



# Arizona Department of Real Estate Bulletin Volume 2022 - Issue 3



## Commissioner's Corner

### If Someone Wrote About Your 2022, What Would it Say?



As calendar year 2022 comes to a close, myself along with my tremendous team at the Arizona Department of Real Estate have spent time reflecting on ADRE's accomplishments this year and opportunities going into 2023.

Visiting with communities throughout the Great State of Arizona over the last year has been important for me so as to continue to hear your questions, concerns, and provide clarification on the Department's role to protect consumers through licensure and regulation – and yes, as a licensee how you are a partner in doing it the right way, the Arizona Way.

#### Focus on the Consumer and Arizona

- A Broker Workgroup completed an update to the [Model Broker's Policy and Procedures Guide](#) available for companies to use as a resource in meeting the statutory requirements. Current and effective company policy and procedures can assist in consumer protection in that they can guide correct actions to be taken.
- Articles and [publications](#) issued by ADRE addressed real estate practitioner professionalism, [real estate wholesaling](#), the ADRE [complaint process](#), [advertising](#), [legislative changes](#), [unlawful deed restrictions](#), [cemetery and interment complaints](#), and the [real estate recovery fund](#), to name just a few.

## 2022, is in the books. (Continued)



- Enhanced information was added to the website in many areas to clarify processes and forms, including the Consumer Guides Library. A video for buyers on [Topics to Research before Purchasing Real Estate](#) was published – with more important topics to cover in the future.



- Investigation of complaints within our jurisdiction and brokerage audits in FY 2022 were completed thoroughly and timely. We will continue our focus on timely and thorough investigation of complaints within our jurisdiction and timely brokerage audits. The Enforcement & Compliance Division remains diligent in reviewing referred files to determine and recommend appropriate discipline, as required by statute.
- ADRE also focused on statewide outreach to Arizona's communities through regularly scheduled stakeholder meetings with community groups, Arizona real estate professionals, other state agencies, local municipalities, and trade associations to discuss and listen to issues related to residential, property management, multi-family, builder/developers, and commercial. Specifically, I have enjoyed visiting with groups throughout the valley, Tucson, Green Valley, Sahuarita, Yuma, Flagstaff, Prescott, Payson, White Mountains, Lake Havasu City, and Kingman to name a few over the last 12 months. Please reach out to Abby Hansen, Chief of Staff ([ahansen@azre.gov](mailto:ahansen@azre.gov)), if you would like me to visit with your group.
- The Real Estate Advisory Board is tasked with providing the Real Estate Commissioner with such recommendations as it deems necessary and beneficial to the best interests of the public. The board shall also provide recommendations on specific questions or proposals as requested by the Commissioner. I want to thank each Advisory Board member for their time and dedication in service to the State of Arizona. Learn more about the Real Estate Advisory Board, [here](#).

### Focus on Online Services and Streamline Process and Forms

- As a result of listening, the Department researched why an employing Broker was required to rehire licensees when the licensee renewed. Staff found it was a system limitation that no longer existed and at my direction, altered and updated the online system to automatically rehire licensees to their employing broker.



## 2022, is in the books. (Continued)



- Approval timeframes for applications continues to fall well below statutory requirements, including for example, original license applications from 60 days to 1 day; nearly 98 percent of license renewals are approved in 1 day online.
- ADRE launched an update to our online license system allowing Designated Brokers to subscribe to email notification lists that notify them of pending hires, severs, and completed renewals. This update was developed after receiving feedback from and in collaboration with Arizona Brokers.
- ADRE's online services allow for the majority of applications, complaints, and questions to be completed through its website; while at the same time staff report in office and the Department remains in office, M-F from 8:00am to 5:00pm to best serve all Arizonans.
- ADRE's call system proactively provides accurate and direct information to Arizona's over 92,000 real estate licensees and the public the Department serves.

### Focus on Real Estate Education

- Licensing and education forms were reviewed and updated after soliciting feedback from stakeholders to increase understandability, overcome barriers, and implement required legislative changes.
- Frequent Educator Updates share relevant and timely information and reminders with Arizona School Administrators to keep the real estate education community in the know.
- The Education Advisory Committee (EAC) meets quarterly and continues to discuss how to raise the bar in education and make recommendations to the Commissioner.
- ADRE and Pearson VUE held an Industry Day to share an update on the state real estate examination program and how exams are delivered, monitored, and updated.
- Additional exam locations were approved in Kingman, Lake Havasu City, Show Low, Holbrook and military sites for active duty military at Luke Air Force Base and Fort Huachuca.
- The [Volunteer Course Monitor Training](#) was updated to prepare licensees to attend and monitor courses on behalf of ADRE. If you are interested in learning about the benefits of becoming a monitor and the program, please contact the Education Division through the [Message Center](#).



## 2022, is in the books. (Continued)



- ADRE, Pearson VUE, and real estate subject matter experts met to review exam questions for salespersons ensuring accuracy, relevancy, and appropriate difficulty. ADRE invited experts from the Arizona Department of Water Resources and Arizona Department of Environmental Quality to participate in this important exercise.

### Focus on Development/Builder Services

- Review of Public Disclosure Report applications continues to be completed in under four days; well below the statutorily mandated 100 days. Significant improvement has been made over the last eight years due to electronically received applications and electronic payment collaboration with developers (subdividers).
- Development and builder services customers are invited to attend a standing ADRE hosted quarterly meeting to discuss current trends, topics of interest, and application findings to ensure streamlined processes and knowledge exchange that promotes compliance.

### Focus on ADRE Staff

The Department of Real Estate would not be successful without its dedicated team. It's an honor to lead such a great team and to hear about your positive interactions with them. Thank you for taking time to share your experiences with me and through the ADRE [Customer Service Survey](#).

As the state of Arizona and the real estate profession enters into 2023, let's remember to keep the consumer first (refer to the brochure on, "[Duties to the Client](#)" or pages 17-18 of the [Model Broker's Policy and Procedure Manual](#)); as the real estate market experiences yet more change, remain grounded and guided by sound business principles and the established Arizona rules and regulations while assisting clients and practicing real estate.

Let's continue to focus on doing things the right way - - professionally and for the future of Arizona.

Sincerely,

**Louis Dettorre, Commissioner**  
**Arizona Department of Real Estate**







# ADRE Calendar of Events - Kicking Off 2023

The Arizona Department of Real Estate will be closed on the following holidays:

**New Year's Day 2023 - Monday, January 2**

**Martin Luther King Jr. / Civil Rights Day - Monday, January 16**

**President's Day - Monday, February 20**

## **ADVISORY BOARD MEETING (Public Meeting)**

The next Real Estate Advisory Board Meeting will be held on **January 18, 2023**

by Virtual Meeting from 10:00am - 12:00pm

Arizona Department of Real Estate

100 N. 15th Ave. Suite 201

Phoenix, AZ 85007

## **REAL ESTATE PARTNERS MEETING**

The next Real Estate Partners Meeting will be held on **February 2, 2023**

at ADRE or by Virtual Meeting from 10:00am - 12:00pm

Arizona Department of Real Estate

**Pre-register with ADRE by emailing [ahansen@azre.gov](mailto:ahansen@azre.gov)**

## **EDUCATION ADVISORY COMMITTEE MEETING (Public Meeting)**

The next Education Advisory Committee Meeting will be held on **March 8, 2023**

at ADRE or by Virtual Meeting from 10:00am - 12:00pm

Arizona Department of Real Estate

100 N. 15th Ave. Suite 201

Phoenix, AZ 85007

## **DEVELOPMENT SERVICES ROUND TABLE**

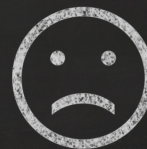
The next Development Services Meeting will be held on **May 11, 2023**

at ADRE or by Virtual Meeting from 10:00 am - 11:00 am

Arizona Department of Real Estate

**Pre-register with ADRE by emailing [ahansen@azre.gov](mailto:ahansen@azre.gov)**

## Customer feedback





## Santa is Coming to Town and then so too is the Super Bowl: FAQs on Short Term Rentals

PHOENIX - Arizona enjoys the benefits of and remains a desirable travel destination and vacation spot for many reasons; many seasons. That said, Winter visitors are here, the Holidays are upon us and this year, Super Bowl LVII is right around the corner.

