

## Arizona Real Estate Advisory Board Meeting Minutes

Wednesday  
October 21, 2020  
10:00 a.m. - Noon  
Arizona Department of Real Estate  
Telephonically- Google Meet  
100 North 15<sup>th</sup> Avenue Suite 201  
Phoenix, Arizona 85007

- I. Call to Order – Nicole LaSlavic, Chair  
Chair LaSlavic called the meeting to order at 10:00 am.

- II. Introductions & Welcome

**Members present all telephonically:**

Nicole LaSlavic, Chair  
Charlie Bowles, Vice-Chair  
Carla Bowen  
Karen Bohler  
Kim Clifton  
Bill Gray  
Nedra Halley  
Bruce Jacobs  
Justin Rollins  
D. Christopher Ward

**Absent:**

None

**ADRE Representatives present:**

Judy Lowe, Commissioner  
Louis Dettorre, Deputy Commissioner (DC)  
Abby Hansen, Chief of Staff (COS)  
Lancing Adams, Assistant Commissioner of Licensing Services (AC)

III. Approval of July 22, 2020 Meeting Minutes.

Chair LaSlavic asked for a Motion to approve the July 22, 2020 Meeting Minutes. Upon a motion by Member Bowen, seconded by Member Clifton, the Minutes of July 22, 2020 meeting were unanimously approved.

IV. Call to the public-

Member of the Public, Stephanie Brewer, a real estate licensee and transaction coordinator, stated that she and other licensed transaction coordinators, would like to provide their service to other brokerages in addition to the one they are currently licensed under, and she has contacted a legislator to bring forward an initiative for a bill. Member Bohler asked her to repeat the initiative. Ms. Brewer then states the reason she was at the meeting was to determine “what the Arizona Department of Real Estate Advisory Board’s position would be on the bill, based on restrictions put in place in 2015”. Chair LaSlavic asked if the Advisory Board had previously taken a position on a bill moving forward and indicated that her understanding is that the Department submits legislative ideas to the Governor’s office. DC Dettorre confirmed that legislative positions have not typically been taken by the Advisory Board. Chair LaSlavic suggested that Ms. Brewer may want to take this to the Arizona Association of REALTORS® Legislative Committee.

Member Clifton noted if a transaction coordinator works for multiple brokerages there may be issues with Errors & Omissions (E&O) insurance. Commissioner Lowe confirmed that the requirement to only work for one Brokerage is in Statute and Rule, and also noted that she is unaware of what changes were put in place in 2015. Member of the Public, Elaine Barkl, stated that most brokers follow an article that was published in a 2015 ADRE Bulletin.

V. Advisory Board Member Facilitator Reports

- Member Gray stated he had three issues brought to his attention
  - He has received complaints regarding the schools testing and utilizing Proctor U, they state it is cumbersome and invasive. AC Adams stated he had not heard this, and will review and noted that there are other vendors that schools may use. Commissioner Lowe stated the school exam is required in person by statute, but due to COVID-19, schools have been allowed to put in place a proctor service, and that this is

temporary and will expire when COVID-19 “social distancing” is no longer required for schools.

- He has heard that there have been login issues when submitting courses for renewal online. DC Dettorre stated that ADRE staff has worked with individuals that experience technical issues, and ask that individuals contact ADRE when they encounter them so we are aware and may resolve them.
- Will instructors teaching “host remote” classes be required to take an Instructor Development Workshop (IDW)? Commissioner Lowe stated, “yes”. Member Gray asked how long instructors have to accomplish this. Commissioner Lowe stated, “as long as they need”.
- Member Ward stated that he had received a question regarding “wholesaling”, which includes the assignment of an equitable interest, and asked if there are any issues with the concept. Member Gray stated that there is no issue with the concept. Member Bowen stated many sellers are noting in their contracts that they cannot be assigned to anyone else.

#### VI. Arizona Department of Real Estate Reports

Commissioner Lowe reviewed the current status of staff in office with the majority of staff working from home.

- The Association of Real Estate License Law Officials (ARELLO) had their yearly convention held virtually and it had a record high attendance.
- Hot topics were changing business models and “I Buyers”.
- ARELLO is working on creating a centralized database for all states to utilize, which would include Certified License Histories and other information.
- ARELLO is reviewing their education requirements for certification of schools and instructors.

DC Dettorre provided a brief presentation reviewing current statistics for the Department including; licensing, education, development services, and some of the challenges with COVID-19, and the Department’s response.

Member Gray asked if the total number of licensees includes schools. DC Dettorre stated, “no”, and explained the categories in the total.

AC Adams provided a brief overview of current issues within licensing, education and development services.

AC Adams provided a presentation highlighting licensing, education and development services.

VII. Chair LaSlavic asked if any objections to the 2021 Meeting Calendar and asked for a motion to approve.

Member Clifton motioned to approve. Member Bowen seconded. All members confirmed "in favor".

Member Bohler asked if the host remote IDW was required as she had not taken one but has taught a class. Commissioner noted that she had been granted temporary approval per the temporary host remote program and instructors are required to complete the host remote IDW for permanent host remote classes.

VIII. Adjournment at 11:15

Motioned by Member Bowen, seconded by Member Clifton.

*Respectfully submitted this 13th day of January, 2020*  
*Real Estate Advisory Board*

*Nicole LaSlavic*

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*Nicole LaSlavic, Chair*