



Arizona Department of Real Estate Bulletin Volume 2022 - Issue 1



Commissioner's Corner

NOTHING BEATS SPRING IN ARIZONA



The Arizona Department of Real Estate has been busy serving you, our customer.

As Commissioner, I have traveled throughout the state over the past several months and taken each opportunity to speak about what the Department of Real Estate is doing and the value that Arizona real estate professionals deliver to communities and the economy. Time and again, I have received questions about how we can ensure that real estate licensees are well-trained professionals in service to the consumer. Notably and with regards to the tremendous growth that Arizona is experiencing, this question comes with a focus on the role real estate professionals and the homebuilding industry play in providing Arizonans and those moving into Arizona housing. The role of the real estate instructor and importance of current and comprehensive prelicensing and continuing education will remain critical.

Along with the Department, the real estate industry has a role in the protection of the public consumer as well. Arizona's almost 70,000 active real estate licensees (over 91,000 total entities, brokers and salespersons) assisting buyers and sellers have an obligation to follow the law, adhere to the "Duties to the Client" (R4-28-1101) and consistently deliver on the required fiduciary duties imposed on all real estate licensees. Many real estate licensees that are members of real estate trade associations also follow a Code of Ethics or standards to uphold and promote professionalism.

NOTHING BEATS SPRING IN ARIZONA (Continued)



Where the Department has the statutes and rules to apply to violations of Arizona real estate law, all real estate licensees should exemplify a consumer-first philosophy in their approach to serving their clients. New original licensees are encouraged to seek out additional education and training through their brokerage, knowledgeable real estate professionals that can share their industry experience, and of course through any of Arizona's approved real estate education providers.

Other updates from ADRE include:

Streamlining & Improving Processes

-ADRE is delivering time back to applicants by working continuously to streamline internal processes where it makes sense. One such example is the online Public Database. The online Public Database, which is used to look up a license, was modernized to add mobile functionality and improve its look and feel. A component of this update launched a fully automated Certified License History in February, which eliminates the need to submit a form, pay a \$3.00 fee, and wait about a day for the license history. Now you can obtain the Certified License History whenever and wherever you would like through a click of a button. Click [here](#) to view. Some states around the country charge upwards of \$50 for this certification, which can take a week or more to receive.

Focus on Real Estate Education

-Arizona real estate schools were invited to provide feedback on opportunities to streamline education forms for course approval. Upon receipt of stakeholder feedback, we will identify opportunities to clarify, streamline, revise forms, and resolve the most common questions.

-The Department relaunched its Volunteer Education Monitor Program, which will utilize trained licensees to act as volunteer monitors to visit education courses offered throughout the state, in order to ascertain that courses are delivered according to the Statutes and Rules of the Department. Did you know this program allows the licensee volunteer monitors to receive continuing education credit at no cost to them? Click [here](#) and check out page 6, for more information on the program.

Good Government

-Licensing fees were reduced for brokers' timely online renewal \$125 to \$120 to assist the Department in complying with its 95 – 110 budget revenue model. Arizona's real estate licensing fees remain among the lowest in the Western United States. Click [here](#) to see the Fee Schedule.

-Governor Ducey signs bill continuing Department of Real Estate for eight years. The House and Senate Commerce Committees of Reference both recommended the Department of Real Estate be continued for eight years. Legislation to that effect moved through the Legislature and was signed on March 18, 2022.

NOTHING BEATS SPRING IN ARIZONA (Continued)



- On March 23, the Senate Commerce Committee recommended, unanimously to confirm my appointment as Commissioner to the whole Senate. In September 2021, I was appointed by Gov. Ducey. Within a year from an appointment, the Senate will move to confirm new appointees. I'm honored the Senate members on Commerce recommended approval of my confirmation and look forward to continuing to serve Arizonans.

Industry Partnership in Communication

-The Department and the Arizona Association of REALTORS® worked together to update the Real Estate Advertising Rules & Guidance previously released in 2014. This updated article is intended to assist real estate licensees comply with Arizona law and the ADRE Commissioner's Rules on advertising, as well as answer questions about what is required in real estate advertising. Click [here](#) to view the article.

Other areas we will continue to focus on include, 1) customer service, process improvement, and streamlining where practical, 2) providing online services and improving services with technology, 3) communication, customer outreach and public awareness, 4) focus on professionalism and real estate education, 5) focus on processing development services applications timely.

ADRE wants your feedback on how we are doing? Please take a few moments and complete our [customer service survey](#) and let us know what we are doing well, and of course any opportunities for improvement. I thank you in advance for your efforts to delivery positive results for all Arizonans, whom we all serve.

Please contact Abby Hansen, Chief of Staff ahansen@azre.gov if you would like to schedule my visit with your group.

Sincerely,

Louis Dettorre, Commissioner
Arizona Department of Real Estate



Recognizing Milestones: A Look Back to Where It All Began

Arizona Department of Real Estate Created 100 Years Ago in the Arizona Land Department

Advisory Board Turns 75 Years Young on March 19, 2022

The year was 1921 and the Governor was Thomas Campbell, of Prescott.

At a ripe young age of 9 years old, the State of Arizona was still organizing and creating many of the government structures and departments we know today.

Introduced in the Fifth Legislature - Regular Session, Senate Bill No. 27 created the State Real Estate Department.