For months, [News reports](#) have warned hotel rooms were already being sold out and anecdotal information continues to abound regarding increases in demand and price increases to meet demand for the Valley's short term rentals.

During these times, the Department of Real Estate typically fields questions surrounding a person's need to be licensed to engage in or manage short term rentals. Arizona Revised Statutes, specifically [A.R.S. § 32-2121\(A\)\(15\)](#), provides for an exemption from real estate licensure for "a person who, on behalf of another, solicits, arranges or accepts reservations or monies, or both, for occupancies of thirty-one or fewer days in a dwelling unit."

### **Let's get into a bit of Q&A around what ADRE usually hears on this topic:**

- **Does an individual need an Arizona real estate license to engage in the management of short term rentals?**
  - No, if the activity meets the real estate licensure exemption in A.R.S. § 32-2121(15).
  - Individuals or entities attempting to skirt licensing requirements as "vacation rentals" may be practicing unlicensed activity.
- **Does an individual who is a licensee have additional obligations related to short term rentals?**
  - No. An exemption from licensure pursuant to A.R.S. § 32-2121(A)(15) would mean that none of the regulatory requirements detailed in Title 32, Chapter 20 apply.
  - Local municipalities may have ordinances and requirements for short term rentals.

Editor's Note: An Employing Broker may prohibit their contract or direct employees from engaging in short term rentals and it is certainly in a licensee's interest to check with their Designated broker prior to engaging in any activity that may be perceived as being done on behalf of or permitted by the brokerage.
- **If short term rentals are exempt from real estate licensing, is a licensee required to notify their broker if they wish to engage in management of short term rentals?**
  - See, "Editor's Note" above.
- **Does the exemption from real estate licensure have limits? aka, define "short."**
  - Yes; statute clearly defines the exemption from licensure for reservations of 31 days or fewer.
- **What is required if the short term rental, though not intended, extends beyond 31 days?**
  - A real estate license. An individual who is not licensed and who engages or manages short term rentals for longer than the exemption period allows, would no longer be covered by the 31 day rental exemption and would be required to be licensed.
- **Complaints about short term rentals sometimes occur. Since a real estate license is not required and short term rentals are not under ADRE's jurisdiction, what is the appropriate venue for such complaints to be filed?**
  - A local municipality may have ordinances and requirements for short term rentals and, as such, may receive complaints to investigate violations of those requirements. For example, [Scottsdale recently voted](#) to require licenses for short term rentals and [an individual can file a complaint online](#) if they experience an issue with a short term rental in Sedona.
  - A court of competent jurisdiction may provide relief depending on the complaint nature.





# VOLUNTEERS NEEDED!



## Monitor Courses, Receive CE Credit!

If you're a current and active licensee and are interested in receiving CE credit at no cost to you while attending courses and providing ADRE with critical feedback, send us a message and apply to become a Volunteer Course Monitor!

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## Code of Ethics

**I'm a REALTOR®, Where do I submit my Code of Ethics certificate?**

The Code of Ethics certificate is not a requirement of the Arizona Department of Real Estate.

A Code of Ethics certificate is required by the National Association of REALTORS® (NAR) to maintain membership in the local Board of REALTORS®, the Arizona Association of REALTORS® (AAR) and the National Association of REALTORS®.

NAR's Board of Directors approved a change to the Code of Ethics training requirement, extending it from every two years to every three years. This extends the current cycle deadline from March 1, 2022, to Dec. 31, 2024.



Visit [NAR's website](#) or contact your Association for the following questions regarding your Code of Ethics training:

- Do I need to complete my Code of Ethics training?
- Where do I submit my certificate?
- Ethics training classes typically do not count towards the Continuing Education requirements for the Arizona Department of Real Estate.

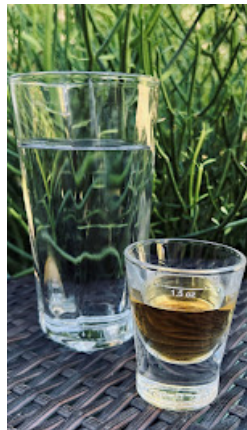
## Above the Fold: News of Interest

### "Whiskey is for Drinking; Water is for Fighting Over" . . .What Buyers Need to Know

by Michelle Lind Esq., Of Counsel, Arizona Realtors

Oct. 25, 2022

PHOENIX - The quote "whiskey is for drinking; water is for fighting over" has often been attributed (possibly incorrectly) to Mark Twain. However, regardless of where the quote originated, it reflects the fact that "fighting" over water in the West has had a very long and storied history. For a little background, see the US Department of the Interior Bureau of Reclamation summary of Arizona's "fights" for an assured water supply over the last century.



...  
A real estate licensee is not required to be a water expert. However, buyers need to know the source of a

property's water supply and if there are any water issues before purchasing that property. A real estate licensee should be knowledgeable as to where to direct a buyer to obtain this information.

#### Don't become a Party to a Water "Fight"

With the appropriate disclosures and the buyer's due diligence, a real estate licensee, seller, and buyer can avoid becoming involved in a water "fight" after close of escrow. If there is any question about the source, availability, quality of the water to the property, water rights, or water costs, assist the buyer in investigating the issue during the Inspection/Due Diligence Period by directing them to the appropriate sources of information.

Full story and suggested resources, [here](#).

### 40-Year Listing Agreements May Be Predatory: *Homeowner Benefit Agreements Subject to Multiple Probes*

by Association of Real Estate License Law Officials (ARELLO)

Nov. 30, 2022

INDIANAPOLIS – A real estate brokerage operating in multiple states is offering homeowners cash to enter into what it dubs a "Homeowner Benefit Agreement." The cash paid to the homeowner depends on the property's value and can range from a few hundred dollars to thousands of dollars. These agreements are essentially contracts where the homeowner agrees that when they go to sell their home, they will list it for sale with the brokerage, with pre-agreed rates for commissions. These agreements are for a term of 40 years and are protected with a lien on the homeowner's title

In North Carolina, My NC Homes reported that the agreements were brought to their attention by the Register of Deeds, who noticed 12 agreements since June of 2022. My NC Homes researched several other counties and reported that there were another 250+ liens filed by a single real estate brokerage. Janet Thoren, Legal Counsel with the North Carolina Real Estate Commission told Inman, "It is my understanding that a number of other state Attorneys General are looking at this program, including our own. Our investigation has been going on for a few months now, and it is not over." Inman reported that the Florida Attorney General's office and the Massachusetts Attorney General's office are also reviewing complaints.

