2nd issue of The Voice, NAR Vice President, Deputy General Counsel Lesley Muchow gave us an update on the Code of Ethics and MLS Policies making agent fees clearer to home buyers. AAR's Assistant CEO and General Counsel Scott Drucker also gave a preview of what to expect over the next few months. The video can be found on the AAR website by searching NAR-DOJ:

<https://www.aaronline.com/2021/01/15/nar-doj-agreement-regarding-mls-rules-whats-next/>

By way of a Workgroup chaired by Mimi Lundy, the Arizona REALTORS® drafted the following three NEW forms: (1) [Residential Listing Contract Exclusive Right to Sell/Rent](#); (2) [Residential Listing Contract Exclusive Agency](#) (collectively "Listing Agreements"); and (3) [Listing Contract Addendum](#). The Listing Agreements and Listing Contract Addendum were provided to each MLS on February 1, 2021. Their use of the forms is not mandatory, meaning each MLS can decide for itself if and when to adopt them. Members should therefore contact their MLS to confirm whether it has elected to adopt the new forms.

On **February 1st**, a revised Buyer-Broker Exclusive Employment Agreement was released for use by all members. The revised form contains one substantive change, which is the insertion of a blank line on line seven of the form pursuant to which the buyer and their agent can insert a geographical limitation, meaning that the Buyer-Broker Exclusive employment will be limited to that specific area.

AIR/CRE Forms update - The Arizona REALTORS® maintains an agreement with the AIR Commercial Real Estate Association which gives members the ability to purchase AIR commercial real estate forms at a discount. In September 2020, AIR released new

commercial forms that have been “localized” for Arizona and reflect Arizona law. These revised forms have been well received by the Association’s commercial practitioners.

MEDIA

REALTORS in the Media – Arizona REALTORS are featured in news stories around the state. Go to <https://www.aaronline.com/media-contacts-coverage/> for articles, interviews and videos.

DIVERSITY/EQUITY/INCLUSION & FAIR HOUSING

Diversity Efforts – The second presentation in the Diversity & Inclusion Committee’s Education Series “**Long Island Divided/Testing the Divide**” **Fair Housing Presentation with Bill Dedman** will be hosted on Zoom **Thursday, April 22nd at 10:00 a.m.**

Local Associations can contact ChristinaSmalls@aaronline.com for assistance with forming a Diversity Committee, scheduling events, and applying for NAR grants.

FORUMS

The Arizona REALTORS offer two monthly virtual forums –

- **Broker-to-Broker Forum** which is scheduled for the 2nd Wednesday of each month from 10:00 a.m. – 11:15 a.m. **and the**
- **Property Management Forum** which is scheduled for the 2nd Thursday of each month from 12:30 p.m. – 1:30 p.m.

Both forums provide an opportunity to stay abreast of hot topics and issues pertaining to legal/regulatory and industry updates.

- Attendance at these forums is free.
- Registration links can be found on the Arizona REALTORS® events calendar.

COVID-19

The state association continues to make sure that members around the state have the information they need during the COVID-19 pandemic.

- **Information:** a webpage <https://www.aaronline.com/covid-19/> dedicated to compiling the most up-to-date information on the pandemic and how to continue conducting business while safeguarding your health and the health of your clients.
- **Transactional documents:** [COVID Addendum](#) or (<https://www.aaronline.com/2020/03/25/arizona-realtors-coronavirus-covid-19-addendum-released/>) and a [Model certification for Property Access form](#) are available for member use.

Additionally, a "How Arizona REALTORS are Taking Precautions to Protect Buyers/Sellers During Pandemic" [flyer](#) is available in a printable format. Both the Addendum and Flyer are translated into Spanish.

- **Governmental:** The Arizona REALTORS® were instrumental in the Governor classifying real estate as an "**essential service**" and moving up the effective date of the Remote Online Notarization statute to April 10th. Additionally, the Arizona

REALTORS® have been a leading voice at the table as the state develops and enacts liability policies as they pertain to COVID-19.

***Please check the COVID-19 page regularly for updates.**

ARIZONA HOUSING FUND

Upcoming webinar: February 23, 2021 at 2:00 p.m.

