

July 25, 2025

The Honorable Katie Hobbs
Governor
State of Arizona
1700 W. Washington Street
Phoenix, Arizona 85007

Dear Governor Hobbs:

It is with great pride that I present to you the **Arizona Department of Real Estate (ADRE) Budget Request and Strategic Plan** for FY 2027.

ADRE continues to strive toward its mission to license and regulate the real estate industry and protect the interests of Arizona property owners in their real estate transactions. In support of your priorities, the Department aligned its Strategic Plan to work toward ensuring Housing and Human Services for all Arizonans by fostering the creation of a well-regulated industry and supporting Fair Housing and by achieving your goals on Resilience, Water and the Environment through the education of ADRE's licensees on Firewise, Water and other similar programs and their impacts on homeownership.

I am appreciative of the support you and your staff continue to provide ADRE. We will continue to identify opportunities to become more impactful for the benefit of Arizonans and efficient for the real estate industry, both of which we serve. With your continued support in FY 2027, Arizona and the real estate professionals we license will continue to provide growth in the Arizona economy and protect the property owners making up our State.

I thank you for your continued commitment and service to the citizens of the great State of Arizona.

Respectfully,



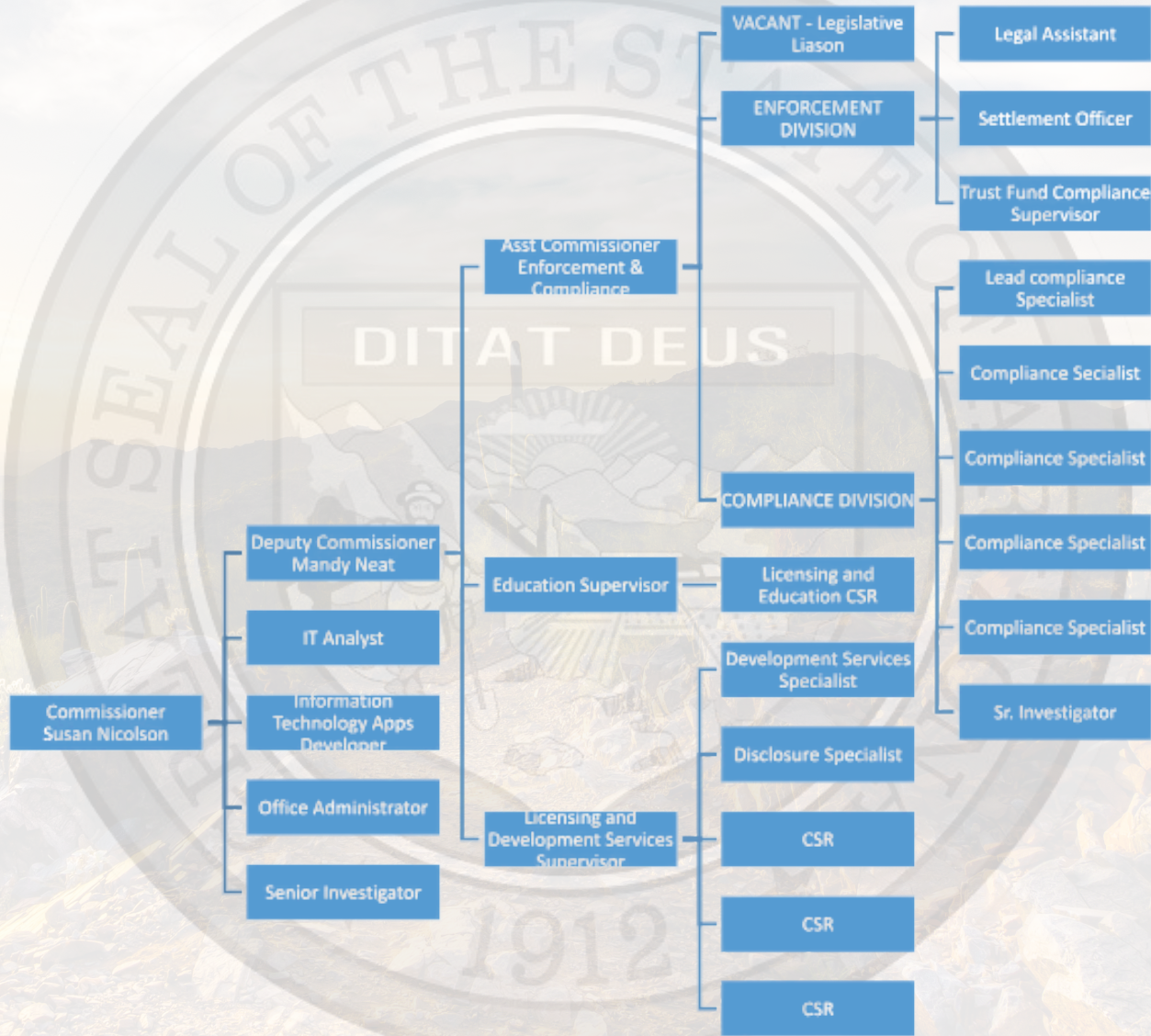
Susan Nicolson
Commissioner



Arizona Department of Real Estate

Agency Description: The Arizona Department of Real Estate oversees the administration of licensing examinations and issuance of licenses, as well as the activities of licensees to ensure compliance with the Arizona Revised Statutes and the Commissioner's Rules. Within the purview of the Department are builder/development regulation of the sale of subdivided and certain unsubdivided lands, timeshares, condominiums, membership campgrounds, and cemeteries, administration of the Homeowner's Association Dispute Process, and conducting investigations of consumer complaints, and audits of real estate brokerages.

The Department also regulates real estate schools and instructors, monitoring preclicensing and continuing education courses to ensure the quality of the content of courses and the competence of the instructors, as well as the quality and timeliness of materials being taught.





State of Arizona Budget Request

State Agency

Department of Real Estate

A.R.S. Citation: A.R.S. §§ 32-2101 et seq.

Governor Hobbs:

This and the accompanying budget schedules, statements and explanatory information constitute the operating budget request for this agency for Fiscal Year 2027.

To the best of my knowledge all statements and explanations contained in the estimates submitted are true and correct.

Agency Head: Susan Nicolson

Title: Commissioner

Susan Nicolson 9/8/2025

(signature)

Phone: 6027717779

Prepared by: Susan Nicolson

Email Address: snicolson@azre.gov

Date Prepared: September 8, 2025

Appropriated Funds

	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Total Amount Requested:	3,119.3	869.6	3,988.9
General Fund	3,119.3	869.6	3,988.9

Non-Appropriated Funds

	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Total Amount Planned:	6.5	-	6.5
Condo and Planned Community Hearing Office Fund	-	-	-
Real Estate Recovery Fund	-	-	-
Real Estate Education Revolving Fund	6.5	-	6.5
Department of Real Estate Total:	3,125.8	869.6	3,995.4

Revenue Schedule

Agency: Department of Real Estate

Fund: AA1000 General Fund

AFIS Code	Category of Receipt and Description	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
4111	Transaction Privilege Tax	-	-	-
4312	Examination Fees	222.5	220.0	215.0
4314	Filing Fees	231.1	230.0	230.0
4339	Other Fees & Charges for Services	0.0	-	-
4372	Publications & Reproductions	0.8	-	-
4415	Occupational & Professional Licenses	2,920.0	2,900.0	2,900.0
4519	Other Fines, Forfeitures, Penalties and Liquidated Damages	133.0	150.0	150.0
4645	Payment Card Transaction Fees Paid	(70.9)	(65.0)	(65.0)
4647	Credit Card Fees Paid	(0.0)	-	-
4649	Credit Card Fee Revenue	0.1	-	-
4699	Miscellaneous Receipts	47.8	-	-
General Fund Total:		3,484.3	3,435.0	3,430.0

Forecast Methodology

Pursuant to A.R.S. § 32-2103, each year the commissioner shall revise all fees collected under this chapter within the limits prescribed by this chapter in such a manner that the revenue derived from such fees equals at least ninety-five per cent but not more than one hundred ten per cent of the anticipated appropriated budget for the department for the succeeding fiscal year

Fund: RE2537 Condo and Planned Community Hearing Office Fund

AFIS Code	Category of Receipt and Description	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
4339	Other Fees & Charges for Services	40.3	42.5	45.0
4519	Other Fines, Forfeitures, Penalties and Liquidated Damages	0.2	-	-
Condo and Planned Community Hearing Office Fund Total:		40.5	42.5	45.0

Forecast Methodology

July 23, 2025

To whom it may concern:

Pursuant to A.R.S. § 32-2103, each year the commissioner shall revise all fees collected under this chapter within the limits prescribed by this chapter in such a manner that the revenue derived from such fees equals at least ninety-five per cent but not more than one hundred ten per cent of the anticipated appropriated budget for the department for the succeeding fiscal year.

Sincerely,



Susan Nicolson
Commissioner

Revenue Schedule

Agency: Department of Real Estate

Fund: RE3119 Real Estate Recovery Fund

AFIS Code	Category of Receipt and Description	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
4415	Occupational & Professional Licenses	8.0	-	-
4512	Restitution	5.3	-	-
4699	Miscellaneous Receipts	47.3	60.0	60.0
4821	Prior Year Reimbursements (Refunds)	0.4	-	-
Real Estate Recovery Fund Total:		61.0	60.0	60.0

Forecast Methodology

Fund: RE4011 Real Estate Education Revolving Fund

AFIS Code	Category of Receipt and Description	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
4372	Publications & Reproductions	18.5	20.0	21.0
4699	Miscellaneous Receipts	0.6	-	-
Real Estate Education Revolving Fund Total:		19.1	20.0	21.0

Forecast Methodology

Sources and Uses

Agency: Department of Real Estate

Fund: RE2537 Condo and Planned Community Hearing Office Fund

Sources of revenue include filing fees and civil penalties arising from disputes between owners and condominium or planned community associations over violations of regulatory statutes. The Fund is used to reimburse the Office of Administrative Hearings for costs related to conducting hearings.