Concerns about the agreements are varied...

Full story, [Page 5, here](#).



# Must-know real estate trends driving the market in 2023

## The emerging trends in real estate that you can't ignore

### Above the Fold: News of Interest

Nov. 2, 2022

by Audrey Lee

The Emerging Trends in Real Estate report, produced by PWC and The Urban Land Institute (ULI), has been the dominant voice in reporting the future of the industry for more than 40 years.

Given the market upheavals in the years since the COVID-19 pandemic, looking forward and analyzing trends is more important than ever. We've combed the report to bring you the highlights and can't-miss information that will impact your business in 2023.

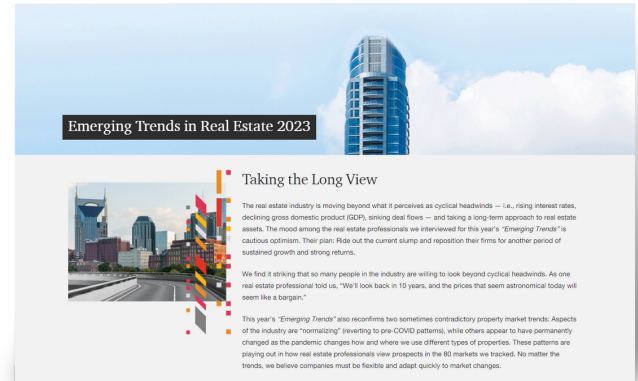
#### The pace is slowing

In 2021 and a portion of this past year, real estate was moving at a record-setting speed. Homes were selling in hours, above asking and for cash. In 2023, however, expect the rate of the market to continue the slow-down seen in late 2022.

The days a home is on the market will continue to rise, there may be more negotiation over price — though average home prices are expected to stay high, at 30% more expensive than in 2019 and earlier — and rising interest rates will continue to make some buyers wary.

#### Remote work affects many facets of the industry

The continuation of remote work has impacts on the commercial real estate industry as



well as the residential real estate side. For commercial, companies continuing to work remotely may give up their empty office spaces or downsize, leaving large swaths of commercial buildings empty for repurposing.

On the residential side, working from home means that employees may be changing their geographic location, and looking for bigger homes with dedicated office spaces. They may also prioritize homes that are environmentally friendly, in an effort to lower electric or internet bills despite spending more time at home. The report estimates that less than half the workforce is going into an office for the full work week.

For the story, click [here](#).

For PWC and ULI's Report, click [here](#).



**2023 is going to be a challenging year for all housing industry professionals but with an eye on the emerging trends, a flexible attitude and a willingness to adapt, real estate agents will weather this storm and come out on the other side better for it.**





### 'If it isn't on social media, did it even happen?!' —————→

From updating consumer brochures and translating Department materials into Spanish to participating in and collaborating on cross border meetings and discussions, 2022 was an eventful year for the Real Estate Committee and Co-Chair Commissioner Dettorre working within the Arizona-Mexico Commission.

Under Real Estate Commissioner Louis Dettorre's leadership, the Department held several productive AMC Real Estate Committee Meetings with Co-Chair Mike Hammond ensuring the work of the committee remains on track and moves projects forward.

The Department engaged in communication and collaborative efforts to engage with its Sonoran and Mexican counterparts at ICRESON.

The Department completed a re-write of its [webpages](#) created to educate consumers on buying or leasing property in Mexico and updated the [Public Disclosure Report Brochures](#) used by developers to advertise Mexican properties to Arizona consumers. The brochures were then translated into [Spanish](#).

Commissioner Dettorre also participated in two cross border real estate summits to inform buyers and sellers of the legal obligations and consumer protections designed to educate and protect Arizonans buying property in Mexico.

Finally, Commissioner Dettorre participated in ADRE's first delegation trip to Mexico since COVID-19 to discuss cooperation and opportunities for cross-border interactions to support residents on both sides of the border.

Arizona-Mexico Commission @AzMxCom - May 19  
AMC Real Estate Committee Co-Chair & Commissioner of the @AZDeptRE, Louis Dettorre participated in the 1st Real Estate Summit 2022, "Real Estate Across Borders," held today in San Carlos to promote cross-border real estate investments & development in the Arizona-Sonora region.



Arizona-Mexico Commission @AzMxCom - Jun 3  
AMC Real Estate Committee Co-Chair, Louis Dettorre and Commissioner of @AZDeptRE participated as a panelist, offering his perspective on investments in tourist areas during the XI Summit Turístico Internacional conference hosted by @ampinacional in San Carlos, Sonora.



Arizona-Mexico Commission @AzMxCom - Jul 28  
AMC Real Estate Committee met yesterday & shared updates on binational projects making our region's communities more viable. Special thx to Co-Chairs, Louis Dettorre @AZDeptRE Commissioner & Mike Hammond @PICORCres CEO, for your leadership in carrying out this foundational work.



Gerardo Vazquez @gerardo1st - Aug 23  
Replying to @rcastrovaldez  
Extraordinaria Reunión, @Icreson y el Departamento de Real Estate intercambiamos mejores prácticas para fortalecer el Desarrollo Inmobiliario. En el maeco de la Comisión Arizona - Sonora ¡Welcome Louis Dettorre!



ADRE @AZDeptRE - Aug 24  
A productive visit to Sonora yesterday to discuss cooperation and opportunities for cross-border interactions to support residents on both sides of the border.

Arizona-Mexico Commission @AzMxCom - Aug 23  
AMC's delegation led by @Jessica1Pacheco, Board President arrives in Hermosillo to meet with state of Sonora officials and further strengthen Arizona's ties with Sonora and Mexico.







### TEAMS - Whose name is listed on the Contract?

The Department has received inquiries from buyers or sellers regarding the name of the licensee listed on a real estate contract as representing the buyer's or seller's interests. In these inquiries, the licensee listed as the buyer's or seller's representative is someone they have never met or spoken with.

While the Department does not regulate real estate contracts, it is recommended that the name of the licensee who has been in direct contact with the buyer or seller and has been considered by the buyer or seller as their agent be listed on the contract as such.

In the case of a real estate team representing the client, when presenting a contract to a buyer or seller for review and signature, it is recommended that the buyer or seller be advised of the role of the licensed team members listed on the contract as representing the client's interests.



[SPS 2022.02. Requirements for Teams](#)

[SPS 2022.03. Unlicensed Assistants](#)

### COMING SOON SIGNS / LISTINGS:

The Department's statutes and rules do not specifically address "Coming Soon" signs or listings.



However, the same advertising rules generally apply:

- Installing a "Coming Soon" sign on a homeowner's property requires the homeowner's written permission and must be promptly removed upon the homeowner's request.
- The name of the licensee's employing broker must be clearly and prominently displayed.
- The Designated Broker must supervise the advertising.

[SPS 2007.18. Real Estate Licensee Advertising](#)

# ADRE General Reminders/Updates

**Have you planned for unexpected emergencies? Is your business structured so that someone can legally take over if you are incapacitated and unable to return to work?**

**Do you have a Business Continuity Plan?** It's the end of 2022 and over the last 2-3 years businesses have faced many challenges, including temporary office closures due to the pandemic, severe illnesses of staff, shortages of supplies and shortages of staff, to name only a few.

