

Arizona Real Estate Advisory Board Meeting Minutes

Thursday
October 26, 2017
10:00 a.m. - Noon
Arizona Department of Real Estate
Commissioner's Conference Room
2910 N. 44th Street
Phoenix, Arizona 85018

I. Call to Order – Bill Gray, Chair

Chair Gray called the meeting to order at 10:00am.

II. Introductions & Welcome

Members present:

Bill Gray, Chair

Karen Bohler, Vice-Chair

Carla Bowen

Charlie Bowles

Kim Clifton

Nedra Halley

Bruce Jacobs

Nicole LaSlavic

Justin Rollins, telephonically

D. Christopher Ward

Absent:

None

ADRE Representatives present:

Judy Lowe, Commissioner

Louis Dettorre, Deputy Commissioner (DC)

Carla Randolph, Assistant Commissioner Licensing Services/CIO LEAN (AC)

Abby Hansen, Executive Assistant

Public Present:

Scott Drucker, Arizona Association of Realtors® (AAR)

Jake Hinman, Capitol Consulting, LLC

Courtney LeVinus, Capitol Consulting, LLC

- III. Approval of August 24, 2017 Meeting Minutes
Chair Gray asked for a Motion to approve the August 24, 2017 Meeting Minutes. Upon a motion by Member Bowles, seconded by Member Bohler, the Minutes of the August 24, 2017 meeting were unanimously approved.
- IV. Roberto Pulver of the Attorney General's office provided a presentation on the Open Meeting Law.
- V. Advisory Board Member Facilitator Reports;
- Chair Gray was contacted by a reporter regarding development of five lots in New River. He directed the reporter to contact the Department.
 - Chair Gray stated he was informed by two individuals who have received training as class monitors that they have never been assigned a class to monitor.
 - Chair Gray was told that the Arizona Association of REALTORS® would be proposing a legislative bill to allow pre-licensing education through distance learning. Member LaSlavic stated that was not true, however it was possible it is an educator school from outside Arizona.
- VI. Chair Gray received a letter regarding assisted living apartments and whether a license was required in their operation. Commissioner Lowe stated it would require more research. Member LaSlavic suggested the writer contact the Department of Health Services to determine what regulations already exist in statute. Member Ward suggested the individual research procuring cause. Commissioner Lowe inquired if there is an applicable industry association that could provide information on how the industry is managed. Member LaSlavic stated they should go to their state legislator for guidance.
- VII. ADRE Distance Learning Continuing Education (CE) content quality (not technology) workgroup will be held this afternoon (October 26th). The charge of the workgroup is to review the quality of the content of Arizona continuing education

distance learning as it is today and provide a recommendation no later than December 31, 2017 to Commissioner Lowe for consideration.

- VIII. Real Estate Teams Stakeholder Committee update. A list of invitees is currently being compiled, it will include Brokers with teams, agent teams, Property Management teams and Commercial teams as well as those licensees who interact with teams. The charge will be to provide a recommendation for a Substantive Policy Statement (SPS) to Commissioner Lowe.
- IX. The following dates were unanimously approved for the 2018 Advisory Board;
- i. Wednesday January 24, 2018
 - ii. Wednesday April 25, 2018
 - iii. Wednesday July 25, 2018
 - iv. Wednesday October 24, 2018
- X. Arizona Department of Real Estate Reports
- AC Randolph provided an overview of September licensing stats;
- Increase in Entity name reservations and new license applicant disclosures.
 - Decrease in phone calls and walk-ins.
 - There were 1,300 test takers in September and 636 new licensees'.
 - There have been 19 lot reservations this month which is double what is normal.
 - The Development Services lunch and Learn will be held at the Department on 10/31/17.

Commissioner Lowe discussed that there has been increased discussion regarding water rights in developments around Arizona.

Commissioner Lowe and DC Dettorre provided an update about the Department scorecard and strategic plan. They informed the Advisory Board that the Department will be relocating to 100 N. 15th Ave., with an anticipated move date sometime in May 2018.

Commissioner Lowe stated that at the most recent Association of Real Estate Law Officials (ARELLO) meeting the hot topics were team legislation and regulation and defining property management in real estate. ARELLO will have a meeting at the upcoming National Association of Realtors event the first week of November to discuss portability of licenses. It was announced that Commissioner Lowe has been appointed to serve on the ARELLO Executive Committee.

Commissioner Lowe mentioned the Financial Crimes Enforcement Network (FINCEN), a bureau of the U.S. Department of the Treasury which is focused on real estate and lending fraud.

Commissioner Lowe noted that names of Real Estate companies are becoming more of a challenge, as available naming conventions decrease. Many are too close to existing entity names and/or are creating confusion in the perception of the public.

XI. Call to the Public

- Scott Drucker clarified that the charge for the Real Estate Teams Stakeholder Committee was to recommend a Substantive Policy Statement rather than Advisory.

XII. Next scheduled meeting Wednesday January 24, 2018 10:00am

XIII. Adjournment at 12:10pm.

Respectfully submitted this 24th day of January, 2018
Real Estate Advisory Board


William Gray, Chair