Cash Flow Summary

	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Beginning Balance	41.3	19.6	62.1
Revenue (from Revenue Schedule)	40.5	42.5	45.0
Total Available	81.8	62.1	107.1
Total Appropriated Disbursements	28.2	-	-
Total Non-Appropriated Disbursements	34.0	-	-
Balance Forward to Next Year	19.6	62.1	107.1

Appropriated Expenditure

Expenditure Categories	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Personal Services	-	-	-
Employee Related Expenditures	-	-	-
Professional & Outside Services	-	-	-
Travel In-State	-	-	-
Travel Out-Of-State	-	-	-
Food	-	-	-
Aid To Organizations & Individuals	-	-	-
Other Operating Expenditures	-	-	-
Equipment	-	-	-
Capital Outlay	-	-	-
Capital Equipment	-	-	-
Non-Capital Equipment	-	-	-
Debt Service	-	-	-
Cost Allocation & Indirect Costs	-	-	-
Transfers-Out	-	-	-
Appropriated Expenditure Sub-Total:	-	-	-
Non-Lapsing Authority from Prior Years	-	-	-
Administrative Adjustments	28.2	-	-
Capital Projects (Land, Bldgs, Improv)	-	-	-
Appropriated 27th Pay Roll	-	-	-
Legislative Fund Transfers	-	-	-
IT Project Transfers	-	-	-
Proposed Fund Transfer	-	-	-

Sources and Uses

Agency:	Department of Real Estate
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Fund:	RE2537 Condo and Planned Community Hearing Office Fund
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Residual Equity Transfer	-	-	-
Transfer Due to Fund Balance Cap	-	-	-
Prior Committed or Obligated Expenditures (no entry for AY)	-	-	-
Non-Appropriated 27th Pay Roll	-	-	-
Appropriated Expenditure Total:	28.2	-	-
Appropriated FTE	-	-	-

Non-Appropriated Expenditure			
Expenditure Categories	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Personal Services	-	-	-
Employee Related Expenditures	-	-	-
Professional & Outside Services	-	-	-
Travel In-State	-	-	-
Travel Out-Of-State	-	-	-
Food	-	-	-
Aid To Organizations & Individuals	-	-	-
Other Operating Expenditures	-	-	-
Equipment	-	-	-
Capital Outlay	-	-	-
Capital Equipment	-	-	-
Non-Capital Equipment	-	-	-
Debt Service	-	-	-
Cost Allocation & Indirect Costs	-	-	-
Transfers-Out	34.0	-	-
Non-Appropriated Expenditure Sub-Total:	34.0	-	-
Non-Lapsing Authority from Prior Years	-	-	-
Administrative Adjustments	-	-	-
Capital Projects (Land, Bldgs, Improv)	-	-	-
Appropriated 27th Pay Roll	-	-	-
Legislative Fund Transfers	-	-	-
IT Project Transfers	-	-	-
Proposed Fund Transfer	-	-	-
Residual Equity Transfer	-	-	-
Transfer Due to Fund Balance Cap	-	-	-
Prior Committed or Obligated Expenditures (no entry for AY)	-	-	-
Non-Appropriated 27th Pay Roll	-	-	-

Sources and Uses

Agency:	Department of Real Estate
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Fund:	RE2537	Condo and Planned Community Hearing Office Fund
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Non-Appropriated Expenditure Total:	34.0	-	-
Non-Appropriated FTE	-	-	-

Sources and Uses

Agency: Department of Real Estate

Fund: RE3119 Real Estate Recovery Fund

Revenues from application fees for real estate or cemetery broker's or salesman's license are used to pay claims against real estate brokers or salesmen.

Cash Flow Summary

	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Beginning Balance	1,201.3	1,182.4	1,242.4
Revenue (from Revenue Schedule)	61.0	60.0	60.0
Total Available	1,262.3	1,242.4	1,302.4
Total Appropriated Disbursements	-	-	-
Total Non-Appropriated Disbursements	79.9	-	-
Balance Forward to Next Year	1,182.4	1,242.4	1,302.4

Appropriated Expenditure

Expenditure Categories	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Personal Services	-	-	-
Employee Related Expenditures	-	-	-
Professional & Outside Services	-	-	-
Travel In-State	-	-	-
Travel Out-Of-State	-	-	-
Food	-	-	-
Aid To Organizations & Individuals	-	-	-
Other Operating Expenditures	-	-	-
Equipment	-	-	-
Capital Outlay	-	-	-
Capital Equipment	-	-	-
Non-Capital Equipment	-	-	-
Debt Service	-	-	-
Cost Allocation & Indirect Costs	-	-	-
Transfers-Out	-	-	-
Appropriated Expenditure Sub-Total:	-	-	-
Non-Lapsing Authority from Prior Years	-	-	-
Administrative Adjustments	-	-	-
Capital Projects (Land, Bldgs, Improv)	-	-	-
Appropriated 27th Pay Roll	-	-	-
Legislative Fund Transfers	-	-	-
IT Project Transfers	-	-	-
Proposed Fund Transfer	-	-	-

Sources and Uses

Agency:	Department of Real Estate
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Fund:	RE3119 Real Estate Recovery Fund
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Residual Equity Transfer	-	-	-
Transfer Due to Fund Balance Cap	-	-	-
Prior Committed or Obligated Expenditures (no entry for AY)	-	-	-
Non-Appropriated 27th Pay Roll	-	-	-
Appropriated Expenditure Total:	-	-	-
Appropriated FTE	-	-	-

Non-Appropriated Expenditure			
Expenditure Categories	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Personal Services	-	-	-
Employee Related Expenditures	-	-	-
Professional & Outside Services	79.9	-	-
Travel In-State	-	-	-
Travel Out-Of-State	-	-	-
Food	-	-	-
Aid To Organizations & Individuals	-	-	-
Other Operating Expenditures	-	-	-
Equipment	-	-	-
Capital Outlay	-	-	-
Capital Equipment	-	-	-
Non-Capital Equipment	-	-	-
Debt Service	-	-	-
Cost Allocation & Indirect Costs	-	-	-
Transfers-Out	-	-	-
Non-Appropriated Expenditure Sub-Total:	79.9	-	-
Non-Lapsing Authority from Prior Years	-	-	-
Administrative Adjustments	-	-	-
Capital Projects (Land, Bldgs, Improv)	-	-	-
Appropriated 27th Pay Roll	-	-	-
Legislative Fund Transfers	-	-	-
IT Project Transfers	-	-	-
Proposed Fund Transfer	-	-	-
Residual Equity Transfer	-	-	-
Transfer Due to Fund Balance Cap	-	-	-
Prior Committed or Obligated Expenditures (no entry for AY)	-	-	-
Non-Appropriated 27th Pay Roll	-	-	-

Sources and Uses

Agency: Department of Real Estate

Fund: RE3119 Real Estate Recovery Fund

Non-Appropriated Expenditure Total:	79.9	-	-
Non-Appropriated FTE	-	-	-

Sources and Uses

Agency: Department of Real Estate

Fund: RE4011 Real Estate Education Revolving Fund

Revenues consist of monies received from the sale of educational matter and grants of monies to be used in the production of educational products. Funds are used for the printing of a compilation of real estate laws and rules and other educational publications and for such other educational efforts necessary for the guidance and assistance of licensees and the public. Any balance in excess of \$25,000 at the end of the fiscal year is transferred to the General Fund.

Cash Flow Summary

	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Beginning Balance	16.5	30.4	43.9
Revenue (from Revenue Schedule)	19.1	20.0	21.0
Total Available	35.6	50.4	64.9
Total Appropriated Disbursements	-	-	-
Total Non-Appropriated Disbursements	5.2	6.5	6.5
Balance Forward to Next Year	30.4	43.9	58.4

Appropriated Expenditure

Expenditure Categories	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Personal Services	-	-	-
Employee Related Expenditures	-	-	-
Professional & Outside Services	-	-	-
Travel In-State	-	-	-
Travel Out-Of-State	-	-	-
Food	-	-	-
Aid To Organizations & Individuals	-	-	-
Other Operating Expenditures	-	-	-
Equipment	-	-	-
Capital Outlay	-	-	-
Capital Equipment	-	-	-
Non-Capital Equipment	-	-	-
Debt Service	-	-	-
Cost Allocation & Indirect Costs	-	-	-
Transfers-Out	-	-	-
Appropriated Expenditure Sub-Total:	-	-	-
Non-Lapsing Authority from Prior Years	-	-	-
Administrative Adjustments	-	-	-
Capital Projects (Land, Bldgs, Improv)	-	-	-
Appropriated 27th Pay Roll	-	-	-
Legislative Fund Transfers	-	-	-
IT Project Transfers	-	-	-

Sources and Uses

Agency:	Department of Real Estate
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Fund:	RE4011 Real Estate Education Revolving Fund
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Proposed Fund Transfer	-	-	-
Residual Equity Transfer	-	-	-
Transfer Due to Fund Balance Cap	-	-	-
Prior Committed or Obligated Expenditures (no entry for AY)	-	-	-
Non-Appropriated 27th Pay Roll	-	-	-
Appropriated Expenditure Total:	-	-	-
Appropriated FTE	-	-	-

Non-Appropriated Expenditure			
Expenditure Categories	FY 2025 Actuals	FY 2026 Estimate	FY 2027 Request
Personal Services	-	-	-
Employee Related Expenditures	-	-	-
Professional & Outside Services	0.1	-	-
Travel In-State	-	-	-
Travel Out-Of-State	-	-	-
Food	-	-	-
Aid To Organizations & Individuals	-	-	-
Other Operating Expenditures	5.1	6.5	6.5
Equipment	-	-	-
Capital Outlay	-	-	-
Capital Equipment	-	-	-
Non-Capital Equipment	-	-	-
Debt Service	-	-	-
Cost Allocation & Indirect Costs	-	-	-
Transfers-Out	-	-	-
Non-Appropriated Expenditure Sub-Total:	5.2	6.5	6.5
Non-Lapsing Authority from Prior Years	-	-	-
Administrative Adjustments	-	-	-
Capital Projects (Land, Bldgs, Improv)	-	-	-
Appropriated 27th Pay Roll	-	-	-
Legislative Fund Transfers	-	-	-
IT Project Transfers	-	-	-
Proposed Fund Transfer	-	-	-
Residual Equity Transfer	-	-	-
Transfer Due to Fund Balance Cap	-	-	-
Prior Committed or Obligated Expenditures (no entry for AY)	-	-	-

Sources and Uses

Agency:	Department of Real Estate		
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Fund:	RE4011	Real Estate Education Revolving Fund	
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Non-Appropriated 27th Pay Roll	-	-	-
Non-Appropriated Expenditure Total:	5.2	6.5	6.5
Non-Appropriated FTE	-	-	-

Funding Issue List

Agency:	Department of Real Estate
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FY 2027

Priority	Funding Issue Title	Total FTE	Total Amount	General Fund	Other Appropriated Funds	Non-Appropriated Funds
1	Real Estate IT Licensing and User Fees	-	869.6	869.6	-	-
Total:		-	869.6	869.6	-	-