Are you aware that if a Designated Broker passes away, and no one within the business has legal authority to name a new DB, the heir (usually a spouse or other family member) can be named as Temporary Broker for 90 days, but only for the purpose of shutting down the business?

Consider your business structure and seek appropriate advice to be prepared for the unexpected. If you need to make changes to your business and update licensing information, [let us know](#).



## CAN AN AGENT OFFER ANOTHER AGENT MONEY TO SHOW PROPERTIES?

During the 2022 Legislative Session, A.R.S. § 32-2155(A) was amended to allow a licensee to accept employment and compensation as a licensee only from either or both of the following:

1. The legally licensed broker to whom the licensee is licensed.
2. An employer other than the legally licensed broker if all of the following apply:
  - The employer holds a license.
  - The licensee is the employer's employee and receives a federal form W-2 wage and tax statement.
  - The employer has the same employing broker as the licensee.
  - The employer obtains written permission from the employing broker to pay the licensee.

Under current statute, an agent may only pay another agent to show properties if all of the above applies.

[SPS 2022.02. Requirements for Teams](#)

**CAUTION CAUTION CAUTION CAUTION**



# AMA: 2022 Perspectives & Projections: Topics cover gamut from media coverage to affordable housing

By Peter Madrid | [MadridMedia](#)

The multifamily industry has been in the news a lot lately, from the number of apartment units needed to satisfy a growing population in Arizona to the eviction moratorium and subsequent issues the pandemic presented two years ago.

The opening panel at the recent 2022 Perspectives & Projections event sponsored by the Arizona Multihousing Association at the Sheraton Downtown Phoenix examined the shifting narrative in the media when it comes to the industry.

Read more, [here](#).

“

**“You have to respond to that narrative (the good the industry does for its residents) instead of creating your own. A new program your apartment community is undertaking. Simplify the message. Make it more human. Nobody wakes up and says ‘who can we evict today.’ These are good people in the industry. They’re trying to keep their residents in the property,” he said.**

”

## You Matter, and so do Customer Surveys



ADRE is made up of what we believe to be an amazing team of about 26 staff members.

They go above and beyond the call of duty to assist licensees and consumers each and every day.

Please help us recognize their efforts by letting us know specific ways they've helped you!

We do know we can't and don't always meet your expectations and we want to hear about that as well. We can only try to improve if and when we know there is room to do so.

Complete our [survey](#) now or after interacting with our team!



# In Case You Missed It



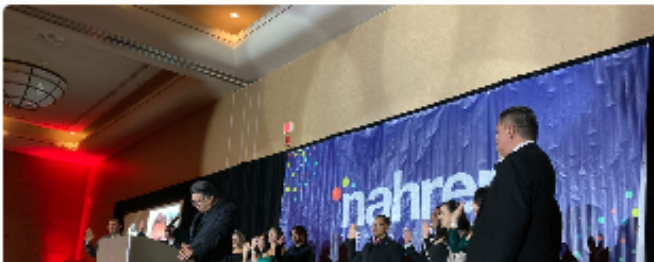
**ADRE @AZDeptRE**  
Aug 3

Arizona Receives 2022 International Real Estate Investigator Award: Commissioner Dettorre - "It is really no surprise; ADRE, the real estate profession and I know we have some of the finest staff all of who are committed to service."



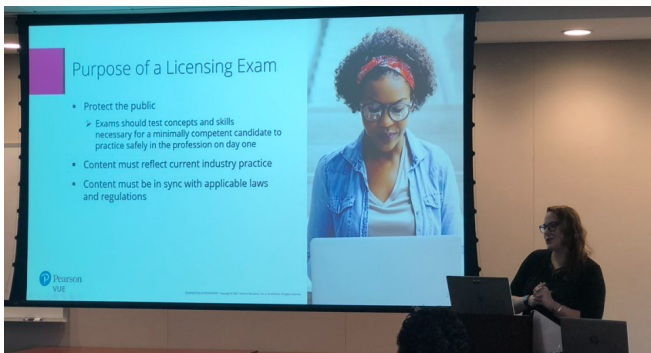
**ADRE @AZDeptRE**

Commissioner Dettorre congratulated the National Association of Hispanic Real Estate Professionals 2023 Greater Phoenix Chapter President Sergio Rodriguez and the entire Board of Directors at their Gala and Installation. @garynahrep @NAHREP 1/2



**ADRE @AZDeptRE**  
Nov 1

The Department welcomes @PearsonVUE and Real Estate School Administrators and Instructors to Industry Day at the Capitol! Looking forward to timely discussions and in-depth presentations related to the exam process for those who work to prepare candidates for licensure exams.



**ADRE @AZDeptRE**  
Sep 1

Glad to see so many familiar faces at @AZ\_REALTORS Caucus & Summit today! ADRE always appreciates the opportunity to share updates and to speak directly with salespersons, brokers and leaders in the profession.



**ADRE @AZDeptRE**  
Sep 2

Subdividers and timeshares, regardless of where the property is, must obtain a Public Report before marketing or selling land or units in AZ. This includes property in Mexico, so we updated and translated our brochures



**ADRE @AZDeptRE**  
Oct 25

Terrific Commissioner's Connection at Tucson Association of Realtors @realtorstucson featuring Commissioner Louis Dettorre and a content-filled presentation from representatives of the @DeptVetAffairs to speak about the benefits of the VA Home Loan Program.



# HOA Petition Process Update

## HOA Statistics

In 2016, the Arizona Legislature passed legislation moving the Homeowners Association (HOA) Dispute Process to the Arizona Department of Real Estate (ADRE) Link to Legislation. The Arizona Office of Administrative Hearings (OAH) will accept all cases as referred by ADRE and schedule a Hearing Date before an Administrative Law Judge (ALJ).

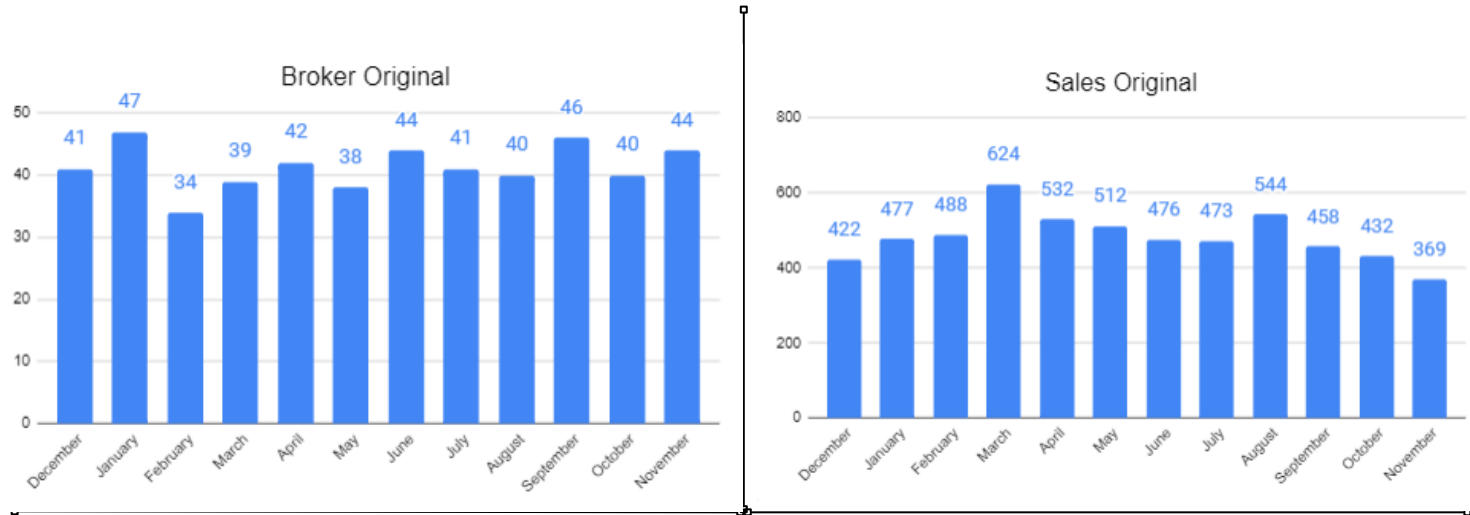
Further information on the HOA Dispute Process can be reviewed on the ADRE website, [www.azre.gov](http://www.azre.gov).