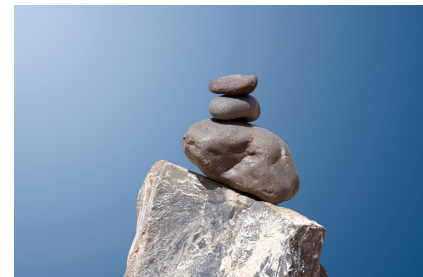
The establishing of licensure for the professions of real estate broker and salesperson of such individuals was included with this legislation and the Commissioner was established as the head of the Department.

At the time, the statutory requirements for an application for licensure as a real estate broker included:

1. The application must have been made in writing;
2. The application must have included two recommendations from "reputable citizens of the county in which such applicant resides or has his place of business"
 - o The recommendations must have 'certified' the applicant was "reliable, truthful and of good reputation, and [recommend] that a license be granted to the applicant"

The requirements for a salesperson included:

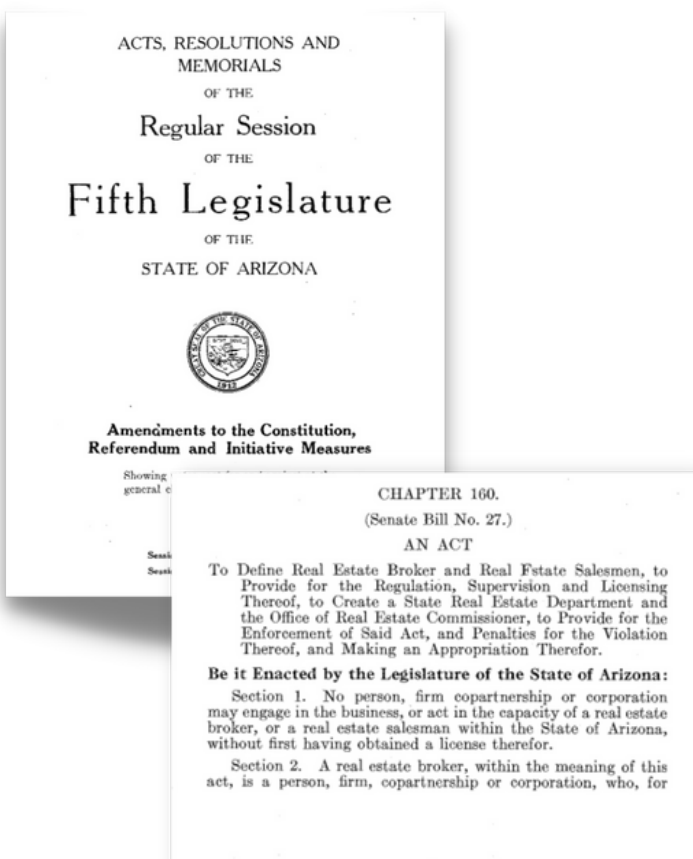
1. The application must have been made in writing;
 - a. signed by the applicant
 - b. include period of time engaged in real estate
 - c. name and place of business of the last employer
 - d. name of intended employer
2. The application must have included one recommendation from his employer;
 - o The recommendation must have 'certified' the applicant was "reliable, truthful and of good reputation, and [recommend] that a license be granted to the applicant"



From 1921 to 1943, minor and targeted changes were made to the Department and its regulations. In 1947, however, a comprehensive rewrite of the statutes occurred.

At this time, 75 years ago, the Real Estate Advisory Board was created with six Members and the Commissioner comprising the membership. (It would remain six Members plus the Commissioner until 2000 when the legislature increased the number to nine.) As established at that time, the purpose of the Board was to inquire into the matters of licenses, advise the Governor, and make policy recommendations.

Today, the Board operates in a role to provide recommendations to the Department and was increased by one member to total ten in 2014.





ADRE Calendar of Events - 04/2022-06/2022

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

Memorial Day - Monday, May 30, 2022
Independence Day - Monday, July 4, 2022

DEVELOPMENT SERVICES LUNCH AND LEARN

The next Development Services Lunch & Learn will be held on **April 19, 2022**
at ADRE or by Virtual Meeting from 11:30am - 1:00pm
Arizona Department of Real Estate
Pre-register with ADRE by emailing ahansen@azre.gov

ADVISORY BOARD MEETING (Public Meeting)

The next Real Estate Advisory Board Meeting will be held on **April 20, 2022**
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 **April 21, 2022**
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

EDUCATION ADVISORY COMMITTEE MEETING (Public Meeting)

The next Education Advisory Committee Meeting will be held on **June 8, 2022**
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

Arizona Governor Doug Ducey signs legislation extending the Department by 8 years!!

Every state agency and department comes up for Sunset, a term used to express the future, planned opportunity to expire a program or department. ADRE's Sunset was this year and after a successful audit by the Arizona Auditor General, the legislature saw fit to extend the life of the department at the current maximum of 8 years.

We are proud to serve Arizona and honored to continue to do so.





Above the Fold: News of Interest

SEC Chair Emphasizes Cybersecurity and Gives Clues as to Future Cyber Regulations

by Joseph Weinstein, Lexology.com

February 2, 2022

Last week, the Chair of the Securities and Exchange Commission (SEC) Gary Gensler discussed the SEC's cybersecurity policy work and publicized ongoing SEC regulatory efforts that could affect public companies, SEC registrants, and financial sector service providers. During his keynote address at the 2022 Securities Regulation Institute, Chair Gensler stressed the importance of cybersecurity to the modern economy and the SEC's cooperation with federal agencies as part of the Biden administration's broader cybersecurity initiatives. He then outlined six different areas where SEC staff are considering new or revised cyber regulations:

...