Funding Issue Detail

Agency: Department of Real Estate

Issue: 1 Real Estate IT Licensing and User Fees

Calculated ERE:
Uniform Allowance:

Program: Licensing and Regulation
Fund: AA1000 General Fund (Appropriated)

Expenditure Categories		FY 2027
7000	Other Operating Expenditures	869.6
Program/Fund Total:		869.6

Funding Issue Narrative

Agency:	Department of Real Estate
Issue:	1 Real Estate IT Licensing and User Fees
Description of Issue:	In FY27 the Department anticipates the need for \$869,577.82 in its appropriation to cover the software licensing and user fees. This would be an on-going expenditure and appropriation need
Proposal:	<p>The Department engaged with netlogx, a vendor on statewide contract providing business analyst and consulting services. Specifically, the Department contracted with netlogx to capture its current state, forecast a future state, improve operations, document business requirements, perform market research of potential costs for similar situated departments/ requirements, and draft a comprehensive Statement of Work for use in a solicitation of vendors able to deliver a CRM and Online Public Platform replacement meeting the Department's needs.</p> <p>Using the Department's business requirements, current service offerings, and service levels, the business analyst - as stated - performed a comparative cost analysis of similarly situated departments and agencies through the nation who recently underwent similar modernization efforts for their CRM or Online Public Platform to determine current cost estimates of IT system implementations and ongoing licensing fees associated.</p> <p>Based on netlogx's third-party, professional understanding of ADRE's needs, system needs, and services, the vendor's recommendation is to leverage the Tennessee Alcoholic Beverage Commission Regulatory Licensing and Permitting System as a baseline for cost estimates.</p> <p>Estimated Annual costs of licenses and users: \$869,577.82</p> <p>The Department is currently in the procurement process and anticipates to be able to provide an exact amount for this funding issue by the end of calendar year 2025.</p>
Alternatives Considered:	The Department is working with the State Procurement Office and vetting 14 potential vendors for its new IT Solution. All available software options from the RFP carry on-going costs for licenses, system maintenance and users and to operate the cloud based system.
Impact of Not Funding This Year:	If the Department were to not receive this funding in FY27 then we would have spent the money to buy an IT system that we cannot use.
Statutory Reference:	N/A
Equipment to be Purchased (if applicable):	N/A
Classification of New Positions:	N/A
Annualization(s):	N/A
Alignment with Agency's Strategic Plan or Statutory Responsibilities:	<p>The Department's current IT solution is supported by one individual who custom built and singly maintains it. That team member is nearing the end of his state service. If the system were not to be replaced prior to his departure, any failure to the system would be catastrophic to current operations and migration to a new system would be further complicated without his expertise and understanding of the current integrations of the system.</p> <p>The Department would be forced to return to paper processing of applications, renewals, payments, complaints, and all other services currently handled online – 100% of the Department's services are currently offered online</p>
Impact on Historically Underserved, Marginalized, or Adversely Affected Groups:	The current IT solution built and customized by the Department is not ADA compliant and is not suited for use by underserved populations. It is not an intuitive system and if it were to fail, the Department would return to paper processing for its 84,000 licensees and the public filing of complaints. The risks associated with the current system are significant; the risks of not replacing it or seeing it fail are catastrophic.
How has feedback been incorporated from groups directly impacted by proposal?:	Industry groups are supportive of the Department transition to new IT Software

Funding Issue Narrative

Agency:	Department of Real Estate
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Issue:	1	Real Estate IT Licensing and User Fees
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Description of how this furthers the Governor's priorities:	This software solution furthers the governor's priorities by creating an open and transparent government accountability system to maintain compliance with licensee information and consumer compliance.
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Summary of Expenditure and Budget Request for All Funds

Agency: Department of Real Estate

Appropriated Funds		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:					
REA-1-0	Licensing and Regulation	3,000.1	3,119.3	869.6	3,988.9
Appropriated Funds Total:		3,000.1	3,119.3	869.6	3,988.9
Expenditure Categories					
	FTE	24.3	37.0	-	37.0
	Personal Services	1,660.6	1,782.2	-	1,782.2
	Employee Related Expenditures	584.4	770.9	-	770.9
	Subtotal Personal Services and ERE	2,245.0	2,553.1	-	2,553.1
	Professional & Outside Services	240.0	210.0	-	210.0
	Travel In-State	0.8	10.0	-	10.0
	Travel Out-Of-State	12.5	30.0	-	30.0
	Other Operating Expenditures	438.9	241.2	869.6	1,110.8
	Capital Equipment	23.4	75.0	-	75.0
	Non-Capital Equipment	9.1	-	-	-
	Transfers-Out	30.4	-	-	-
Expenditure Categories Total:		3,000.1	3,119.3	869.6	3,988.9

Summary of Expenditure and Budget Request for All Funds

Agency:		Department of Real Estate			
Non-Appropriated		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:					
REA-1-0	Licensing and Regulation	119.1	6.5	-	6.5
Non-Appropriated Total:		119.1	6.5	-	6.5
Expenditure Categories					
	FTE	-	-	-	-
	Personal Services	-	-	-	-
	Employee Related Expenditures	-	-	-	-
	Subtotal Personal Services and ERE	-	-	-	-
	Professional & Outside Services	80.0	-	-	-
	Travel In-State	-	-	-	-
	Travel Out-Of-State	-	-	-	-
	Other Operating Expenditures	5.1	6.5	-	6.5
	Capital Equipment	-	-	-	-
	Non-Capital Equipment	-	-	-	-
	Transfers-Out	34.0	-	-	-
Expenditure Categories Total:		119.1	6.5	-	6.5
Department of Real Estate Total for All Funds:		3,119.2	3,125.8	869.6	3,995.4
Appropriated and Non-Appropriated		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2026 Funding Issue	FY 2027 Total Request
REA-1-0	Licensing and Regulation	3,119.2	3,125.8	869.6	3,995.4
Department of Real Estate Total for All Funds:		3,119.2	3,125.8	869.6	3,995.4

Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
Fund:	AA1000 General Fund (Appropriated)

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:				
REA-1-0 Licensing and Regulation	3,000.1	3,119.3	869.6	3,988.9
General Fund (Appropriated) Summary Total:	3,000.1	3,119.3	869.6	3,988.9
Expenditure Categories				
FTE	24.3	37.0	-	37.0
Personal Services	1,660.6	1,782.2	-	1,782.2
Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE	2,245.0	2,553.1	-	2,553.1
Professional & Outside Services	240.0	210.0	-	210.0
Travel In-State	0.8	10.0	-	10.0
Travel Out-Of-State	12.5	30.0	-	30.0
Other Operating Expenditures	438.9	241.2	869.6	1,110.8
Capital Equipment	23.4	75.0	-	75.0
Non-Capital Equipment	9.1	-	-	-
Transfers-Out	30.4	-	-	-
Expenditure Categories Total:	3,000.1	3,119.3	869.6	3,988.9

Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
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Fund:	RE2537 Condo and Planned Community Hearing Office Fund (Non-Appropriated)
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		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:					
REA-1-0	Licensing and Regulation	34.0	-	-	-
	Condo and Planned Community Hearing Office Fund (Non-Appropriated) Summary Total:	34.0	-	-	-
Expenditure Categories					
	FTE	-	-	-	-
	Personal Services	-	-	-	-
	Employee Related Expenditures	-	-	-	-
	Subtotal Personal Services and ERE	-	-	-	-
	Professional & Outside Services	-	-	-	-
	Travel In-State	-	-	-	-
	Travel Out-Of-State	-	-	-	-
	Other Operating Expenditures	-	-	-	-
	Capital Equipment	-	-	-	-
	Non-Capital Equipment	-	-	-	-
	Transfers-Out	34.0	-	-	-
	Expenditure Categories Total:	34.0	-	-	-

Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
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Fund:	RE3119 Real Estate Recovery Fund (Non-Appropriated)
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:				
REA-1-0 Licensing and Regulation	79.9	-	-	-
Real Estate Recovery Fund (Non-Appropriated)	79.9	-	-	-
Summary Total:				
Expenditure Categories				
FTE	-	-	-	-
Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	79.9	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	-	-	-	-
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	-	-	-	-
Expenditure Categories Total:	79.9	-	-	-

Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
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Fund:	RE4011 Real Estate Education Revolving Fund (Non-Appropriated)
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:				
REA-1-0 Licensing and Regulation	5.2	6.5	-	6.5
Real Estate Education Revolving Fund (Non-Appropriated) Summary Total:	5.2	6.5	-	6.5
Expenditure Categories				
FTE	-	-	-	-
Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	0.1	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	5.1	6.5	-	6.5
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	-	-	-	-
Expenditure Categories Total:	5.2	6.5	-	6.5

Program Budget Unit Summary of Expenditure and Budget Request for All Funds

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				

Expenditure Categories

FTE	24.3	37.0	-	37.0
Personal Services	1,660.6	1,782.2	-	1,782.2
Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE	2,245.0	2,553.1	-	2,553.1
Professional & Outside Services	320.0	210.0	-	210.0
Travel In-State	0.8	10.0	-	10.0
Travel Out-Of-State	12.5	30.0	-	30.0
Other Operating Expenditures	444.0	247.7	869.6	1,117.3
Capital Equipment	23.4	75.0	-	75.0
Non-Capital Equipment	9.1	-	-	-
Transfers-Out	64.4	-	-	-
Expenditure Categories Total:	3,119.2	3,125.8	869.6	3,995.4

Fund Source

Appropriated Funds

General Fund (Appropriated)	3,000.1	3,119.3	869.6	3,988.9
Appropriated Funds Total:	3,000.1	3,119.3	869.6	3,988.9

Non-Appropriated Funds

Condo and Planned Community Hearing Office Fund (Non-Appropriated)	34.0	-	-	-
Real Estate Recovery Fund (Non- Appropriated)	79.9	-	-	-
Real Estate Education Revolving Fund (Non- Appropriated)	5.2	6.5	-	6.5
Non-Appropriated Funds Total:	119.1	6.5	-	6.5
Licensing and Regulation Total:	3,119.2	3,125.8	869.6	3,995.4

