

## Arizona Real Estate Advisory Board Meeting Minutes

Wednesday  
October 20, 2021  
10:00 a.m. - Noon  
Arizona Department of Real Estate  
Telephonically- Google Meet and In Person  
100 North 15<sup>th</sup> Avenue Suite 201  
Phoenix, Arizona 85007

- I. Call to Order – Kim Clifton, Chair  
Chair Clifton called the meeting to order at 10:00 am.
  
- II. Introductions & Welcome  
Kim Clifton, Chair - Telephonically  
Carla Bowen, Vice-Chair  
Charlie Bowles  
Bill Gray  
Nedra Halley – Telephonically  
Luis Ramirez  
Randy Rogers  
Justin Rollins - Telephonically  
D. Christopher Ward

**Absent:**

Karen Bohler

**ADRE Representatives present:**

Louis Dettorre, Commissioner  
Abby Hansen, Chief of Staff (COS)  
Liz Hill, Assistant Commissioner (AC)

III. Approval of July 21, 2021 Meeting Minutes.

Chair Clifton asked for a Motion to approve the July 21, 2021 Meeting Minutes. Upon a motion by Member Bowles, seconded by Member Ward, the Minutes of July 21, 2021 meeting were unanimously approved.

IV. Call to the public- no public comments.

V. Advisory Board Member Facilitator Reports

Member Gray has heard from commercial brokers and stated they are confused and disheartened because many commercial brokers are allowing co-listing's with out of state licensees. Member Bowles stated that when he is in a setting where commercial brokers are discussing this and he mentions that he is on the Real Estate Advisory Board, the individuals usually clam up and stop discussing it. Member Gray stated they do not feel comfortable reporting this to ADRE as it becomes a money issue and some brokers may fear retaliation. Commissioner Dettorre indicated that Advisory Board members may forward this information to the Department and will investigate when received. Member Gray suggested we include information regarding this issue in the Bulletin or upcoming news blast or a memo to all Brokers so that it comes from the Commissioner.

Vice-Chair Bowen suggested also sending a memo to the California Department of Real Estate clarifying the requirements to conduct real estate activity in Arizona, noting that they may have dual licenses in both states.

Member Ward indicated it should be self-regulation and they should submit the information to the Department themselves even if it is in a blank envelope.

Member Bowles received an inquiry regarding someone wanting to be a developer in Arizona and directed the caller to the Department.

Vice-Chair Bowen recognized Commissioner Dettorre and Scott Drucker (General Counsel for the Arizona Association of REALTORS® for their outstanding presentation they gave to the White Mountain Association of REALTORS® on Fix & Flips. She suggested they present it state wide.

Chair Clifton received a call from a licensee concerning a name request, which she referred to Commissioner Dettorre and also received inquiries regarding licensees wanting to co-broke listings across states.

Commissioner Dettorre will provide to the Advisory Board the form that Board Member may complete when calls are received.

## VI. Arizona Department of Real Estate Reports

Commissioner Dettorre provided the Advisory Board with a brief presentation of current statistics from the Divisions at the Department. Commissioner Dettorre emphasized that he would like to see this time utilized to address hot topics that the Advisory Board Members bring to the Department as industry representatives. He stated that this information brought by the Members is very important to the Department.

- Commissioner Dettorre recognized all new Members to the Advisory Board as well as the Members who have been re-appointed and those who continue to serve their terms.

Commissioner Dettorre recognized and thanked Nicole LaSlavic and Bruce Jacobs for their service on the board that has now ended.

- Commissioner Dettorre recognized Commissioner Lowe whose last day was October 15, 2021 and noted she was the second longest serving Real Estate Commissioner.
- Commissioner Dettorre reviewed a few updates to the ADRE website.
- The next Tucson Association of REALTORS® “Commissioner’s Connection” will be October 25, 2021. The link will be set to all Advisory Board Members if they would like to participate.

Member Ward recognized the staff in Development Services, Frank Fletez and Michael LeMont and noted that he uses their processes as an example to Counties that he works with. Commissioner Dettorre recognized Member Ward for the push and support he gave to the Department to implement paperless submissions to Development Services. It was a huge improvement to the Development Services process and timeline.

- The Substantive Policy Statement for Unlicensed Assistants SPS\_2017.01 has been updated to reflect the passing of HB 2085.

COS Hansen shared that the Department is attempting to fill a Legal Assistant position and has not received much interest, if aware of any candidates please share with them our opening.

AC Hill gave a brief overview of education statistics.

Member Bowles asked how many candidates come back to retest. Member Gray noted that the statistics may not give an accurate timeline as pre-licensing education

is valid for ten years from completion, so that education may not be relative to what is currently being tested.

Chair Clifton asked if ADRE could track online or in person education. AC Hill stated "yes". Chair Clifton asked if that information could be added to the reporting provided by ADRE.

Commissioner Dettorre stated the Department works with Pearson Vue and Arizona subject matter experts to update the exam test bank, and is currently in process on the Broker exam. Approved schools are to ensure their curriculum is updated to include current laws, rules, and regulations to ensure the content they present to students is up to date.

Member Bowles asked how often continuing education courses are updated. AC Hill noted courses are valid for four years and that prior to her departure Commissioner Lowe had implemented a new course number requirement which was effective this year.

- VII. Approval of 2022 Meeting Calendar  
Motion to approve by Chair Bowen, Seconded by Member Ward. The dates for the 2022 Advisory Board Meetings were unanimously approved.
- VIII. Chair Clifton stated the next meeting, January 12, 2022 will be in person.
- IX. The meeting Adjourned at 11:30 a.m.

*Respectfully submitted this 12th day of January, 2022*  
*Real Estate Advisory Board*



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*Kimberly Clifton, Chair*