6. Financial Sector Service Providers

... Chair Gensler's address continues the trend of the SEC's prioritizing cybersecurity in its compliance and enforcement efforts. Last year, the SEC entered into a settlement with a real estate title insurance company related to disclosures made in connection with a cybersecurity vulnerability involving the company's app for sharing document images related to title and escrow transactions.

The SEC's interest in cybersecurity is consistent with that of other government agencies. As just one example, data privacy and cybersecurity is also a priority of the Federal Trade Commission ("FTC"). Earlier this month, the FTC issued a warning for companies to remediate the Log4j security vulnerability, cautioning that "[t]he duty to take reasonable steps to mitigate known software vulnerabilities implicates laws...

Full story, [here](#).

State Regulators Settle with Hundreds of Mortgage Loan Originators over SAFE Act Education Requirements

by The Conference of State Bank Supervisors (CSBS)

January 18, 2022

Washington, D.C. – Forty-four state financial agencies, led by the California Department of Financial Protection and Innovation (DFPI), have reached settlements with more than 400 mortgage loan originators nationwide who deceptively claimed to have completed annual continuing education as required under state and federal law.

Danny Yen, owner of Carlsbad, Calif.-based course provider Real Estate Educational Services, is facing administrative enforcement actions for both providing false certificates and taking courses on behalf of mortgage loan originators through other education providers in violation of the Secure and Fair Enforcement for Mortgage Licensing Act (SAFE Act).

"State financial regulators do not take these violations lightly," said CSBS Chair and Montana Commissioner of Banking and Financial Institutions Melanie Hall. "Through states' collective action, consumers can be assured that their mortgages are being handled by loan originators who follow the law and are up to date in their education requirements."

Full story, [here](#).

AZ DealMakers recap; Homebuilder Panel moderated by Jordan Rose, Rose Law Group founder and president

Above the Fold: News of Interest

The Housing Market Economic Forecast to Help You Navigate 2022

by Madelaine Braggs | Rose Law Group Reporter

Covid-19 reshaped the American economy and unexpectedly led to a wildly successful selling season for homebuilders and developers. But two years into the pandemic, the labor market is tight, inflation is the highest in 40 years, and supply chain issues are causing chronic disruptions with product availability.

The 2022 Annual Arizona DealMakers event Thursday was packed with exclusive market insights, giving the real estate industry a map for what's to come this year. The Power Panel featuring Mattamy Homes Division President Don Barrineau, Shea Homes President Jeff McQueen, Landsea Homes Division President Kaylee Smith and Jordan Rose, Rose Law Group founder and president, analyzed the data with a further look at what homebuilders' biggest challenges will be.

“Everything’s going up.”

While it's true wages are increasing, product prices are surging even faster. According to Zonda Chief Economist Ali Wolf, real wages are actually flat to negative when compared to inflation. They expect costs to stay up but wage growth to start to slow this year.



“Whatever trends you’ll see with the national home sale and supply market, is only intensified in the Phoenix metro market,” said Wolf.

Because of this, 90 percent of homebuilders are intentionally slowing their sales because their production cannot keep up. Zonda found that 50% of homebuilders surveyed said the spring selling season feels like it started early and every single builder in Arizona had to raise their prices. Even still, Arizona has one of the hottest markets in the country, with 36% of shoppers coming out of state to find cost of living relief and 30% of those movers coming from Los Angeles.

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

“

Ultimately...

The panel says millennials and boomers are driving the housing market right now, but continued inflation will stop this homebuilding train if not reversed.

- Madelaine Braggs

”

Above the Fold: News of Interest

Why are Valley Housing Costs Going Up?

by Courtney LeVinus | President/CEO
| Arizona Multihousing Association

The law of supply and demand is a basic principle of economics, seen in action daily at the grocery store and the gas pump. When demand rises and products grow scarce, prices jump. When supply is high and demand is low, prices fall.

That same principle governs the Valley's housing market.

On an average day in metro Phoenix, nearly 300 people move in, according to Census statistics. Last fiscal year, [Maricopa County added 86,820 residents](#), making it the fastest-growing county in the nation. Metro Phoenix added more than 106,000 new residents during those 12 months, pushing the Valley population to 5.1 million.

Thousands of new residents require thousands of homes in which to live. Developers have not been able to build new rental housing and single-family homes quickly enough to match this surge in humanity. Thus, the price of housing has risen.

In December, the median sales price of a home in metro Phoenix was projected to [hit a record \\$425,000](#), up 27 percent over the past year. This meteoric growth benefits



Gravity says what goes up must come down. Supply and demand says a price that goes up will keep going up until there's enough of the product to go around.

- Courtney LeVinus, President/CEO, AMA



homeowners by increasing equity, but it's bad news for millennials and seniors priced out of owning a home.

The population explosion also has sent rent surging upward, along with rising costs for construction materials, insurance, payroll and property taxes. The COVID-19 pandemic and the accompanying 18-month eviction moratorium also drove rent higher, with a [majority of single-family rental homeowners reporting](#) they suffered from the inability to collect rent – including 23 percent of property owners who were forced to sell off some or all their properties.

How can we help Valley housing prices stabilize or go down? We must build more housing at all price points, and we must do so quickly and cost-effectively. If we fail to correct this massive shortfall in supply, Arizona's renters, would-be homeowners, our workforce and economy will pay a heavy price.