Sub Program: REA-1-1 Licensing and Regulation

Expenditure Categories

FTE	24.3	37.0	-	37.0
Personal Services	1,660.6	1,782.2	-	1,782.2

Program Budget Unit Summary of Expenditure and Budget Request for All Funds

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE	2,245.0	2,553.1	-	2,553.1
Professional & Outside Services	320.0	210.0	-	210.0
Travel In-State	0.8	10.0	-	10.0
Travel Out-Of-State	12.5	30.0	-	30.0
Other Operating Expenditures	444.0	247.7	869.6	1,117.3
Capital Equipment	23.4	75.0	-	75.0
Non-Capital Equipment	9.1	-	-	-
Transfers-Out	64.4	-	-	-
Expenditure Categories Total:	3,119.2	3,125.8	869.6	3,995.4
Fund Source				
Appropriated Funds				
General Fund (Appropriated)	3,000.1	3,119.3	869.6	3,988.9
Appropriated Funds Total:	3,000.1	3,119.3	869.6	3,988.9
Non-Appropriated Funds				
Condo and Planned Community Hearing Office Fund (Non-Appropriated)	34.0	-	-	-
Real Estate Recovery Fund (Non- Appropriated)	79.9	-	-	-
Real Estate Education Revolving Fund (Non- Appropriated)	5.2	6.5	-	6.5
Non-Appropriated Funds Total:	119.1	6.5	-	6.5
Licensing and Regulation Total:	3,119.2	3,125.8	869.6	3,995.4

Program Budget Unit Summary of Expenditure and Budget Request for Selected Funds

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Fund: AA1000 General Fund				
Appropriated				
Personal Services	1,660.6	1,782.2	-	1,782.2
Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE	2,245.0	2,553.1	-	2,553.1
Professional & Outside Services	240.0	210.0	-	210.0
Travel In-State	0.8	10.0	-	10.0
Travel Out-Of-State	12.5	30.0	-	30.0
Other Operating Expenditures	438.9	241.2	869.6	1,110.8
Capital Equipment	23.4	75.0	-	75.0
Non-Capital Equipment	9.1	-	-	-
Transfers-Out	30.4	-	-	-
Expenditure Categories Total:	3,000.1	3,119.3	869.6	3,988.9
General Fund Total:	3,000.1	3,119.3	869.6	3,988.9

Fund: RE2537 Condo and Planned Community Hearing Office Fund

Non-Appropriated				
Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	-	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	-	-	-	-
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	34.0	-	-	-
Expenditure Categories Total:	34.0	-	-	-
Condo and Planned Community Hearing Office Fund Total:	34.0	-	-	-

Program Budget Unit Summary of Expenditure and Budget Request for Selected Funds

Agency: Department of Real Estate

		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program:	REA-1-0 Licensing and Regulation				
Fund:	RE2537 Condo and Planned Community Hearing Office Fund				
Fund:	RE3119 Real Estate Recovery Fund				

Non-Appropriated

Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	79.9	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	-	-	-	-
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	-	-	-	-
Expenditure Categories Total:	79.9	-	-	-
Real Estate Recovery Fund Total:	79.9	-	-	-

Fund: RE4011 Real Estate Education Revolving Fund

Non-Appropriated

Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	0.1	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	5.1	6.5	-	6.5
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	-	-	-	-
Expenditure Categories Total:	5.2	6.5	-	6.5
Real Estate Education Revolving Fund Total:	5.2	6.5	-	6.5

Program Budget Unit Summary of Expenditure and Budget Request for Selected Funds

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Fund: RE4011 Real Estate Education Revolving Fund				
Program Total for Select Funds:	3,119.2	3,125.8	869.6	3,995.4

Sub Program: REA-1-1 Licensing and Regulation

Fund: AA1000 General Fund

Appropriated

Personal Services	1,660.6	1,782.2	-	1,782.2
Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE	2,245.0	2,553.1	-	2,553.1
Professional & Outside Services	240.0	210.0	-	210.0
Travel In-State	0.8	10.0	-	10.0
Travel Out-Of-State	12.5	30.0	-	30.0
Other Operating Expenditures	438.9	241.2	869.6	1,110.8
Capital Equipment	23.4	75.0	-	75.0
Non-Capital Equipment	9.1	-	-	-
Transfers-Out	30.4	-	-	-
Expenditure Categories Total:	3,000.1	3,119.3	869.6	3,988.9
General Fund Total:	3,000.1	3,119.3	869.6	3,988.9

Fund: RE2537 Condo and Planned Community Hearing Office Fund

Non-Appropriated

Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	-	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	-	-	-	-
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	34.0	-	-	-

Program Budget Unit Summary of Expenditure and Budget Request for Selected Funds

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Fund: RE2537 Condo and Planned Community Hearing Office Fund				

Expenditure Categories Total:	34.0	-	-	-
Condo and Planned Community Hearing Office Fund Total:	34.0	-	-	-

Fund: RE3119 Real Estate Recovery Fund

Non-Appropriated

Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	79.9	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	-	-	-	-
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	-	-	-	-
Expenditure Categories Total:	79.9	-	-	-
Real Estate Recovery Fund Total:	79.9	-	-	-

Fund: RE4011 Real Estate Education Revolving Fund

Non-Appropriated

Personal Services	-	-	-	-
Employee Related Expenditures	-	-	-	-
Subtotal Personal Services and ERE	-	-	-	-
Professional & Outside Services	0.1	-	-	-
Travel In-State	-	-	-	-
Travel Out-Of-State	-	-	-	-
Other Operating Expenditures	5.1	6.5	-	6.5

Program Budget Unit Summary of Expenditure and Budget Request for Selected Funds

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Fund: RE4011 Real Estate Education Revolving Fund				
Capital Equipment	-	-	-	-
Non-Capital Equipment	-	-	-	-
Transfers-Out	-	-	-	-
Expenditure Categories Total:	5.2	6.5	-	6.5
Real Estate Education Revolving Fund Total:	5.2	6.5	-	6.5
Sub Program Total for Select Funds:	3,119.2	3,125.8	869.6	3,995.4

Program Summary of Expenditure and Budget Request

Agency: Department of Real Estate

Program: Licensing and Regulation

Program Summary		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
REA-1-1	Licensing and Regulation	3,119.2	3,125.8	869.6	3,995.4
Licensing and Regulation Summary Total:		3,119.2	3,125.8	869.6	3,995.4

Expenditure Categories		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
FTE	FTE	24.3	37.0	-	37.0
6000	Personal Services	1,660.6	1,782.2	-	1,782.2
6100	Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE		2,245.0	2,553.1	-	2,553.1
6200	Professional & Outside Services	320.0	210.0	-	210.0
6500	Travel In-State	0.8	10.0	-	10.0
6600	Travel Out-Of-State	12.5	30.0	-	30.0
7000	Other Operating Expenditures	444.0	247.7	869.6	1,117.3
8400	Capital Equipment	23.4	75.0	-	75.0
8500	Non-Capital Equipment	9.1	-	-	-
9100	Transfers-Out	64.4	-	-	-
Expenditure Categories Total:		3,119.2	3,125.8	869.6	3,995.4

Fund Source		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Appropriated Funds					
AA1000	General Fund (Appropriated)	3,000.1	3,119.3	869.6	3,988.9
Appropriated Funds Total:		3,000.1	3,119.3	869.6	3,988.9
Non-Appropriated Funds					
RE2537	Condo and Planned Community Hearing Office Fund (Non-Appropriated)	34.0	-	-	-
RE3119	Real Estate Recovery Fund (Non-Appropriated)	79.9	-	-	-
RE4011	Real Estate Education Revolving Fund (Non-Appropriated)	5.2	6.5	-	6.5
Non-Appropriated Funds Total:		119.1	6.5	-	6.5
Licensing and Regulation Summary Total:		3,119.2	3,125.8	869.6	3,995.4

Program Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
Program:	Licensing and Regulation
Fund:	AA1000 General Fund (Appropriated)

Program Expenditures		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
REA-1-1	Licensing and Regulation	3,000.1	3,119.3	869.6	3,988.9
General Fund (Appropriated) Summary Total:		3,000.1	3,119.3	869.6	3,988.9
Appropriated Funding					
6000	Personal Services	1,660.6	1,782.2	-	1,782.2
6100	Employee Related Expenditures	584.4	770.9	-	770.9
Subtotal Personal Services and ERE		2,245.0	2,553.1	-	2,553.1
6200	Professional & Outside Services	240.0	210.0	-	210.0
6500	Travel In-State	0.8	10.0	-	10.0
6600	Travel Out-Of-State	12.5	30.0	-	30.0
7000	Other Operating Expenditures	438.9	241.2	869.6	1,110.8
8400	Capital Equipment	23.4	75.0	-	75.0
8500	Non-Capital Equipment	9.1	-	-	-
9100	Transfers-Out	30.4	-	-	-
Expenditure Categories Total:		3,000.1	3,119.3	869.6	3,988.9
Fund AA1000 - A Total:		3,000.1	3,119.3	869.6	3,988.9

Program Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
Program:	Licensing and Regulation
Fund:	RE2537 Condo and Planned Community Hearing Office Fund (Non-Appropriated)

Program Expenditures		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
REA-1-1	Licensing and Regulation	34.0	-	-	-
	Condo and Planned Community Hearing Office Fund (Non-Appropriated) Summary Total:	34.0	-	-	-
Non-Appropriated Funding					
6000	Personal Services	-	-	-	-
6100	Employee Related Expenditures	-	-	-	-
	Subtotal Personal Services and ERE	-	-	-	-
6200	Professional & Outside Services	-	-	-	-
6500	Travel In-State	-	-	-	-
6600	Travel Out-Of-State	-	-	-	-
7000	Other Operating Expenditures	-	-	-	-
8400	Capital Equipment	-	-	-	-
8500	Non-Capital Equipment	-	-	-	-
9100	Transfers-Out	34.0	-	-	-
	Expenditure Categories Total:	34.0	-	-	-
	Fund RE2537 - N Total:	34.0	-	-	-

Program Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
Program:	Licensing and Regulation
Fund:	RE3119 Real Estate Recovery Fund (Non-Appropriated)

Program Expenditures		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
REA-1-1	Licensing and Regulation	79.9	-	-	-
	Real Estate Recovery Fund (Non-Appropriated) Summary Total:	79.9	-	-	-
Non-Appropriated Funding					
6000	Personal Services	-	-	-	-
6100	Employee Related Expenditures	-	-	-	-
	Subtotal Personal Services and ERE	-	-	-	-
6200	Professional & Outside Services	79.9	-	-	-
6500	Travel In-State	-	-	-	-
6600	Travel Out-Of-State	-	-	-	-
7000	Other Operating Expenditures	-	-	-	-
8400	Capital Equipment	-	-	-	-
8500	Non-Capital Equipment	-	-	-	-
9100	Transfers-Out	-	-	-	-
	Expenditure Categories Total:	79.9	-	-	-
	Fund RE3119 - N Total:	79.9	-	-	-