	<u>Jul</u>	<u>Aug</u>	<u>Sept</u>
# of Petitions Filed	5	5	3
# of Petitions Closed	6	3	11
# of Decisions Issued	7	8	3
# of Petitioners	0	0	2
Prevailed			
# of Respondents	4	8	0
Prevailed			
# Denied	0	0	0
# Withdrawn Prior to Referral	0	0	2

Top 5 Issues Ending 1st Quarter	
#1	Board Not Following Community Documents or Proper Procedure
#2 t	Property Maintenance
#2-t	Meeting / Election Issues
#4	Notice of Violations
#5	Multiple Issues

## Licensing Statistics

The Department of Real Estate started the month of December 2022 with 92,250 total Arizona real estate licensees (includes active, inactive, and grace period). Of that total there are 70,918 active salespersons, broker, and entities. [View the fully updated real estate licensee totals each month on www.azre.gov](http://www.azre.gov). ADRE continues to see a steady number of original real estate license applications from individuals pursuing a career in the real estate profession.



**ARIZONA  
REAL ESTATE  
ADVISORY BOARD**

**Bill Gray**  
2022 Chair  
Phoenix

**Charles Bowles**  
2022 Vice Chair  
Tucson

**Carla Bowen**  
Pinetop

**Kimberly S. Clifton**  
Tucson

**Luis Ramirez**  
Phoenix

**Randy Rogers**  
Phoenix

**Justin W. Rollins**  
Scottsdale

**Matias Rosales**  
San Luis

**Christine Shipley**  
Phoenix

**D. Christopher Ward**  
Phoenix

# Education Update



## November 2022 Education Statistics

- Number of active schools (including branches): 224
- Number of active courses: 2,152
- Number of active instructors: 634
- Number of Broker Exams administered in December: 29
  - Broker: (Passing Rate for First-Time Test Takers): 76%
- Number of Salesperson Exams administered in December: 369
  - Salesperson: (Passing Rate for First-Time Test Takers): 58%
- Number of Out-of-State License Examinations Administered in December: 38
- Out-of-State First-Time Test Takers in December:
  - Broker: 50%
  - Salesperson: 56%

## Reminders For All Schools

**Instructor Qualifications:** Check the ADRE website for the New Instructor Approval Application (Form ED-101).

**14 Day Course Notices** - Real Estate Statute requires Schools to properly schedule the course event location in the "14 day Notice" pursuant to A.R.S. §32-2135, including if, the course is held at a location other than the school location.

Real Estate Exam Performance Summaries by School (pass/fail rates for 1st time test takers) are available on the ADRE website. These summaries are updated monthly.

- [Click here](#) for more information.
- [Click here](#) to view the **November Educator Update** on the ADRE website.

## Number of "First Time Exam Takers"

EXAM TYPE	Sept	Oct	Nov
Real Estate Broker	40	35	29
Real Estate Salesperson	469	442	369
Cemetery Salesperson	3	0	1
Cemetery Broker	0	1	0
Membership Camping Broker	0	0	0
Membership Camping Salesperson	1	0	3
Universal License Recognition - Broker	17	4	6
Universal License Recognition - Salesperson	40	30	32

**Total CE Courses Entered by Renewing Licensees:** 56,540

**Distance Learning Courses Entered by Renewing Licensees:** 33,706

**Percentage Distance Learning Courses Entered by Renewing Licensees:** 59.9%

## VOLUME 2022 ISSUE 3

**The Periodic Bulletin  
from the Arizona  
Department of Real  
Estate**

**An official publication of  
the State of Arizona**

**DOUGLAS A. DUCEY  
GOVERNOR**

**LOUIS DETTORRE  
COMMISSIONER**





## Broker Honor Roll

**JUNE 2022 TO NOV. 2022**

In alphabetic order, the following Brokerages were found to be in substantial compliance or had no found issues during the Department's Audit.

Lic. #	Broker Last Name	Broker First Name	Brokerage	Type of Audit	Location
BR023231000	BALDWIN	PAMELA	ELDEN PEAKS PROPERTIES, INC.	ONSITE AUDIT	FLAGSTAFF
BR006006000	BANCROFT	R. GLENN	ROOKER REALTY, INC.	ONSITE AUDIT	TUCSON
BR571071000	BATTEN	SHERRI D.	BLOOMTREE REALTY ARIZONA, LLC	ONSITE AUDIT	PRESCOTT
BR583926000	BAYER	CHRISTINE ANN	BAYER REALTY, LLC	ONSITE AUDIT	GILBERT
BR627078000	BROWNING	JENNIFER L.	BLOOMTREE PROPERTY MANAGEMENT, LLC	ONSITE AUDIT	PRESCOTT
BR583149000	CABALLERO	ADREINA J	CABALLERO REALTY LLC	ONSITE AUDIT	PHOENIX
BR521114000	CLERICI	MARIA C.	REAL PROPERTY MANAGEMENT TUCSON, LLC	ONSITE AUDIT	TUCSON
BR643954000	CRAWFORD	STEVEN RAY	PEPPER VINER MANAGEMENT CO. II LLC	ONSITE AUDIT	TUCSON
BR575234000	CRIFE	ALISON L.	KEY MANAGEMENT CO., INC.	ONSITE AUDIT	GLENDALE
BR529321000	DAVIS	JEFFREY M.	BROKERS ONLY LLC	ONSITE AUDIT	PHOENIX
BR585209000	DEMARSICO	VICKI SUE	VSD HIGH DESERT REALTY, LLC	REMOTE SALES AUDIT	WILLCOX
BR652931000	DICKEY	LINNEA S.	ROBSON ASSOCIATES LLC	ONSITE AUDIT	PHOENIX
BR652931000	DICKEY	LINNEA S.	ROBSON ASSOCIATES, LLC	ONSITE AUDIT	PHOENIX
BR557948000	DOYLE	WILLIAM	VISIONARY PROPERTIES REALTY LLC	ONSITE AUDIT	GILBERT
BR537622000	EAGAN	LISA E.	LEAGAN REALTY, LLC	ONSITE AUDIT	SCOTTSDALE
BR582294000	FELDMAN	ADAM G.	HELIIX PROPERTIES, LLC	ONSITE AUDIT	PHOENIX
BR545775000	FERNANDEZ	CLEMENTE G.	FERNANDEZ REALTY, LLC	ONSITE AUDIT	TUCSON
BR013271000	FRIEDMAN	DEBIE P.	FRIEDMAN REALTY AZ, LLC	ONSITE AUDIT	SCOTTSDALE
BR006515000	GARVIN	PATTI	CITY PROPERTY MANAGEMENT COMPANY	ONSITE AUDIT	PHOENIX
BR653813000	GILE	CHRISTIAN DAMON	ARIZONA HEALTHCARE REALTY, LLC	ONSITE AUDIT	MESA
BR569930000	GOODMAN	CHRISTOPHER	BREWER & STRATTON PROPERTY MANAGEMENT LLC	ONSITE AUDIT	MESA
BR009164000	HAEUSSLER	JUDY A.	H & H MANAGEMENT, INC.	ONSITE AUDIT	PHOENIX
BR101643000	HARPER	HILL ANN	JAS UNITED LLC	ONSITE AUDIT	GLENDALE
BR557383000	HUNSAKER	MELANIE S.	DARCAM REAL ESTATE & INVESTMENTS LLC	ONSITE AUDIT	GILBERT
BR029023000	HUNT	JOHN T.	HUNT & ASSOCIATES INC.	ONSITE AUDIT	PHOENIX