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



Full Disclosure on Virtual Offices

Are your clients able to go to a specific location to meet with the Designated Broker if the clients have a concern about a pending transaction? As a broker, does your office location meet the definition of "definite place of business" as required by statute?

According to statute, an employing broker is required to have and maintain a "definite place of business." A.R.S. § 32-2126.A

Brokers found to have no definite place of business will receive a notice from the Department if found to not have a definite place of business. The change or abandonment of a business location without written notice to the Department automatically cancels the broker's license and severs the license of the broker and any salespersons or associate brokers licensed with the brokerage.



What you need to know, in addition to Virtual Office space failing to meet the statutory requirement...

- the employing broker's physical address may not be a mailbox in a UPS or similar business; and,
- renting a shared desk or a conference room in an office suite on an as needed basis does not meet the requirement of having a definite place of business.

After a Department investigator finds no definite place of business and a notice of the results of a random inspection is sent to an employing broker, the Designated Broker will be asked to provide evidence of a definite place of business, i.e., a current lease for the office space and compliance with office signage and license display requirements.

Failure to timely provide the requested documentation would cause the employing broker's license to be canceled.

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? Over the last two 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](#).



Read this. It'll save you money.

You Need Continuing Education. We Need Volunteer Course Monitors. We ALL Need to Raise the Bar of Real Estate Education.

Did you know you could monitor Continuing Education Courses for ADRE and receive any CE credit you need; at no cost!

What is a Course Monitor? Well, it's someone trained by ADRE to attend and ensure instructors and courses are fulfilling their requirements - either by statute, rule or as approved by ADRE.

If you are an education minded licensee, with the highest integrity, then you may be a good candidate to be an ADRE Volunteer Course Monitor.

For more information, request an application through the [ADRE Message Center](#).



Saying this article could save you time and trouble is not misrepresentation



With the number of complaints related to real estate advertising representing one of the most frequently submitted complaints, Arizona REALTORS CEO Michelle Lind and Arizona Department of Real Estate Commissioner Louis Dettorre collaborated on a comprehensive article that will give you the guidance you need to keep you on the right side of the law. Read it [here](#).

As Rents Soar, States Take Aim at Local Zoning Rules

Local officials, however, say they should decide what gets built where.

By Kristian Hernández

March 15, 2022



A roofer works on a new home being built in Phoenix, one of the fastest-growing cities in the United States. In 2021, U.S. rents rose faster than they have in the past 20 years, prompting state lawmakers in some states to propose measures that would override local zoning laws and free up land for more housing.

Ross D. Franklin/The Associated Press

“

“At the local level, we need cities and towns to join the rest of us who see building more housing at all price points as mission critical,” Courtney Gilstrap LeVinus, president and chief executive officer of the Arizona Multihousing Association, wrote in an email. “The 270,000 new homes and apartments [the Arizona Department of Housing] says the state needs won’t happen by magic.”

”

Caitlyn Mann, 29, moved to the Phoenix metro area from Boston in January 2021 after taking a job as a Maricopa County court clerk. She found a studio apartment downtown and signed a 14-month lease for \$1,295 a month. In January, when she tried to renew her contract, the landlord said her rent would be \$1,600.

“I was shocked,” Mann said. “I don’t understand why my rent went up so much in just one year.”

More [here](#).

In Case You Missed It



ADRE @AZDeptRE · Feb 3

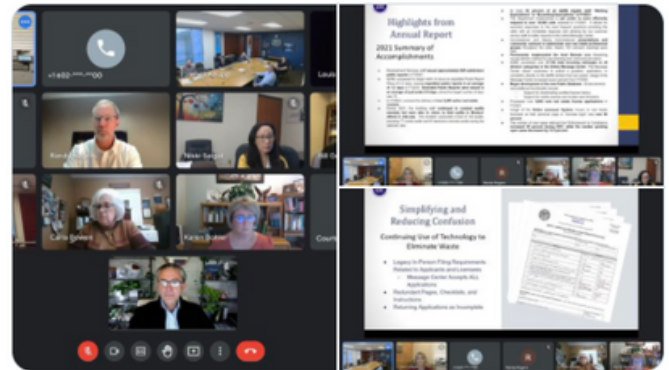
Happy to host the West & Southeast REALTORS of the Valley (WESERV) Leadership today at ADRE!



You Retweeted

Luis Ramirez Thomas @LuisOnTheBorder · Jan 19

Congrats to Bill Gray on being elected as Chair and Charles Bowles as Vice Chair of the @AZDeptRE Advisory Board. Department update shows incredible activity: responded to 18,600 calls, processed 6,900 new real estate license apps in 2021 and so much more.



AZ Dept of Housing @AZHousing · Jan 20

ADOH staff is meeting right now with @AZDeptRE and Commissioner Louis Dettorre to get an update and analysis on current real estate conditions in Arizona and discuss ways we can coordinate efforts to encourage more affordable housing development statewide.



Mike Weinstein, MBA · 1st

Real Estate Wealth Manager at The Recon Group- West USA
1mo · 🌐

Awesome time hosting AZ Real Estate Commissioner Louis Dettorre & Deputy Commissioner **Jim Knupp** on today's recording of The Recon Group's "The Real Estate 401K" Show heard on 92.3 KTAR. Great insight as to what the AZ Dept. of Real Estate does for consumers and agents. Show airs this Saturday at 5PM.