Program Summary of Expenditure and Budget Request for Selected Funds

Agency:	Department of Real Estate
Program:	Licensing and Regulation
Fund:	RE4011 Real Estate Education Revolving Fund (Non-Appropriated)

Program Expenditures		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
REA-1-1	Licensing and Regulation	5.2	6.5	-	6.5
	Real Estate Education Revolving Fund (Non-Appropriated) Summary Total:	5.2	6.5	-	6.5
Non-Appropriated Funding					
6000	Personal Services	-	-	-	-
6100	Employee Related Expenditures	-	-	-	-
	Subtotal Personal Services and ERE	-	-	-	-
6200	Professional & Outside Services	0.1	-	-	-
6500	Travel In-State	-	-	-	-
6600	Travel Out-Of-State	-	-	-	-
7000	Other Operating Expenditures	5.1	6.5	-	6.5
8400	Capital Equipment	-	-	-	-
8500	Non-Capital Equipment	-	-	-	-
9100	Transfers-Out	-	-	-	-
	Expenditure Categories Total:	5.2	6.5	-	6.5
	Fund RE4011 - N Total:	5.2	6.5	-	6.5
	Licensing and Regulation Total:	3,119.2	3,125.8	869.6	3,995.4

Program Expenditure Schedule

Agency:	Department of Real Estate
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		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation					
FTE					
FTE		24.3	37.0	-	37.0
Expenditure Category Total:		-	-	-	-
Fund Source					
Appropriated Funds					
AA1000	General Fund (Appropriated)	24.3	37.0	-	37.0
Appropriated Funds Total:		24.3	37.0	-	37.0
Fund Source Total:		24.3	37.0	-	37.0
Personal Services					
Personal Services		1,660.6	1,782.2	-	1,782.2
Expenditure Category Total:		1,660.6	1,782.2	-	1,782.2
Fund Source					
Appropriated Funds					
AA1000	General Fund (Appropriated)	1,660.6	1,782.2	-	1,782.2
Appropriated Funds Total:		1,660.6	1,782.2	-	1,782.2
Fund Source Total:		1,660.6	1,782.2	-	1,782.2
Employee Related Expenditures					
Employee Related Expenses		-	770.9	-	770.9
FICA Taxes		124.6	-	-	-
Medical Insurance		215.8	-	-	-
Basic Life		0.2	-	-	-
Long-Term Disability (ASRS)		2.3	-	-	-
Dental Insurance		1.5	-	-	-
Workers' Compensation		25.8	-	-	-
Arizona State Retirement System		182.0	-	-	-
Alternate Retirement Contributions – Reemployed Retirees		1.3	-	-	-
Personnel Board Pro-Rata Charges		14.3	-	-	-
Information Technology Pro Rata Charge		10.1	-	-	-
Accumulated Sick Leave Fund Charge		6.5	-	-	-
Expenditure Category Total:		584.4	770.9	-	770.9

Program Expenditure Schedule

Agency: Department of Real Estate

		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation					
Fund Source					
Appropriated Funds					
AA1000	General Fund (Appropriated)	584.4	770.9	-	770.9
Appropriated Funds Total:		584.4	770.9	-	770.9
Non-Appropriated Funds					
RE2537	Condo and Planned Community Hearing Office Fund (Non-Appropriated)	-	-	-	-
RE3119	Real Estate Recovery Fund (Non-Appropriated)	-	-	-	-
RE4011	Real Estate Education Revolving Fund (Non-Appropriated)	-	-	-	-
Non-Appropriated Funds Total:		-	-	-	-
Fund Source Total:		584.4	770.9	-	770.9
Professional & Outside Services					
	Professional and Outside Services	-	210.0	-	210.0
	Attorney General Legal Services	123.1	-	-	-
	External Legal Services	79.9	-	-	-
	External Information and Communications Technology Consulting Services	114.8	-	-	-
	Other Professional & Outside Services	2.2	-	-	-
Expenditure Category Total:		320.0	210.0	-	210.0
Fund Source					
Appropriated Funds					
AA1000	General Fund (Appropriated)	240.0	210.0	-	210.0
Appropriated Funds Total:		240.0	210.0	-	210.0
Non-Appropriated Funds					
RE3119	Real Estate Recovery Fund (Non-Appropriated)	79.9	-	-	-
RE4011	Real Estate Education Revolving Fund (Non-Appropriated)	0.1	-	-	-
Non-Appropriated Funds Total:		80.0	-	-	-
Fund Source Total:		320.0	210.0	-	210.0
Travel In-State					
	Travel In-State	-	10.0	-	10.0

Program Expenditure Schedule

Agency: Department of Real Estate

		FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation					
Airfare and Other Common Carrier Charges		0.3	-	-	-
Lodging		0.2	-	-	-
Other Miscellaneous In- State Travel		0.4	-	-	-
Expenditure Category Total:		0.8	10.0	-	10.0
Fund Source					
Appropriated Funds					
AA1000 General Fund (Appropriated)		0.8	10.0	-	10.0
Appropriated Funds Total:		0.8	10.0	-	10.0
Fund Source Total:		0.8	10.0	-	10.0
Travel Out-Of-State					
Travel Out of State		-	30.0	-	30.0
Airfare and Other Common Carrier Charges		6.0	-	-	-
Car Rental Out-of-State		0.3	-	-	-
Lodging Out-of-State		4.5	-	-	-
Lodging Out-of-Country		0.4	-	-	-
Meals with Overnight Stay		0.7	-	-	-
Meals with Overnight Stay Out-of-Country		0.1	-	-	-
Other Miscellaneous Out-of- State Travel		0.5	-	-	-
Expenditure Category Total:		12.5	30.0	-	30.0
Fund Source					
Appropriated Funds					
AA1000 General Fund (Appropriated)		12.5	30.0	-	30.0
Appropriated Funds Total:		12.5	30.0	-	30.0
Fund Source Total:		12.5	30.0	-	30.0
Other Operating Expenditures					
Other Operating Expenses		-	247.7	869.6	1,117.3
Risk Management Charges to State Agencies		11.1	-	-	-
Internal Service Computer Processing, Hosting, Maintenance and Support Costs		54.5	-	-	-
Other External Computer Processing, Hosting, Maintenance and Support Costs		1.4	-	-	-

Program Expenditure Schedule

Agency: Department of Real Estate

	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Charges Imposed Related to AFIS.	2.8	-	-	-
External Telecommunications Charges	56.4	-	-	-
Certificate of Participation (COP) Building Rent Charges to State Agencies	195.3	-	-	-
Miscellaneous Rent	3.4	-	-	-
Internal Accounting, Budgeting & Financial Services	31.9	-	-	-
Repair & Maintenance - Other Equipment	0.1	-	-	-
Software Support, Maintenance Short-term Licensing	0.0	-	-	-
Uniforms	1.0	-	-	-
Office Supplies	32.7	-	-	-
Employee Tuition Reimbursement	2.0	-	-	-
Conference Registration / Attendance Fees	8.3	-	-	-
Other Education & Training Costs	4.7	-	-	-
Advertising	1.7	-	-	-
Sponsorships	0.5	-	-	-
Internal Printing	0.0	-	-	-
External Printing	3.0	-	-	-
Postage & Delivery	14.7	-	-	-
Document Shredding and Destruction Services	0.4	-	-	-
Translation and sign language services	3.4	-	-	-
Dues	3.5	-	-	-
Books, Subscriptions & Publications	11.0	-	-	-
Other Miscellaneous Operating	0.3	-	-	-
Expenditure Category Total:	444.0	247.7	869.6	1,117.3
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	438.9	241.2	869.6	1,110.8
Appropriated Funds Total:	438.9	241.2	869.6	1,110.8
Non-Appropriated Funds				
RE4011 Real Estate Education Revolving Fund (Non-Appropriated)	5.1	6.5	-	6.5
Non-Appropriated Funds Total:	5.1	6.5	-	6.5
Fund Source Total:	444.0	247.7	869.6	1,117.3

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Capital Equipment				
Capital Equipment	-	75.0	-	75.0
Computer Equipment - Capitalized Purchase	2.1	-	-	-
Purchased or licensed software / website	21.3	-	-	-
Expenditure Category Total:	23.4	75.0	-	75.0
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	23.4	75.0	-	75.0
Appropriated Funds Total:	23.4	75.0	-	75.0
Fund Source Total:	23.4	75.0	-	75.0
Non-Capital Equipment				
Furniture - Non-Capital Leases	0.4	-	-	-
Computer Equipment – Non- Capitalized Purchases	8.7	-	-	-
Expenditure Category Total:	9.1	-	-	-
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	9.1	-	-	-
Appropriated Funds Total:	9.1	-	-	-
Fund Source Total:	9.1	-	-	-
Transfers-Out				
Transfers Out – Not Subject to Cost Allocation	64.4	-	-	-
Expenditure Category Total:	64.4	-	-	-
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	30.4	-	-	-
Appropriated Funds Total:	30.4	-	-	-
Non-Appropriated Funds				
RE2537 Condo and Planned Community Hearing Office Fund (Non-Appropriated)	34.0	-	-	-
Non-Appropriated Funds Total:	34.0	-	-	-

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Fund Source Total:	64.4	-	-	-

Employee Retirement Coverage

Retirement System	FTE	Personal Services	Fund#	
Arizona State Retirement System	37.0	1,782.2	AA1000-A	

Sub Program: REA-1-1 Licensing and Regulation

FTE

FTE	24.3	37.0	-	37.0
Expenditure Category Total:	-	-	-	-

Fund Source

Appropriated Funds

AA1000	General Fund (Appropriated)	24.3	37.0	-	37.0
	Appropriated Funds Total:	24.3	37.0	-	37.0
	Fund Source Total:	24.3	37.0	-	37.0

Personal Services

Personal Services	1,660.6	1,782.2	-	1,782.2
Expenditure Category Total:	1,660.6	1,782.2	-	1,782.2

Fund Source

Appropriated Funds

AA1000	General Fund (Appropriated)	1,660.6	1,782.2	-	1,782.2
	Appropriated Funds Total:	1,660.6	1,782.2	-	1,782.2
	Fund Source Total:	1,660.6	1,782.2	-	1,782.2