~ Contact christinasmalls@aaronline.com for registration

- The goal of the Arizona REALTORS® is to give every buyer and seller the opportunity to voluntarily donate \$25 (or more) to the Arizona Housing Fund at close of escrow to help the homeless.
- Rental communities are actively promoting the Rental Application Program.
- Two Minute Video:
<https://drive.google.com/file/d/1BQf449zmVOU56uQ2tlmJOTF-5-Pw7sIS/view>
- A simple one-page Escrow Donation Form, which can be branded with your logo: <https://arizonahousingfund.org/join-us/>
- Numerous brokerage firms and title companies have become Fund partners: <https://arizonahousingfund.org/>

100% of every dollar in the Fund goes directly to the qualifying nonprofits.

ESIGN

Effective Saturday, May 1st, 2021, the Arizona REALTORS® eSign member benefit program will undergo the following changes.

- Unlimited use of Arizona REALTORS® eSign member accounts: accounts currently used by members will be converted to free, limited use accounts, **which will continue to allow members to access all of their files and current signing sessions.**
- The free plan offers 5 signing sessions per month; however, each session will only allow 1 document and 1 signer per session.
- Discounted rates for unlimited use access for Arizona REALTORS® members will be available starting at \$120 per year for individual users. Bulk and Broker accounts will also be available.
- **Arizona REALTORS® will continue to provide unlimited use of the Lone Wolf Transactions – Authentisign program as a member benefit.**

TRANSACTION DESK TRAINING

The state association offers various training options:

- **Live In-Person classes –**
Due to COVID-19 concerns, live classes have been canceled to ensure the health and safety of Arizona REALTORS® members and staff. For information on alternative training email support@aaronline.com.

- **Live/Recorded webinars –**
Classes are scheduled every Thursday at 10:00 a.m. OR Noon (start times alternate weekly). Call 480-304-8930 to register.
Visit www.aaronline.com/efficient-business-tools/transactiondesk/ to view our recorded webinars and tutorials.

The TransactionDesk webpage has more details. Additionally, there is a Project page (<https://www.aaronline.com/transactiondesk-projects/>) which lists the current issues that are being addressed by TransactionDesk and/or the association.

REALTOR® VALUE FLYER

The Professional & Business Development and Business Services & Technology Committees collaborated to create an online tool that can be used by members to articulate the REALTOR® Value to the consumer.

- The new value proposition flyer, "**A REALTORS® Value To You,**" can be found on the "Business Tools" tab at the top of the www.aaronline.com homepage.
- Members can use the Arizona REALTORS® branded version or follow the directions on the webpage to upload their brokerage logo.

REMINDERS

Meeting/Event Speakers

The state association has compiled a list of speakers which includes leadership and staff. The list is posted on the association website's Staff Directory page and Leadership & Volunteers page.

Attendees: if you wish to have a member of leadership speak at your association/brokerage please contact them directly.

2021 STATE ASSOCIATION EVENTS - Save The Date

FEBRUARY

Tuesday, 23rd

Arizona Housing Fund Webinar - 2:00 p.m.

MARCH

Tuesday, 30th

Governance Meetings

Wednesday, 31st

Hyatt Regency Phoenix – 122 North 2nd Street, Phoenix 85004
30th – Executive Committee Meeting (**2:00 p.m. – 5:00 p.m.**)
31st – Board of Directors Forum/Regional Caucuses/Board of Directors Meeting (**9:00 a.m. – 4:00 p.m.**)

APRIL

Wednesday, 21st

REALTOR Day at the Capital
 Wesley Bolin Plaza

Thursday, 22nd

**“Long Island Divided/Testing the Divide” Fair Housing
Presentation with Bill Dedman – 10:00 a.m.**

Zoom

AUGUST

Monday, 30th

REALTOR® Party Training

Location TBD – Phoenix/Scottsdale

Tuesday, 31st

Arizona REALTOR® Caucus

Location TBD – Phoenix/Scottsdale

SEPTEMBER

Wednesday, 1st -

Arizona REALTORS® Convention

Thursday, 2nd

Scottsdale Plaza Resort – Phoenix/Scottsdale