ADRE @AZDeptRE · Jan 24

Fantastic turnout and participation this morning during @tucsonrealtors_ Commissioner Connection! Thank you to Southern Arizona Home Builders Association and Lisa Robinson for your presentations.



Jim Knupp

25 amazing and dedicated employees working with 91,000 licensed real estate agents and brokers, researching complaints as they come in and processing nearly 1,000 subdivision public reports each year. Eight year continuation bill passed Senate Commerce.



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).

	Jan	Feb	March
# of Petitions Filed	4	7	0
# of Petitions Closed	5	4	0
# of Decisions Issued	3	3	0
# of Petitioners	1	0	0
Prevailed			
# of Respondents	0	2	0
Prevailed			
# Settled after Hearing	1	1	0
Scheduled			
# Withdrawn Prior to Referral	0	0	0

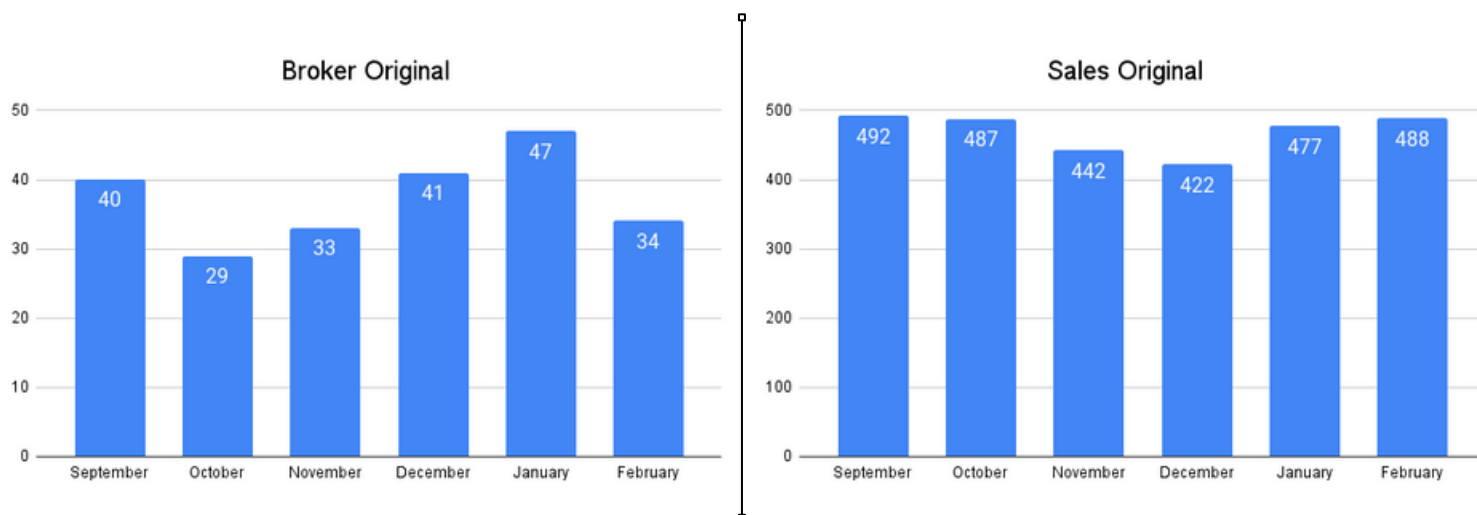
(As of March 15, 2022)

Further information on the HOA Dispute Process can be reviewed on the ADRE website, www.azre.gov.

Top 5 Issues Ending 3rd Quarter	
#1	Board Not Following Community Documents or Proper Procedure
#2	Architectural/Design Review
#3	Common Property Maintenance
#4	Notice of violation, penalties
#5	Open Meeting

Licensing Statistics

The Department of Real Estate started the month of March 2022 with 91,254 total Arizona real estate licensees (includes active, inactive, and grace period). Of that total there are 69,889 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.





AZ HIRES VETS!

CONTINUE TO SERVE

STATE OF ARIZONA VETERAN HIRING EVENT

WEDNESDAY
MARCH 30TH
2022



*"Men and women
who've served our country
in uniform – we value your
experience, we value your
skills and we want you to
come work for our state."
- Governor Doug Ducey*

TIME

• 9:00 A.M. - 11:00 A.M.
Job Fair with 20+ State Agencies

LOCATION

• WESLEY BOLIN PLAZA - AMPHITHEATRE AREA
1700 W. Washington St., Phoenix, AZ 85007

REGISTER NOW: bit.ly/AZHiresVetsMarchEvent

Questions? Contact Veterans@azdoa.gov

**ARIZONA
REAL ESTATE
ADVISORY BOARD**

Bill Gray
2022 Chair
Phoenix

Charles Bowles
2022 Vice Chair
Tucson

Carla Bowen
Pinetop

Karen Bohler
Lake Havasu City

Kimberly S. Clifton
Tucson

Nedra Halley
Phoenix

Luis Ramirez
Phoenix

Randy Rogers
Tucson

Justin W. Rollins
Scottsdale

D. Christopher Ward
Phoenix

Education Update



February 2022 Education Statistics

- Number of active schools (including branches): 223
- Number of active courses: 2,245
- Number of active instructors: 671
- Number of Broker Exams administered in December: 30
 - Broker: (Passing Rate for First-Time Test Takers): 76%
- Number of Salesperson Exams administered in December: 1,065
 - Salesperson: (Passing Rate for First-Time Test Takers): 61%
- Number of Out-of-State License Examinations Administered in December: 102
- Out-of-State First-Time Test Takers in December:
 - Broker: 56%
 - Salesperson: 43%

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 **February Educator Update** on the ADRE website.