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Employee Related Expenditures				
Employee Related Expenses	-	770.9	-	770.9
FICA Taxes	124.6	-	-	-
Medical Insurance	215.8	-	-	-
Basic Life	0.2	-	-	-
Long-Term Disability (ASRS)	2.3	-	-	-
Dental Insurance	1.5	-	-	-
Workers' Compensation	25.8	-	-	-
Arizona State Retirement System	182.0	-	-	-
Alternate Retirement Contributions – Reemployed Retirees	1.3	-	-	-
Personnel Board Pro-Rata Charges	14.3	-	-	-
Information Technology Pro Rata Charge	10.1	-	-	-
Accumulated Sick Leave Fund Charge	6.5	-	-	-
Expenditure Category Total:	584.4	770.9	-	770.9
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	584.4	770.9	-	770.9
Appropriated Funds Total:	584.4	770.9	-	770.9
Non-Appropriated Funds				
RE2537 Condo and Planned Community Hearing Office Fund (Non-Appropriated)	-	-	-	-
RE3119 Real Estate Recovery Fund (Non- Appropriated)	-	-	-	-
RE4011 Real Estate Education Revolving Fund (Non-Appropriated)	-	-	-	-
Non-Appropriated Funds Total:	-	-	-	-
Fund Source Total:	584.4	770.9	-	770.9

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Professional & Outside Services				

Professional and Outside Services	-	210.0	-	210.0
Attorney General Legal Services	123.1	-	-	-
External Legal Services	79.9	-	-	-
External Information and Communications Technology Consulting Services	114.8	-	-	-
Other Professional & Outside Services	2.2	-	-	-
Expenditure Category Total:	320.0	210.0	-	210.0

Fund Source

Appropriated Funds

AA1000 General Fund (Appropriated)	240.0	210.0	-	210.0
Appropriated Funds Total:	240.0	210.0	-	210.0

Non-Appropriated Funds

RE3119 Real Estate Recovery Fund (Non- Appropriated)	79.9	-	-	-
RE4011 Real Estate Education Revolving Fund (Non-Appropriated)	0.1	-	-	-
Non-Appropriated Funds Total:	80.0	-	-	-
Fund Source Total:	320.0	210.0	-	210.0

Travel In-State

Travel In-State	-	10.0	-	10.0
Airfare and Other Common Carrier Charges	0.3	-	-	-
Lodging	0.2	-	-	-
Other Miscellaneous In- State Travel	0.4	-	-	-
Expenditure Category Total:	0.8	10.0	-	10.0

Fund Source

Appropriated Funds

AA1000 General Fund (Appropriated)	0.8	10.0	-	10.0
Appropriated Funds Total:	0.8	10.0	-	10.0
Fund Source Total:	0.8	10.0	-	10.0

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Travel Out-Of-State				

Travel Out of State	-	30.0	-	30.0
Airfare and Other Common Carrier Charges	6.0	-	-	-
Car Rental Out-of-State	0.3	-	-	-
Lodging Out-of-State	4.5	-	-	-
Lodging Out-of-Country	0.4	-	-	-
Meals with Overnight Stay	0.7	-	-	-
Meals with Overnight Stay Out-of-Country	0.1	-	-	-
Other Miscellaneous Out-of- State Travel	0.5	-	-	-
Expenditure Category Total:	12.5	30.0	-	30.0

Fund Source

Appropriated Funds

AA1000 General Fund (Appropriated)	12.5	30.0	-	30.0
Appropriated Funds Total:	12.5	30.0	-	30.0
Fund Source Total:	12.5	30.0	-	30.0

Other Operating Expenditures

Other Operating Expenses	-	247.7	869.6	1,117.3
Risk Management Charges to State Agencies	11.1	-	-	-
Internal Service Computer Processing, Hosting, Maintenance and Support Costs	54.5	-	-	-
Other External Computer Processing, Hosting, Maintenance and Support Costs	1.4	-	-	-
Charges Imposed Related to AFIS.	2.8	-	-	-
External Telecommunications Charges	56.4	-	-	-
Certificate of Participation (COP) Building Rent Charges to State Agencies	195.3	-	-	-
Miscellaneous Rent	3.4	-	-	-
Internal Accounting, Budgeting & Financial Services	31.9	-	-	-
Repair & Maintenance - Other Equipment	0.1	-	-	-
Software Support, Maintenance Short-term Licensing	0.0	-	-	-

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Uniforms	1.0	-	-	-
Office Supplies	32.7	-	-	-
Employee Tuition Reimbursement	2.0	-	-	-
Conference Registration / Attendance Fees	8.3	-	-	-
Other Education & Training Costs	4.7	-	-	-
Advertising	1.7	-	-	-
Sponsorships	0.5	-	-	-
Internal Printing	0.0	-	-	-
External Printing	3.0	-	-	-
Postage & Delivery	14.7	-	-	-
Document Shredding and Destruction Services	0.4	-	-	-
Translation and sign language services	3.4	-	-	-
Dues	3.5	-	-	-
Books, Subscriptions & Publications	11.0	-	-	-
Other Miscellaneous Operating	0.3	-	-	-
Expenditure Category Total:	444.0	247.7	869.6	1,117.3
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	438.9	241.2	869.6	1,110.8
Appropriated Funds Total:	438.9	241.2	869.6	1,110.8
Non-Appropriated Funds				
RE4011 Real Estate Education Revolving Fund (Non-Appropriated)	5.1	6.5	-	6.5
Non-Appropriated Funds Total:	5.1	6.5	-	6.5
Fund Source Total:	444.0	247.7	869.6	1,117.3

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Capital Equipment				
Capital Equipment	-	75.0	-	75.0
Computer Equipment - Capitalized Purchase	2.1	-	-	-
Purchased or licensed software / website	21.3	-	-	-
Expenditure Category Total:	23.4	75.0	-	75.0
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	23.4	75.0	-	75.0
Appropriated Funds Total:	23.4	75.0	-	75.0
Fund Source Total:	23.4	75.0	-	75.0
Non-Capital Equipment				
Furniture - Non-Capital Leases	0.4	-	-	-
Computer Equipment – Non- Capitalized Purchases	8.7	-	-	-
Expenditure Category Total:	9.1	-	-	-
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	9.1	-	-	-
Appropriated Funds Total:	9.1	-	-	-
Fund Source Total:	9.1	-	-	-

Program Expenditure Schedule

Agency:	Department of Real Estate
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	FY 2025 Actuals	FY 2026 Expenditure Plan	FY 2027 Funding Issue	FY 2027 Total Request
Program: REA-1-0 Licensing and Regulation				
Sub Program: REA-1-1 Licensing and Regulation				
Transfers-Out				
Transfers Out – Not Subject to Cost Allocation	64.4	-	-	-
Expenditure Category Total:	64.4	-	-	-
Fund Source				
Appropriated Funds				
AA1000 General Fund (Appropriated)	30.4	-	-	-
Appropriated Funds Total:	30.4	-	-	-
Non-Appropriated Funds				
RE2537 Condo and Planned Community Hearing Office Fund (Non-Appropriated)	34.0	-	-	-
Non-Appropriated Funds Total:	34.0	-	-	-
Fund Source Total:	64.4	-	-	-

Employee Retirement Coverage

Retirement System	FTE	Personal Services	Fund#
Arizona State Retirement System	37.0	1,782.2	AA1000-A

Program Expenditure Schedule

Agency: Department of Real Estate

Administrative Costs Summary

FY 2027

Personal Services

153.2

ERE

102.1

Administrative Costs Total:

255.3

Administrative Costs / Total Expenditure Ratio

Request

Admin %

FY 2027

3,995.4

6.4%

Agency Summary

Department of Real Estate

Susan Nicolson, Commissioner

Phone: 6027717779

A.R.S. §§ 32-2101 et seq.

Mission:

Protect the public interest through licensure and regulation of the real estate profession in this state.

Description:

The Department oversees the administration of licensing examinations and issuance of licenses, as well as the activities of licensees to ensure compliance with the Arizona Revised Statutes and the Commissioner's Rules. Within the purview of the Department are builder/development regulation of the sale of subdivided and certain unsubdivided lands, timeshares, condominiums, membership campgrounds, and cemeteries, administration of the Homeowner's Association Dispute Process, and conducting investigations of consumer complaints, and audits of real estate brokerages.

The Department also regulates real estate schools and instructors, monitoring prelicensing and continuing education courses to ensure the quality of the content of courses and the competence of the instructors, as well as the quality and timeliness of materials being taught.

Agency Summary: (\$ Thousands)

Program	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
► Licensing and Regulation	3,119.2	3,125.8	3,995.4
Agency Total:	3,119.2	3,125.8	3,995.4

Funding:

	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
General Fund	3,000.1	3,119.3	3,988.9
Other Non-Appropriated Funds	119.1	6.5	6.5
Total Funding	3,119.2	3,125.8	3,995.4

FTE Positions	24.3	37.0	37.0
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5 Year Plan

Issue 1 Fair Housing

Description: By June 2029, ADRE will establish a system to monitor and identify fair housing law violations amongst Arizona Licensees.

Solutions:

By June 2026, ADRE will roll out a Fair Housing Advisory form for use in all real estate transactions.
By June 2026, ADRE will establish a process for using violation data to support fair housing continuing education.
By June 2026, ADRE will establish MOUs or IGAs with all fair housing enforcement agencies within state.

Issue 2 Education on Firewise

Description: By June 2029, ADRE will require 100% of licensees renewing an active non-provisional license to obtain continuing education on Firewise USA(R) requirements.

Solutions:

By June 2026, reach 100% rolling monthly completion of Firewise continuing education.

Issue 3 Deed Fraud Continuing Education

Description: By June 2029, ADRE will require 100% of licensees renewing an active non-provisional license to complete Deed Fraud continuing education requirements.

Solutions:

By June 2026, establish a core working group to investigate predatory practices.
By June 2026, establish a way to track predatory practices.

Issue 4 Salesperson Arizona Specific Exam

Description: By June 2029, ADRE will implement two improved licensing exams that better reflect candidates competency.

Solutions:

By June 2026, deliver new Salesperson Arizona specific real estate & general knowledge exams.

Resource Assumptions

	FY 2028 Estimate	FY 2029 Estimate	FY 2030 Estimate
Full-Time Equivalent Positions	37.0	37.0	37.0
General Fund	3,198.0	3,198.0	3,198.0
Other Appropriated Funds	-	-	-
Non-Appropriated Funds	105.0	120.0	120.0
Federal Funds	-	-	-

- ◆ **Goal 1** By June 2029, ADRE will establish data sharing agreements with 100% of the agencies, both public and private, who enforce fair housing laws.