## Broker Honor Roll

**JULY 2021 TO JUNE 2022**

In alphabetic order, the following Brokerages were found to be in substantial compliance or had no found issues during the Department's Audit.

Lic. #	Broker Last Name	Broker First Name	Brokerage	Type of Audit	Location
BR008487000	JOHNSON	GREGORY P.	UNITED SOUTHWEST REALTY CORPORATION	ONSITE AUDIT	SCOTTSDALE
BR511974000	JONES	JASON D.	REVANA REALTY LLC	ONSITE AUDIT	SCOTTSDALE
BR034016000	KEITH	KATHRYN A.	KSKII, LLC	ONSITE AUDIT	TEMPE
BR038185000	KERN	LISA M.	KERN REALTY, INC.	ONSITE AUDIT	FOUNTAIN HILLS
BR628461000	KING	RANDAL LANE	KEY TIME REALTY, LLC	EBAR	BULLHEAD CITY
BR529940000	KLEIN	TODD M.	KLEIN PROPERTIES AND INVESTMENTS, LLC	ONSITE AUDIT	PRESCOTT
BR112719000	KLINE	CAROLYN R.	AFFIRMED REALTY, LLC	ONSITE AUDIT	GLENDALE
BR009159000	KOOIMAN	JERI A.	KOOIMAN REALTY, LLC	REMOTE SALES	PRESCOTT VALLEY
BR004941000	KURKJIAN	MARY JANE	TUCSON REALTY SOLUTIONS LLC	ONSITE AUDIT	TUCSON
BR626599000	LEHRMAN	CARRIE L.	THE SRL GROUP, LLC	ONSITE AUDIT	PHOENIX
BR524833000	LEONARD	MICHAEL "MIKE" S.	CATALYST COMMERCIAL GROUP, LLC	ONSITE AUDIT	SCOTTSDALE
BR569884000	LEW	LETHE	DESERT RIVER REALTY, LLC	ONSITE AUDIT	PHOENIX
BR569884000	LEW	LETHE	DESERT RIVER REALTY, LLC	ONSITE AUDIT	PHOENIX
BR027336000	LIND	JANICE	BRENTWOOD ARIZONA, LLC	ONSITE AUDIT	SCOTTSDALE
BR004141000	LOVELACE	GARY S.	SPECTRUM REAL ESTATE SERVICES, LLC	ONSITE AUDIT	TUCSON
BR538092000	MACLEOD	ROBIN L.	DRDB, LLS	REMOTE SALES AUDIT	SHOW LOW
BR116241000	MCCORMACK	CATHERINE S.	PROPERTY MINDERS LLC	ONSITE AUDIT	PHOENIX
BR543820000	MORDKA	WILLIAM M.	HARVEY MORDKA REALTY, LLC	ONSITE AUDIT	TUCSON
BR581230000	MUDD	KIMBERLY T.	MUDD REALTY, LLC	ONSITE AUDIT	PHOENIX
BR117355000	MULVEY	THERESA ANN	REAL ESTATE DIRECT, INC.	ONSITE AUDIT	TUCSON
BR017128000	MURTAUGH III	JOHN F.	SOUTHERN ARIZONA BROKERAGE, LLC	ONSITE AUDIT	TUCSON
BR520644000	PEDERSEN	GARY R.	PHOENIX COMMERCIAL PROPERTIES, LLC	ONSITE AUDIT	FOUNTAIN HILLS
BR045435000	PETERSON	KEITH A.	PETERSON HOLDINGS, INC.	ONSITE AUDIT	WICKENBURG
BR047001000	RAMIREZ	JOSE B.	COLONIAL REALTY LLC	ONSITE AUDIT	PHOENIX



## Broker Honor Roll

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In alphabetic order, the following Brokerages were found to be in substantial compliance or had no found issues during the Department's Audit.

Lic. #	Broker Last Name	Broker First Name	Brokerage	Type of Audit	Location
BR626741000	RASCON	JENNIFER R.	RASCON REAL ESTATE SERVICES LLC	REMOTE SALES AUDIT	YUMA
BR657663000	REIDHEAD	SHELLY	ELK COUNTRY REALTY, LLC	REMOTE SALES	SPRINGERVILLE
BR027721000	REUTER	BARBARA L.	PICOR COMMERCIAL REAL ESTATE SERVICES, INC.	ONSITE AUDIT	TUCSON
BR033562000	ROSENBERG	JONATHAN M.	LEVROSE REAL ESTATE, LLC	ONSITE AUDIT	SCOTTSDALE
BR107990000	ROSVALL	DENNIS JAY	PRIME REALTY CONSULTANTS LLC	ONSITE AUDIT	PARADISE VALLEY
BR015521000	SCHLEGEL	FREDERICK C.	RHP REAL ESTATE LLC	ONSITE AUDIT	PEORIA
BR631938000	SMITH	SHAUNA	CARRIAGE MANOR RV RESORT ASSOCIATION, INC.	ONSITE AUDIT	MESA
BR556525000	SMITH	QUINCY K.	MATT FISCHER REALTOR, LLC	EBAR W/SALES	YUMA
BR10559000	STEWART	SUSAN ARLEEN	QUEEN VALLEY PROPERTIES, INC.	ONSITE AUDIT	QUEEN VALLEY
BR006154000	TURNER	LOUIS L.	LOUIS L. TURNER COMMERCIAL INVESTMENTS, INC.	ONSITE AUDIT	PHOENIX
BR112287000	VALDEZ	DANIEL COVARRUBIAS	DANIEL COVARRUBIAS VALDEZ	ONSITE AUDIT	PHOENIX
BR008072000	VICTORS	GREGORY A.	YAYS LLC	ONSITE AUDIT	TEMPE
BR574795000	VILLEGAS	CAROLINE I.	SHEA COMMUNITIES MARKETING COMPANY	ONSITE AUDIT	SCOTTSDALE
BR648448000	WILCOX	RANDALL P.	RANDALL P. WILCOX	EBAR W/ SALES	SIERRA VISTA
BR518431000	WILCZEK	RONALD S.	METRO PHOENIX HOMES, LLC	ONSITE AUDIT	PHOENIX
BR534679000	WYLIE	AMY ELIZABETH	DAISY DREAM HOMES REAL ESTATE, LLC	ONSITE AUDIT	PHOENIX
BR653829000	ZINN	ZACHARY	VACAY AZ, LLC	ONSITE AUDIT	SCOTTSDALE