Number of "First Time Exam Takers"

EXAM TYPE	DEC	JAN	FEB
Real Estate Broker	50	23	21
Real Estate Salesperson	405	439	537
Cemetery Salesperson	3	7	1
Cemetery Broker	0	0	0
Membership Camping Broker	0	0	0
Membership Camping Salesperson	1	4	0
Universal License Recognition - Broker	12	11	9
Universal License Recognition - Salesperson	33	38	47

Between Dec 1, 2021 - Feb 28, 2022

Total CE Courses Entered by Renewing Licensees: 61,517

Distance Learning Courses Entered by Renewing Licensees: 43,590

Percentage Distance Learning Courses Entered by Renewing Licensees: 71%

VOLUME 2022 ISSUE 1

**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**

DISCIPLINARY ACTIONS

Dec 2021 to Mar 15, 2022

ABBREVIATIONS USED

ASA	ACCELERATED SETTLEMENT AGREEMENT	ED	ADDITIONAL EDUCATION
BA	BROKER ACKNOWLEDGEMENT	FEL	FELONY
C&D	CEASE & DESIST	J&S	JOINT & SEVERAL
CFO	COMMISSIONER FINAL ORDER	LG	LICENSE GRANTED
CO	CONSENT ORDER	MISD	MISDEMEANOR
COA	CERTIFICATE OF AUTHORITY	PL	PROVISIONAL LICENSE
CONV	CONVICTION	PM	PRACTICE MONITO
CP	CIVIL PENALTY	UA	UNLICENSED ACTIVITY

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Hernandez, Vanity Applicant	SA697571000		Laveen, AZ	Convictions	CO w/2yr PL/PM
Aridi, Regina	SA670530000	NRT ARIZONA LLC	Chandler, AZ	Violation of Rules and Regulations	CFO—Revocation
Bustamante, Jack Applicant	SA697980000		Tucson, AZ	Convictions	CO w/2yr PL/PM
Allred, Dustin	SA698780000		Tucson, AZ	Convictions	CO w/2yr PL/PM
Gillis, Kenneth	SA686819000	Hauge, INC.	Scottsdale, AZ	Convictions & Non Compliance With Order	CO w/2yr PL/P, 12 HR CE, \$3,000 CP, Suspension
Corey, Williams	SA672403000		Glendale, AZ	Failure to Disclose	CFO w/ \$6,000 CP and Revocation
Riedeman, Douglas	SA686996000		Tucson, AZ	Convictions	CFO w/ Denial to Renew
Carlos, Denise	BR510505000	American Choice Realty INC	Lake Havasu City, AZ	Trust Account Irregularities	ASA—\$1,500 CP, 6hrs CE
Pallotto, James Applicant	SA699538000		Cottonwood, AZ	Convictions	CO w/2yr PL/PM
Marquez, Leticia	SA677316000	The Realty Agency LLC	Yuma, AZ	Failure to Disclose	ASA—\$3,000
Cook, Nathan	SA700108000		Glendale, AZ	Convictions	CO w/2yr PL/PM
Schreiber, Corinna	SA693562000	Berkshire Hathaway Home-services AZ Properties	Tucson, AZ	Late Disclosure	ASA—\$500.00 CP 3HR CE
McGuire, Morgan	SA106054000	Realty One Group, INC	Phoenix, AZ	Convictions	OSS
Riley, Debra and Beaver Creek Realty LLC	BR116898000 and LC514017000	Beaver Creek Realty LLC	Rimrock, AZ	Trust Account Irregularities	CO w/ 2yr PL, \$2,000. 00 CP, 12hrs CE, Trust Account Monitoring
Yoursef, Mariam	BR046773000	M & I Realty LLC	Scottsdale, AZ	Trust Account Irregularities	CO w/ \$2000 CP 9 hrs CE, & Trust Account Monitoring
Bell, Leon	SA694163000	Great Way Real Estate, LLC	Phoenix, AZ	Late Disclosure	ASA— w/ \$500 CP & 3hrs CE
Pontikas, Deborah	BR654741000	Bortlock LLC	Phoenix, AZ	Advertising Violations	ASA— w/ \$400 CP & 6hrs CE
Seaman, Jeffery	SA551921000	CBRE, INC.	Phoenix, AZ	Violation of Rules and Regulations	ASA— \$2,000 CP & 12hrs CE
Perry, Paul	SA511564000	Russ Lyson, LLC	Scottsdale, AZ	Violation of Rules and Regulations	ASA—\$500 CP & 3hrs of CE
Zavala, Julio Alejandro Applicant	SA698896000		Glendale, AZ	Conviction (s)	CO—2yr PL/PM
Velinova, Desislava	SA654911000	Platinum Realty Group LLC	Phoenix, AZ	Conviction (s)	CO—2yr PL/PM
Sieffert, James R	SA569620000		Mesa, AZ	Conviction (s)	ASA—\$500 CP & 3hr CE
Taylor, Thomas	BR539128000	AZ Preferred Realty Brokers, LLC	Phoenix, AZ	Failure to Maintain Records	ASA—\$1500 CP & 6hrs CE

