



TALKING POINTS

MARCH/APRIL 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/>

ARIZONA HOUSING FUND

CONSUMER FLYER: A consumer directed flyer is now available on aaronline.com. To make it easier for consumers to understand what the Arizona Housing Fund is and how it works, we now offer two flyers, including a “client match flyer” stating “your agent will match your contribution to the Arizona Housing Fund at closing.” Both flyers give agents the opportunity to upload their logo.

- 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/1BQf449zmVOU56uQ2tImJOTF-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.

LEGISLATIVE & POLITICAL AFFAIRS

RAPAC 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.***”

RAPAC AUCTION: The annual Arizona REALTORS® Auction will be held online beginning Monday, March 29, 2021 at 9:00 am and will run through Friday, April 02, 2021 at 12:00 pm.

We have many great auction items this year, including some fun new items we haven't had in any of our previous auctions! In addition to the auction, we will be raffling off a Microsoft Surface Pro package valued at \$2,000! The raffle ticket prices will start with 1 ticket for the RAPAC fair share amount of \$30.

The auction and raffle will be accessed through the Legislative and Political Affairs section of aaronline.com, by clicking on the RAPAC Auction & Raffle button. To access the auction site members will need to be logged into Single Sign-On.

LEGISLATIVE SESSION: 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.

So, what are the REALTORS® doing for you?

- [SB1310](#) (Shope) establishing a REALTOR® Specialty License Plate, as well as supporting affordable housing efforts in the state, passed unanimously through the House Transportation Committee last Wednesday and now heads to the House Floor before reaching the Governor's Desk.
- On the defensive front, the REALTORS® have been working hard, successfully working with bill sponsors to amend [HB2128](#) (Osborne) and [HB2759](#)(Grantham) to protect license fees and rulemaking. However, not all opposition is that easily resolved.
- After Senator David Gowan failed to adopt the REALTORS® amendment to his bill, [HB1598](#), which would allow transaction coordinators to work for more than one broker and thus creating significant liability and conflict-of-interest concerns, the REALTORS® elevated of opposition by issuing a Call For Action asking Broker members to call their Senators and urge them to vote NO on SB1598 as it stands.
- Lastly, the REALTORS® are also monitoring bills around short-term rentals, homestead exemptions, HOAs and evictions to ensure that our core principles are protected.

We may not always agree with legislators, but your investment in RAPAC has allowed us to foster long-lasting relationships with elected leaders and find solutions when we do disagree. For more information on bills visit www.AZleg.gov.

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.

RESIDENTIAL BUYER'S INSPECTION NOTICE AND SELLER'S RESPONSE: The Residential Buyer's Inspection Notice and Seller's Response Workgroup, chaired by Tahona Epperson, has prepared a revised draft of the Residential BINSR to be considered for future release. On March 16th we circulated to the Loop the revised draft for review and comment and asked members to take the time to review the proposed form and provide us with their input. All comments should be submitted to Jan Steward at jansteward@aaronline.com no later than Monday, March 31st. Please remind members that while all suggestions will be reviewed and discussed by the Workgroup, not all suggestions will be implemented.

LISTING AGREEMENTS: 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.

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.

PROFESSIONAL & BUSINESS DEVELOPMENT

PROFESSIONALISM: We are rolling out a new professionalism campaign: *Professionals. . . That Is Who We "R"* in the coming weeks. The campaign will consist of a series of articles and video snippets. <https://www.aaronline.com/professionalsthats-who-we-r/>.

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.

BUSINESS SERVICES & TECHNOLOGY

HOUSING REPORTS: In August of last year, The National Association of REALTORS® Advocacy Group, led by Bill Malkasian, collaborated on a joint program with State Associations such as ours and RPR to create a Housing Report of market activity, at both U.S. Congressional District and statewide U.S. Senate levels. Arizona REALTORS® was the first state association to gain access to these reports through cooperation with all of Arizona's MLS boards. NAR will use this as a resource for policy and advocacy activities before Congress. The up-to-date, targeted information will allow NAR staff, FPCs and Arizona REALTORS® staff to provide real-time examples of market activity, helping to enhance NAR and Arizona REALTORS® policy positions and priorities.

Although the targeted audience is members of the U.S. Senate, House of Representatives, their in-district and D.C. staff, Congressional Leadership and Committee staff, we feel that this is also a great resource for our members. Our website now includes an Arizona Housing Report button where our members will find the latest report, updated monthly.

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.

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.

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](https://www.aaronline.com/2020/03/25/arizona-realtors-coronavirus-covid-19-addendum-released/) 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.**

DIVERSITY/EQUITY/INCLUSION & FAIR HOUSING

FAIRHAVEN – FAIR HOUSING CHALLENGE: On April 1st the Fair Housing/Fairhaven Challenge will begin. The state association is issuing a challenge to see which local association can get the most members to complete the Fairhaven Fair Housing simulation during the month of April (Fair Housing Month). Help your local association win bragging rights!

The association that has the highest percentage of their membership complete the simulation by April 30th, will get bragging rights AND a cool Arizona REALTORS® souvenir. To participate, complete the Fairhaven simulation at: www.Fairhaven.realtor

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.**

REGISTRATION IS NOW OPEN!

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

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

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

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 -

Thursday, 2nd

Arizona REALTORS® Convention
Scottsdale Plaza Resort – Phoenix/Scottsdale