## Disciplinary Actions

JULY 2022 TO NOV. 2022

In alphabetic order, the Department completed Disciplinary Actions against the following Licensees:

Disciplinary Actions					
ABBREVIATIONS USED					
ASA	Accelerated Settlement Agreement	BA	Broker Acknowledgement	C & D	Cease & Desist
CFO	Commissioner's Final Order	CO	Consent Order	ED	Additional Education
FEL	Felony	J & S	Joint & Several	LG	License Granted
MISD	Misdemeanor	CP	Civil Penalty	PL/PM	Provisional License with Practice Monitor
ED	Education	TA	Trust Account	FOF	Findings of Fact
Name	License Number	Brokerage at time of violation	Location	Summary	Order
Smith, Lesleigh	SA676334000	Boulevard Real Estate Management, LLC	Phoenix, AZ	Failure to Disclose	ASA—\$1,000 CP & 6hrs ED
Jarvis, Troy	SA105389000		Scottsdale, AZ	Failure to Disclose	CO—\$1,000 CP & 9hrs ED, & 2 yr PL/PM
Thornbury, Joshua	SA679421000	Mountain Desert Living, LLC	Lake Havasu City, AZ	Late Disclosure	ASA—\$500 CP & 3hrs ED
Jordan Lopez, Jazmin, Applicant	SA703599000		Phoenix, AZ	Convictions	CO w/2yr PL/PM
Kugelman, Thomas J Applicant	SA699127000		Phoenix, AZ	Convictions	CO w/2yr PL/PM
Prestinario, Vincent	SA692745000	Realty Executives	Chandler, AZ	Violation of Rules and Regulation	CFO— \$500 CP
Bolton, Constance Applicant	SA703035000		San Tan Valley, AZ	Convictions	CO w/2yr PL/PM
Shishavan, Sina	BR647846000	Niksi Realty	Scottsdale, AZ	Failure to Respond	ASA- \$500 CP & 6 hrs ED
Kusilek, Colton	SA694960000	United InvestExUSA 20, LLC	Phoenix, AZ	Failure to Disclose	ASA-\$500 CP 3hrs ED
Soughar, Ahmad	SA683811000	EXP Realty	Phoenix, AZ	Forgery	CFO—Revocation
Eslinger, Melinda	BR637166000	GEME LLC	Phoenix, AZ	Failure to Supervise	ASA—\$250 CP
Redelsperger, Timothy	SA663146000	GEME LLC	Phoenix, AZ	Unlicensed Activity	ASA—\$500 CP
Smith Bowman, Megan	SA675193000		Mesa, AZ	Late Disclosure	ASA—\$500 CP 3 hrs. ED
Gonzalez, Jesus	Unlicensed Individual		Wickenburg, AZ	Unlicensed Activity	C&D
Premier Landscape	Unlicensed Entity		Wickenburg, AZ	Unlicensed Activity	C&D
Perez Hernandez, Rodrigo	SA694132000	EMG Homes Real Estate LLC	Phoenix, AZ	Failure to Disclose	ASA—\$750 CP, 6hrs ED
Burke, Bobbi	BR552850000	Envoy Real Estate Services	Phoenix, AZ	Trust Account (TA) Irregularities	CO—\$3,000 CP, 9hrs ED, Monthly TA Submissions



## Disciplinary Actions

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CFO	Commissioner's Final Order	CO	Consent Order	ED	Additional Education
FEL	Felony	J & S	Joint & Several	LG	License Granted
MISD	Misdemeanor	CP	Civil Penalty	PL/PM	Provisional License with Practice Monitor
ED	Education	TA	Trust Account	FOF	Findings of Fact
Name	License Number	Brokerage at time of violation	Location	Summary	Order
Harris, Ryan	SA679637000	NIKSI Realty	Scottsdale, AZ	Late Disclosure	ASA—\$500 CP & 3hrs ED
Radcliffe, Issac	SA678191000	My Home Group Real Estate LLC	Scottsdale, AZ	Unlicensed Activity	ASA—\$500 CP & 6hrs ED
Kemper, Michelle	BR534810000	Shebang Realty	Surprise, AZ	Trust Account (TA) Irregularities	CO—\$2,000 CP, 6hrs ED, Monthly TA Submissions
Byrd, Richard	SA661156000	Allan Duncan INC	Henderson, NV	Dishonest Dealings	FoF, CoL & Order—Revocation
Letka, Joseph Applicant	SA699869000		Arizona City, AZ	Convictions	CO — w/2yr PL/PM
Kary, Lewis Applicant	SA704042000		Tempe, AZ	Convictions	CO — w/2yr PL/PM
Ibrahim, Shannon-Elizabeth Applicant	SA703920000		Tucson, AZ	Other Jurisdiction Sanction	CO — w/2yr PL/PM
Watson, James Applicant	SA509293000		Phoenix, AZ	Conviction	CO w/1yr PL/PM
Polley, Margaret	BR045787000	Silver Home Rentals, LLC	Marana, AZ	Audit Violations	CFO — Revocation
Silver Home Rentals, LLC	LC108439000		Marana, AZ	Audit Violations	CFO — Revocation
Barriga, Frank	SA635390000		Phoenix, AZ	Late Disclosure	ASA w/\$500 CP & 3hrs ED
Worrell, Tiffany	SA692160000	Southern Arizona Brokerage	Oro Valley, AZ	Late Disclosure	ASA w/\$500 CP & 3hrs ED
Samuelson, Alyssa	BR548576000	Chiquita Ventures LLC	Scottsdale, AZ	Advertising Violations	ASA—\$400 CP, 3hrs CE & Correction
Siljander, Taylor D.	SA687011000	Darcam Real Estate & Inv.	Gilbert, AZ	Late Disclosure	ASA w/\$500 CP and 3 hrs ED
Krupa, Daniel	BR703793000		Phoenix, AZ	Conviction(s)	CO— w/ 2yr PL
McConnell, Nicholas	SA555819000	HomeSmart, LLC	Phoenix, AZ	Conviction(s)	FoF, CoL & Order—Revocation
Navarro, Marisa Applicant	SA702309000		Mesa, AZ	Convictions	CO w/2yr PL/PM
Oboh, Jerry	SA692270000	Delex Realty	Peoria, AZ	Late Disclosure	ASA w/\$500 CP & 3hrs ED