DISCIPLINARY ACTIONS

Dec 2021 to Mar 15, 2022

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Thompson, Audrey Applicant	SA699258000		San Tan Valley, AZ	Convictions	CO with 2yr PL/PM
Dufek, Daniel	SA546649000		Scottsdale, AZ	Late Disclosure	ASA with \$500 CP and 3hrs CE
Ryan, Joseph	SA685533000	Jason Mitchell Real Estate Arizona, LLC	Phoenix, AZ	Unlicensed Activity	ASA—\$1000 CP & 12hrs CE
Moro, Frank	BR007569000	First West Properties Corporation	Sierra Vista, AZ	Misrepresentation	CO—\$2000 CP & 12hrs CE
Sheldon, Zachary	SA668593000	HomeSmart	Litchfield AZ	Failure to Disclose	ASA— \$500 CP & 6hr CE
Fajarado-Gonzalez, Kevin	SA659751000	Realty One Group	Glendale, AZ	Failure to Disclose	ASA—\$500 CP & 6hrs CE
Fisher, David L.	BR515477000	HomeSmart, LLC	Phoenix, AZ	Failure to Comply	CFO—Revocation
Linde, L Todd	SA576521000	Cresa Global, Inc.	Phoenix, AZ	Late Disclosure	ASA-\$1000.00 CP and 9hrs CE
Kimble, Eric T.	BR637524000	ETK Investments, LLC	Gilbert, AZ	Late Disclosure	ASA-\$750.00 CP and 6hrs CE
Jaeger, Dawn M.	SA699703000		El Mirage, AZ	Convictions	CO-2yr. PL/PM
Vanscoyk, Austin	BR570108000		Safford, AZ	Conviction	FoF, CoL, & Order— Revocation
Deselms, Candace	SA543216000	The Biltmore Group LLC	Phoenix, AZ	Unlicensed Activity	ASA—\$750 CP & 6hrs CE
Contractor, Zubin	SA694624000	International Integrity First, LLC	Sun City, AZ	Failure to Disclose	ASA—\$750 CP & 9hrs CE
Hatch, Richard	BR544101000	SaddleBrooke Development Company	Oracle, AZ	Failure to Maintain Records	ASA—\$1,000 CP & 6hrs CE
KJ's Home Solutions LLC	Unlicensed	Smitty & KJ's Solutions LLC	Tucson, AZ	Unlicensed Activity	CO—\$500 CP VACATED
Smith, Myles	Unlicensed	Smitty & KJ's Solutions LLC	Tucson, AZ	Unlicensed Activity	CO—\$500 CP VACATED
Rogers, Keith	Unlicensed	Smitty & KJ's Solutions LLC	Tucson, AZ	Unlicensed Activity	CO—\$500 CP VACATED
Pia, Zipeng	SA648281000		Phoenix, AZ	Unlicensed Activity	ASA—\$750.00 CP & 9hrs CE
Zimmerman, Kristen	BR640571000	Conam Management Corporation	Manhattan Beach, CA	Violation of Rules & Regulations	ASA—\$750 CP & 6hrs CE, Correct violations
Valenzuela, Dianne	SA545747000	West USA Realty, INC	Peoria, AZ	Late Disclosure	ASA—\$750 CP & 6hrs CE
Masters, William	SA648797000	Arizona Innovative Real Estate, LLC	Casa Grande, AZ	Illegal Subdivision	ASA-\$1,000 CP & 6hrs CE
Melchin, Wade	BR043032000	The Biltmore Group, LLC	Mesa, AZ	Failure to Supervise	ASA—\$750 CP & 6hrs CE
Welch, Arthur	BR552311000	Superstars Realty, LLC	Goodyear, AZ	Failure to Supervise	CO—\$2000 CP & 9hrs CE
Zweifel, Mark	SA511006000	Wyndham Vacation Resorts	Flagstaff, AZ	Convictions	CO—3yr PL/PM
Guerrero Campa, Oscar, Applicant	SA70138000		Tucson, AZ	Convictions	CO—2yr PL/PM
Loeering Jr., Thomas J.	BR625085000	REMS (Real Estate Management Services) INC.	Phoenix, AZ	Trust Account Irregularities	CO—2yr PL. \$4,000 CP, 12hrs CE, Trust Account Correction
REMS (Real Estate Management Services) INC.	CO570622000	REMS (Real Estate Management Services) INC.	Phoenix, AZ	Trust Account Irregularities	CO—2yr PL. \$4,000 CP, 12hrs CE, Trust Account Correction
Murillo, Daniel	Unlicensed		Gilbert, AZ	Subdivision (Violation)	ASA—\$1,000 CP & Agreement not to sell/lease parcel w/o Public Report or Exemption
Murillo, Guadalupe	Unlicensed		Gilbert, AZ	Subdivision (Violation)	ASA—\$1,000 CP & Agreement not to sell/lease parcel w/o Public Report or Exemption
Gawthorp, Lincoln	BR029288000	Gawthorp & Associates LLC	Fort Mohave, AZ	Violations of Rules & Regulations	ASA—\$500 CP & 6hrs CE
Simpson, Michael	SA699271000		Gilbert, AZ	Convictions	CO—2r PL/PM
Haws, Christopher Kim	BR108652000	Southwest Commercial Real Estate LLC	Gilbert, AZ	Failure to Maintain Records	CO—\$2,000 CP & 12hrs CE
Randolph, Jacob Applicant	SA700257000		Mesa, AZ	Convictions	CO w/2yr PL/PM
Hayes, Nicole Applicant	SA700693000		Phoenix, AZ	Convictions	CO w/2yr PL/PM