Performance Measures	FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
By Dec. 2025, ADRE will have signed Memorandums of Understanding(MOU) or Intergovernmental Agreements (IGA) with 100% of agencies that enforce fair housing.	0	0	Yes	Yes	Yes
By June 2025, establish a process for using violation data to support fair housing.	0	0	Yes	Yes	Yes

- ◆ **Goal 2** By June 2029, ADRE will require 100% of licensees to obtain education on Firewise USA(R) requirements.

Performance Measures	FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
By August 2024, create and distribute curriculum for new education material.	0	0	Yes	Yes	Yes
By January 2025, establish a requirement for renewals to complete continuing education on newly created education material.	0	0	Yes	Yes	Yes
By June 2026, launch a disclosure form to include impacts of Firewise and other programs on homeowners insurance.	0	0	No	Yes	Yes

- ◆ **Goal 3** By June 2029, ADRE will be able to train 100% of licensees to appropriately identify and report suspected deed fraud activities.

Performance Measures	FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
By June 2026, establish a core working group to investigate predatory practices.	0	0	No	Yes	Yes
By June 2026, establish a way to track predatory practices.	0	0	No	Yes	Yes

- ◆ **Goal 4** Improve access to the department, address legislative challenges to enforcement of deed fraud and educate and partner with law enforcement on potential fraudulent activity in real estate

Performance Measures	FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
Quarterly provide outreach on deed fraud and red flags of deed fraud.	Yes	Yes	Yes	Yes	Yes

- ◆ **Goal 5** Eliminate unnecessary and outdated regulation while creating a level playing field and modernizing regulations to current business models

Performance Measures	FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
Average calendar days from receipt of real estate or subdivision complaint to resolution	80	60	37	60	50
Number of subdivision filings received	1,129	1,100	604	650	400
Total real estate applications received	55,634	40,000	40,871	40,000	45,000
Total real estate or subdivision complaints investigated	475	450	289	300	40
Number of licensees	84,283	90,000	82,813	85,000	87,000
Quarterly provide outreach on improved compliance with statutory requirements.	Yes	Yes	Yes	Yes	Yes
Number of real estate licensees	84,283	88,000	83,258	88,000	85,000

Agency 5 Year Plan

REA Department of Real Estate

Issue 1 Fair Housing

Description: By June 2029, ADRE will establish a system to monitor and identify fair housing law violations amongst Arizona Licensees.

Solutions:

By June 2026, ADRE will roll out a Fair Housing Advisory form for use in all real estate transactions.
By June 2026, ADRE will establish a process for using violation data to support fair housing continuing education.
By June 2026, ADRE will establish MOUs or IGAs with all fair housing enforcement agencies within state.

Issue 2 Education of Firewise

Description: By June 2029, ADRE will require 100% of licensees renewing an active non-provisional license to obtain continuing education on Firewise USA(R) requirements.

Solutions:

By June 2026, reach 100% rolling monthly completion of Firewise continuing education.

Issue 3 Deed Fraud Continuing Education

Description: By June 2029, ADRE will require 100% of licensees renewing an active non-provisional license to complete Deed Fraud continuing education requirements.

Solutions:

By June 2026, establish a core working group to investigate predatory practices.
By June 2026, establish a way to track predatory practices.

Issue 4 Salesperson Arizona Specific Exam

Description: By June 2029, ADRE will implement two improved licensing exams that better reflect candidates competency.

Solutions:

By June 2026, deliver new Salesperson Arizona specific real estate & general knowledge exams.

Resource Assumptions

	FY 2028 Estimate	FY 2029 Estimate	FY 2030 Estimate
Full-Time Equivalent Positions	37.0	37.0	37.0
General Fund	3,198.0	3,198.0	3,198.0
Other Appropriated Funds	-	-	-
Non-Appropriated Funds	105.0	120.0	120.0
Federal Funds	-	-	-

AGENCY SUMMARY

Program: REA Department of Real Estate

Director: Susan Nicolson, Commissioner

Phone: 6027717779

Statute: A.R.S. §§ 32-2101 et seq.

Plan Contact: Susan Nicolson, Commissioner
6027717779

Mission:

Protect the public interest through licensure and regulation of the real estate profession in this state.

Description:

The Department oversees the administration of licensing examinations and issuance of licenses, as well as the activities of licensees to ensure compliance with the Arizona Revised Statutes and the Commissioner's Rules. Within the purview of the Department are builder/development regulation of the sale of subdivided and certain unsubdivided lands, timeshares, condominiums, membership campgrounds, and cemeteries, administration of the Homeowner's Association Dispute Process, and conducting investigations of consumer complaints, and audits of real estate brokerages.

The Department also regulates real estate schools and instructors, monitoring prelicensing and continuing education courses to ensure the quality of the content of courses and the competence of the instructors, as well as the quality and timeliness of materials being taught.

◆ Goal 1 Improve access to the department, address legislative challenges to enforcement of deed fraud and educate and partner with law enforcement on potential fraudulent activity in real estate

Performance Measures:

ML	Budget	Type		FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	Quarterly provide outreach on deed fraud and red flags of deed fraud.	Yes	Yes	Yes	Yes	Yes

◆ Goal 2 Eliminate unnecessary and outdated regulation while creating a level playing field and modernizing regulations to current business models

Performance Measures:

ML	Budget	Type		FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	EF	Average calendar days from receipt of real estate or subdivision complaint to resolution	80	60	37	60	50
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	IP	Number of subdivision filings received	1,129	1,100	604	650	400
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	IP	Total real estate applications received	55,634	40,000	40,871	40,000	45,000
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	OP	Total real estate or subdivision complaints investigated	475	450	289	300	40
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OC	Number of licensees	84,283	90,000	82,813	85,000	87,000
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	Quarterly provide outreach on improved compliance with statutory requirements.	Yes	Yes	Yes	Yes	Yes
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	IP	Number of real estate licensees	84,283	88,000	83,258	88,000	85,000

◆ Goal 3 By June 2029, ADRE will establish data sharing agreements with 100% of the agencies, both public and private, who enforce fair housing laws.

Performance Measures:

FY 2024	FY 2025	FY 2025	FY 2026	FY 2027
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AGENCY SUMMARY

Program: REA Department of Real Estate

Director: Susan Nicolson, Commissioner

Phone: 6027717779

Statute: A.R.S. §§ 32-2101 et seq.

Plan Contact: Susan Nicolson, Commissioner
6027717779

ML	Budget	Type		Actual	Estimate	Actual	Estimate	Estimate
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By Dec. 2025, ADRE will have signed Memorandums of Understanding(MOU) or Intergovernmental Agreements (IGA) with 100% of agencies that enforce fair housing.	0	0	Yes	Yes	Yes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By June 2025, establish a process for using violation data to support fair housing.	0	0	Yes	Yes	Yes

◆ **Goal 4 By June 2029, ADRE will require 100% of licensees to obtain education on Firewise USA(R) requirements.**

Performance Measures:

ML	Budget	Type		FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By August 2024, create and distribute curriculum for new education material.	0	0	Yes	Yes	Yes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By January 2025, establish a requirement for renewals to complete continuing education on newly created education material.	0	0	Yes	Yes	Yes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By June 2026, launch a disclosure form to include impacts of Firewise and other programs on homeowners insurance.	0	0	No	Yes	Yes

◆ **Goal 5 By June 2029, ADRE will be able to train 100% of licensees to appropriately identify and report suspected deed fraud activities.**

Performance Measures:

ML	Budget	Type		FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By June 2026, establish a core working group to investigate predatory practices.	0	0	No	Yes	Yes
<input checked="" type="checkbox"/>	<input type="checkbox"/>	OP	By June 2026, establish a way to track predatory practices.	0	0	No	Yes	Yes

Budget Related Performance Measures

REA Department of Real Estate

PROGRAM SUMMARY	
Program:	Department of Real Estate (REA)
Contact:	Susan Nicolson, Commissioner 6027717779
2nd Contact:	Susan Nicolson, Commissioner 6027717779
Statute:	A.R.S. §§ 32-2101 et seq.

ML	Budget	Type	Performance Measures	FY 2024 Actual	FY 2025 Estimate	FY 2025 Actual	FY 2026 Estimate	FY 2027 Estimate
X	X	IP	Total real estate applications received	55,634	40,000	40,871	40,000	45,000
X	X	IP	Number of real estate licensees	84,283	88,000	83,258	88,000	85,000
X	X	EF	Average calendar days from receipt of real estate or subdivision complaint to resolution	80	60	37	60	50
X	X	OP	Total real estate or subdivision complaints investigated	475	450	289	300	40
X	X	IP	Number of subdivision filings received	1,129	1,100	604	650	400

Explore Plans

P 0 REA Department of Real Estate

- G 1 Improve access to the department, address legislative challenges to enforcement of deed fraud and educate and partner with law enforcement on potential fraudulent activity in real estate
 - P 1 Quarterly provide outreach on deed fraud and red flags of deed fraud.
- G 2 Eliminate unnecessary and outdated regulation while creating a level playing field and modernizing regulations to current business models
 - P 1 Average calendar days from receipt of real estate or subdivision complaint to resolution
 - P 2 Number of subdivision filings received
 - P 3 Total real estate applications received
 - P 4 Total real estate or subdivision complaints investigated
 - P 5 Number of licensees
 - P 6 Quarterly provide outreach on improved compliance with statutory requirements.
 - P 7 Number of real estate licensees
- G 3 By June 2029, ADRE will establish data sharing agreements with 100% of the agencies, both public and private, who enforce fair housing laws.
 - P 1 By Dec. 2025, ADRE will have signed Memorandums of Understanding(MOU) or Intergovernmental Agreements (IGA) with 100% of agencies that enforce fair housing.
 - P 2 By June 2025, establish a process for using violation data to support fair housing.
- G 4 By June 2029, ADRE will require 100% of licensees to obtain education on Firewise USA(R) requirements.
 - P 1 By August 2024, create and distribute curriculum for new education material.
 - P 2 By January 2025, establish a requirement for renewals to complete continuing education on newly created education material.
 - P 3 By June 2026, launch a disclosure form to include impacts of Firewise and other programs on homeowners insurance.
- G 5 By June 2029, ADRE will be able to train 100% of licensees to appropriately identify and report suspected deed fraud activities.
 - P 1 By June 2026, establish a core working group to investigate predatory practices.
 - P 2 By June 2026, establish a way to track predatory practices.