## Disciplinary Actions

**JULY 2022 TO NOV. 2022**

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CFO	Commissioner's Final Order	CO	Consent Order	ED	Additional Education
FEL	Felony	J & S	Joint & Several	LG	License Granted
MISD	Misdemeanor	CP	Civil Penalty	PL/PM	Provisional License with Practice Monitor
ED	Education	TA	Trust Account	FOF	Findings of Fact
Name	License Number	Brokerage at time of violation	Location	Summary	Order
Lopez, Christine	SA704194000		Peoria, AZ	Conviction	CO w/2yr PL/PM
Collins, Dennis	BR528679000	Collins Realty	Phoenix, AZ	Violation of Rules & Regs	ASA w/\$500 CP
Edwards, Jessica	SA686182000	Collins Realty	Phoenix, AZ	Unlicensed Activity	ASA w/\$750 CP
Sayles, Patricia	SA686736000		Herndon, VA	Prior Dept Action/Non-Compliance	CO w/1yr PL/PM
Ward, Scott	BR006473000	Ward R.E. Development, LLC	Chandler, AZ	False Statement	CFO w/\$3,000 CP
Krueger, Danielle	SA703196000		Scottsdale, AZ	False/Misleading Application	ASA-\$500 CP 6hrs ED
Hathcock, Russell	BR564160000	East Valley Property Management	Mesa, AZ	Trust Account (TA) Irregularities	CO w/\$4,000 CP, 12hrs ED, Monthly TA Submissions
East Valley Property Management	LC578482000		Mesa, AZ	Trust Account (TA) Irregularities	CO w/\$4,000 CP, 12hrs ED, Monthly TA Submissions
Larson, Tammy	SA588570000		Phoenix AZ	Prior Dept Action/Non-Compliance	CO w/ 2yr PL/PM
Nolan, Tyvonna Applicant	SA705138000		Phoenix, AZ	Conviction(s)	CO w/2yr PL/PM
Gonzales, Taylor	SA673258000		Buckeye, AZ	Late Disclosure	ASA w/\$500 CP & 3hrs ED
Koang, Biay Applicant	SA690342000		Phoenix, AZ	Conviction(s)	CO w/2yr PL/PM
Walters, Todd	SA560605000	Prescott Real Estate Advisors, LLC	Prescott, AZ	Advertising Violations	ASA w/ \$400 CP 3hrs ED
Garbrick, Cameron Applicant	SA705283000		Maricopa, AZ	Conviction(s)	CO w/2yr PL/PM
Hoffman, Sahsha	SA693420000	EXP Realty, LLC	Chandler, AZ	Late Disclosure	ASA w/\$750 CP & 9hrs CE
LaDouceur, John	SA535882000		Scottsdale, AZ	Late Disclosure	ASA w/ \$500 CP & 3hrs CE
Flores, Diana	SA657480000	neXGen Real Estate	Phoenix, AZ	Forgery	CFO — Revocation
Lopez, Christine	SA704194000		Peoria, AZ	Conviction	CO w/2yr PL/PM





## Disciplinary Actions

JULY 2022 TO NOV. 2022

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FEL	Felony	J & S	Joint & Several	LG	License Granted
MISD	Misdemeanor	CP	Civil Penalty	PL/PM	Provisional License with Practice Monitor
ED	Education	TA	Trust Account	FOF	Findings of Fact
Name	License Number	Brokerage at time of violation	Location	Summary	Order
Cameron, Cheri	SA539638000	Homesmart, LLC	Surprise, AZ	Advertising Violations	ASA w/ \$400 CP 3hrs ED
Cameron, William	SA114675000	Homesmart, LLC	Surprise, AZ	Advertising Violations	ASA w/ \$400 CP 3hrs ED
Kranz, Kameron Applicant	SA702452000		Scottsdale, AZ	Conviction(s)	CFO - Denial
Schneider, Miriah	SA691614000	DPR Realty, LLC	Phoenix, AZ	Late Disclosure	ASA w/ \$500 CP & 9hrs CE
McConaughay, Christine	BR036090000	McConaughay Residential LLC	Yuma, AZ	Trust Account (TA) Irregularities	CO w/ \$2,000 CP, 12hrs ED, Monthly TA Submissions
McConaughay Residential LLC	LC645762000		Yuma, AZ	Trust Account (TA) Irregularities	CO w/ \$2,000 CP, 9hrs ED, Monthly TA Submissions
John, Louis N Applicant	SA702502000		Chandler, AZ	Conviction(s)	CO w/ 2yr PL/PM
Clark, Blake	BR658708000	Limitless Real Estate	Queen Creek, AZ	Conviction(s)	CO w/ 2yr PL/PM
Aguilera, Tamie	SA663378000	Re/Max Fine Properties	Show Low, AZ	Violation of Rules & Regs	ASA w/ \$1000 CP & 9hrs ED
Dupuy Jessica Applicant	SA704107000		Paradise Valley, AZ	Conviction(s)	CO w/ 2yr PL/PM
Schutt Jeremy	BR542319000	Legendary Properties LLC	Phoenix, AZ	Violation of Rules & Regs	CO w/ \$1000 CP, 6hrs ED & correction
Walsh Ashley	SA701220000	My Home Group Real Estate LLC	Gilbert, AZ	Failure to Disclose	CO w/ 2yr PL/PM, \$500 CP, & 9hrs ED
Moses, Brandon	SA654324000	Offerpad Brokerage, LLC	Chandler, AZ	Late Disclosure	ASA w/ \$500 CP & 3hrs CE
Pagels, Ashley Applicant	SA704120000		Phoenix, AZ	Conviction(s)	CO w/ 2yr PL/PM
Mobley, John S.	SA681468000	TRU REALTY	Scottsdale, AZ	Late Disclosure	ASA w/ \$500 CP and 3 hrs ED
Murillo, Celina	SA668098000	MY HOME GROUP	Scottsdale, AZ	Late Disclosure	ASA w/ \$200 CP and 3hrs ED
Rush, Tracy	SA704445000		Peoria, AZ	Failure to Disclose	CO w/ 2yr PL/PM



## Disciplinary Actions

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ASA	Accelerated Settlement Agreement	BA	Broker Acknowledgement	C & D	Cease & Desist
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FEL	Felony	J & S	Joint & Several	LG	License Granted
MISD	Misdemeanor	CP	Civil Penalty	PL/PM	Provisional License with Practice Monitor
ED	Education	TA	Trust Account	FOF	Findings of Fact
Name	License Number	Brokerage at time of violation	Location	Summary	Order
Flournoy, Nicholas	SA678613000	Bliss Real Estate, LLC	Gilbert, AZ	Failure to Disclose	ASA w/\$250 CP & 3 hrs ED
Carder Development, LLC			Queen Creek, AZ	Unlicensed Sales (Development)	C&D w/ \$1,000 CP
Dixon, Dulcie	SA687086000	Hauge, Inc.	Avondale, AZ	Advertising	ASA w/ \$400 CP & 3hrs ED
Reed, Drew	SA680265000	DRJG Investments, LLC	Peoria, AZ	Late Disclosure	ASA w/\$500 CP & 3hrs ED
Hernandez, John B Applicant	SA705399000		Glendale, AZ	Conviction(s)	CO w/2yr PL/PM
Watson, Ryan	BR680634000	Equities Real Estate, LLC	Phoenix AZ	Comingling Money	CO w/ \$3,000 CP, 9hrs ED, Correction & Monthly TA submissions
Gorman, Michael	SA678158000	My Home Group Real Estate, LLC	Scottsdale, AZ	Failure to Disclose	ASA w/ \$500 CP
Scaramella, Michael	SA629427000		Green Valley, AZ	Failure to Disclose	CFO - \$1,000 CP
Angelini, John	BR536457000	Flagstaff Premier Real Estate, LLC	Flagstaff, AZ	Violation of Rules & Regs	ASA - \$500 CP
Ziemski, Andrew			Prescott, AZ	Unlicensed Activity	C&D