DISCIPLINARY ACTIONS

Dec 2021 to Mar 15, 2022

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Patterson, Joseph Applicant	SA700592000		Tucson, AZ	Convictions	CO w/2yr PL/PM
Kurpgeweit, Mona Applicant	SA699263000		Scottsdale, AZ	Convictions	CFO — Denial
Holguin, Omar	SA662848000		Peoria, AZ	Failure to Comply	FoF, CoL, & Order – Revocation
Skenderian, Bradley	SA692958000	ASI Real Estate Investments, INC	Scottsdale, AZ	Unlicensed Activity	ASA—6hrs CE & \$750 CP
Knutz, Chase	SA699792000	Tempe realty 1, LLC	Tempe, AZ	Consent Order from NC Commissioner of Banks	CO—2yr. PL/PM
Ruoti Jr., Benjamin	BR549266000	Century 21 Arizona West	Wickenburg, AZ	Late Disclosure	ASA—\$500 CP & 6hrs CE
Adle, Michael	BR634272000		Kemah, TX	Late Disclosure	ASA—\$500 CP & 6hrs CE
Schreck, Andy	BR513347000	RETSY	Phoenix, AZ	Surrender of License with AZ Dept of Insurance and Financial Inst,	CO w/2yr PL/PM
Sultan, Ayman	SA695342000	ASI Real Estate Investments, INC	Scottsdale, AZ	Unlicensed Activity	ASA—6hrs CE & \$750 CP
Matthews Real Estate Investment, INC.	Unlicensed Entity		Scottsdale, AZ	Unlicensed Activity	CO—\$3,000 CP
Suarez, Alexis	BR633759000	ASI Real Estate Investments, INC	Scottsdale AZ	Unlicensed Activity	ASA—\$1000 CP & 6hrs CE
Tracy, Benjamin	SA695918000	ASI Real Estate Investments, INC	Scottsdale, AZ	Unlicensed Activity	ASA—\$750 CP & 6 hrs CE
Acridge, Scott	BR512769000	50 States Real Estate INC	Scottsdale AZ	Failure to Maintain Records	CO—\$5,000CP, 18hrs CE, 2yr PL, Transaction Docs.
Vincent, Aubree Applicant	SA700686000		Mohave Valley, AZ	Convictions	CO w/3 yr PL/PM
Munoz, Liliana	SA658897000		Phoenix, AZ	Late Disclosure	ASA—\$750 CP and 6hrs CE
Madison, Verdell Applicant	SA700834000		Phoenix, AZ	Conviction	CO w/2yr PL/PM
Tanner, Brett	SA564356000	GFSG LLC	Tempe, AZ	Advertising Violation	ASA—\$1,000 CP, 6hrs CE
Snyder, Thomas Leonard	BR012792000	Walt Danley Realty, LLC	Paradise Valley, AZ	Trust Account Irregularities	CO—\$2,000 CP, 6hrs CE
Fernandez Salazar, Jesus	SA683806000		Scottsdale, AZ	Late Disclosure/Conviction	CO—\$500 CP 2yr PL/PM
McGrew, Koby Applicant	SA698250000		Surprise, AZ	Convictions	CO w/2yr PL/PM
Vazquez-Sandoval, Aldo	SA685223000	West Valley MC, LLC	Goodyear, AZ	Convictions	ASA— \$500 CP, 6hrs CE & FCC
Hartman, Kevin	SA624799000		Tucson, AZ	Late Disclosure	ASA—\$500 CP & 6 hrs CE
Witmer, Brooke Applicant	SA697843000		Phoenix, AZ	Conviction and Civil Judgment	CO—PL/PM 2yrs
Wright, Michael	SA505151000	Realty One Group	Scottsdale, AZ	Convictions and Failure to Respond	ASA—\$1,000 CP, 6hrs CE & LI-400
Cantu, Michael	SA684558000	Realty One Group	Scottsdale, AZ	Conviction—Late Disclosure	ASA—\$500.00 CP & 6 hrs CE
Jones, Christopher Applicant	SA699776000		Mesa AZ	Convictions	CO w/2yr PL/PM
Abernathy, Clayton	BR546238000	Count Of Monte Vista LLC	Tucson, AZ	Unlicensed Activity	CO—\$2,000 CP
Count Of Monte Vista LLC	Unlicensed Entity		Tucson, AZ	Unlicensed Activity	CO—\$2,000 CP
Toone, Peter	SA690788000	Count Of Monte Vista LLC	Tucson, AZ	Unlicensed Activity	CO—\$2,000 CP
Meyer, Blake	SA692876000		Mesa, AZ	Failure to Disclose	ASA—\$500 CP & 3hrs CE
Nguyen, Kim	SA690008000	EXP Realty	Peoria, AZ	Late Disclosure	ASA-\$500 CP & 6hrs CE
Kehoe, Edward	SA699529000		Oro Valley, AZ	Convictions	CO w/2yr PL/PM
Velez, Anabelle	SA685402000		Peoria, AZ	Convictions	FoF, CoL & Order—Revocation
Vasquez, Ramiro	SA696564000		Sierra Vista, AZ	Convictions	CO w/2yr PL/PM