P 1 REA-1-0 Licensing and Regulation

S 1 REA-1-1 Licensing and Regulation

Explore Plans

P 0 REA Department of Real Estate

- G 1 REA-G009 Improve access to the department, address legislative challenges to enforcement of deed fraud and educate and partner with law enforcement on potential fraudulent activity in real estate
 - P 1 REA-PM0028 Quarterly provide outreach on deed fraud and red flags of deed fraud.
- G 2 REA-G010 Eliminate unnecessary and outdated regulation while creating a level playing field and modernizing regulations to current business models
 - P 1 REA-PM0002 Total real estate applications received
 - P 2 REA-PM0007 Average calendar days from receipt of real estate or subdivision complaint to resolution
 - P 3 REA-PM0008 Total real estate or subdivision complaints investigated
 - P 4 REA-PM0009 Number of subdivision filings received
 - P 5 REA-PM0037 Number of licensees
 - P 6 REA-PM0029 Quarterly provide outreach on improved compliance with statutory requirements.
 - P 7 REA-PM0003 Number of real estate licensees
- G 3 REA-G011 By June 2029, ADRE will establish data sharing agreements with 100% of the agencies, both public and private, who enforce fair housing laws.
 - P 1 REA-PM0030 By Dec. 2025, ADRE will have signed Memorandums of Understanding(MOU) or Intergovernmental Agreements (IGA) with 100% of agencies that enforce fair housing.
 - P 2 REA-PM0031 By June 2025, establish a process for using violation data to support fair housing.
- G 4 REA-G012 By June 2029, ADRE will require 100% of licensees to obtain education on Firewise USA(R) requirements.
 - P 1 REA-PM0032 By August 2024, create and distribute curriculum for new education material.
 - P 2 REA-PM0033 By January 2025, establish a requirement for renewals to complete continuing education on newly created education material.
 - P 3 REA-PM0034 By June 2026, launch a disclosure form to include impacts of Firewise and other programs on homeowners insurance.
- G 5 REA-G013 By June 2029, ADRE will be able to train 100% of licensees to appropriately identify and report suspected deed fraud activities.
 - P 1 REA-PM0035 By June 2026, establish a core working group to investigate predatory practices.
 - P 2 REA-PM0036 By June 2026, establish a way to track predatory practices.

P 1 REA-1-0 Licensing and Regulation

- S 1 REA-1-1 Licensing and Regulation



Statewide Vision: An Arizona for everyone.

Agency Vision : The Arizona Department of Real Estate will serve to educate and proactively work with the real estate industry to better protect Arizona consumers and hold accountable licensees and unlicensed entities failing to meet statutory requirements and standards.

Agency Mission: Protect the public interest through licensure and regulation of the real estate profession in this state.

Agency Description: The Department regulates real estate licensing, licensed activities, and builder/developer sales of subdivided and unsubdivided lands, timeshares, condominiums, membership campgrounds, and cemeteries. It also administers the Homeowner’s Association Dispute and Mediation Process, investigates consumer complaints, audits real estate brokerages, and approves and regulates real estate schools and instructors and courses.

Resource Assumptions: Enter Full-time Employees (FTEs) and funding data by type (e.g. General fund (GF), appropriated funds (AF), non-appropriated funds (NAF), and federal funds (FED). <i>Include actuals for FY24 and approved for FYs 25 & 26</i>	<u>FY</u>	<u>FTEs</u>	<u>GF</u>	<u>AF</u>	<u>NAF</u>	<u>FED</u>	<u>Total</u>
	24	37.0	\$3,198.00	\$0.00	\$51.40	\$0.00	\$3,249.40
	25	37.0	\$3,111.8	\$0.00	\$77.00	\$0.00	\$3,188.80
*Total reflects GF + AF + NAF. FED funding shown is broken out from NAF.	26	37.0	\$3,111.8	\$0.00	\$77.00	\$0.00	\$3,188.80

Progress Summary:

The Arizona Department of Real Estate (ADRE) has demonstrated strong, forward momentum on meeting and exceeding its goals on the strategic plan and anticipates continued progress this year. ADRE will continue our efforts to protect Arizonans by ensuring the fair, legal and ethical practice of ADRE's licensed practitioners. We accomplish this through education and oversight, in collaboration with our public, private and non-profit stakeholders. Last year ADRE established Memoranda of Understandings (MOUs) with several investigating bodies as part of our long term goal of monitoring and reducing violations committed by Arizona Licensees. We have also rolled out education requirements on deed fraud, water, and firewise to improve licensees ability to protect Arizonans in property transaction. Last year, ADRE was recognized by the Governor's Office for their work with the Attorney General's Office (AGO) on combating deed fraud which was selected as one of the "Top 10 Projects" in the State that is protecting and helping the people of Arizona.



Department of Real Estate (REA)

2025-2029 Strategic Plan

#	Agency Five-Year Outcomes	Start Year	Statewide Strategic/ Operational Priority	Status / Progress
1	By June 2029, ADRE will establish a system to monitor and identify fair housing law violations amongst Arizona Licensees.	2025	Housing and Human Services - Produce the Housing Affordability AZ Needs	Last year, ADRE met its goal of establishing data-sharing MOUs with 100% of private organizations enforcing fair housing in Arizona and are on track to have similar agreements signed with all public organization. As we are ahead of schedule, this outcome was updated to reflect the longer-term outcome of a comprehensive system which the previous outcome was building towards.
2	By June 2029, ADRE will require 100% of licensees renewing an active non-provisional license to obtain continuing education on Firewise USA(R) requirements.	2025	Resilience, Water, and the Environment -Healthy Forests and Grasslands to Prevent Fire	In FY25, ADRE developed and distributed fire safety course materials in collaboration with stakeholders, and established a continuing education requirement on fire safety for license renewals, effective January 1, 2025. Since then 97% of renewed licensees have completed the requirement representing just over 20% of current licensees as of June 23, 2025.
3	By June 2029, ADRE will require 100% of licensees renewing an active non-provisional license to complete Deed Fraud continuing education requirements.	2025	Housing and Human Services- Produce the Housing Affordability AZ Needs	In FY25, ADRE established a working group to assist in the development of a Deed Fraud Course materials to help licensees better identify various predatory and fraudulent practices. ADRE's partnership with and has Attorney General's Office to combat deed fraud earned the department a "Hobbs Highlight" award. Currently 57% renewals have completed this training (24% of current licensees).
4	By June 2029, ADRE will implement two improved licensing exams that better reflect candidates competency.	2026	Affordable and Thriving Economy - Quality Jobs	This new outcome aims to improve the real estate salesperson and broker licensing exams to be more applicable to the practice of real estate with vetted, and reliable questions that validate a candidate's competency to represent clients. FY25 saw the creation and completion of an item bank with over 900 Arizona state specific real estate questions in preparation for the creation of the new Arizona specific real estate exam.



Outcome #	FY26 Annual Objectives	Objective Metrics	Annual Initiatives
1	<p>1.1 By June 2026, ADRE will roll out a Fair Housing Advisory form for use in all real estate transactions.</p> <p>1.2 By June 2026, ADRE will establish a process for using violation data to support fair housing continuing education.</p>	<p>1.1 % of roll out complete</p> <p>1.2 % process milestones complete</p>	<p>1.1 Create the advisory form and education materials to support roll out. 1.1 Establish a process for ensuring accuracy of referrals on Fair Housing Advisory on a monthly basis.</p> <p>1.2 Maintain necessary Intergovernmental Agreement (IGA) and MOUs to receive and provide information on fair housing violations or trends among Arizona licensees. 1.2 Train relevant ADRE staff on federal, state and local fair housing laws and how to recognize potential violations.</p>
2	<p>2.1 By June 2026, launch a consumer disclosure form for use in residential real estate transactions educating on the positive impacts of a Firewise community.</p>	<p>2.1. % of Milestones Completed on Time</p>	<p>2.1. Create disclosure material.</p>
3	<p>3.1 By June 2026, establish a core working group to investigate predatory practices.</p> <p>3.2 By June 2026, establish a way to track predatory practices. (Breakthrough)</p>	<p>3.1 % of plan to track predatory practices completed</p> <p>3.2. % of plan on investigation practices completed</p>	<p>3.1. Identify state and local partners to share intelligence. 3.1. Determine if MOUs/IGAs are required to share information. 3.1. Share completed draft of plan with identified partners.</p> <p>3.2. Track practices which may be predatory by nature.</p>
4	<p>4.1 By June 2026, deliver new Salesperson Arizona specific real estate & general knowledge exams.</p>	<p>4.1. % of milestones complete</p>	<p>4.1 Complete gap analysis on Arizona specific exam. 4.1. Distribute the curriculum to schools. 4.1. Test new questions in the question bank. 4.1. Create six unique test forms.</p>



Stakeholder Engagement Plan:

Internal: Leadership and managers will continue to work with teams to inform and develop buy in and best plans for implementation of overall strategic plan and localize portions to staff with opportunity to impact department's outcomes.

External: Department engages with industry partners at least quarterly through Department-scheduled and invitational speaking events. The Department hosts a quarterly Education Town Hall, quarterly Development Services Round Table and quarterly Advisory Board meeting. Both the Education Town Hall and the Advisory Board meeting are available in person and via Google Meets as well as recorded and posted to the Department's YouTube channel. The Department maintains 3 social media accounts (X, Facebook and LinkedIn) to quickly and easily engage with those licensees and associations most engaged in the industry. The Department has a podcast Direct Real Talk with ADRE that has an education library available and covers our processes as well as relevant industry information. The Commissioner and Deputy Commissioner regularly attend external speaking events at various stakeholder locations which are available to book online through our website's speak request form. Finally, the Department possesses and is able to communicate through email directly with all licensees. In FY26 the Department will host numerous workshops related to projects conducted by the Real Estate Committee of the Arizona Mexico Commission which will be advertised on our social media platforms and website calendar, FY26 will also see the return of the Department's quarterly newsletter.

Communication Plan:

Internal: Department is a team of approximately 25 people. Leadership and managers will meet with and work directly with staff members to inform of changes and plans for the strategic plan and continue email communication to teams periodically and celebrate wins collectively.

External: Department has email for approximately 80,000 licensees, schools and associations and will engage the following methods to increase communication:

- Regular Meetings: Schedule regular internal meetings for updates and progress tracking.
- Email Updates: Provide email updates to external stakeholders on progress.
- Website Updates: Post updates and information on the ADRE website.
- Workshops/Webinars: Conduct workshops or webinars for licensees and the public on new processes and forms.
- Reports: Prepare regular reports for the Commissioner and relevant external agencies.
- Quarterly Newsletter