



DECEMBER 2020

# Arizona Department of Real Estate Bulletin Volume 2020 - Issue 2



## Moving Forward Together the Arizona Way

### Commissioner's Corner

**“Arizona licensees know that Arizona is the best state in the nation to practice real estate because we do things the Arizona way.”** That is what I continue to share in my "virtual" presentations with the Arizona brokerage community and my counterparts from around the nation at the Association of Real Estate License Law Officials (ARELLO).

It is clear to me that many Arizona real estate licensed professionals that have spent their careers in the trenches working with buyers and sellers know that's true, and are impressing the Arizona way - the right way - on original (new) licensees starting their careers in real estate.

The total number of licensed real estate professionals and entities (Active, Inactive, Grace Period) has increased 11.9% since this time five years ago, and active "in the trenches" licensed real estate professionals has increased 14% in the same period.

There are 89,352 licensed individuals and entities in Arizona, with over 69,000 actively assisting buyers and sellers. These numbers have been steadily increasing over the last six years, with recent months bringing 400 - 500 new licensees. During the early to mid-2000's the high point of Arizona real estate licensees eclipsed 96,000, while the recession dropped the count to a low of around 78,000.

The Department posts license activity and trends each month to its website, [www.azre.gov](http://www.azre.gov) that focus on the number of original (new) licensees and those that renew (stay in the business). Fees to obtain an Arizona Real Estate license remains among, if not the lowest, in the Western United States (*see chart below*). **Continued on page 2**

# Moving Forward Together the Arizona Way... Continued

## ADRE Fee Revenue to State's General Fund

Arizona statute directs that fee revenue collected by the Department be deposited into the state of Arizona General Fund, and not fall below 95%, or above 110% of the annual legislative appropriation. ADRE reduced fees for Real Estate Salesperson two year renewals from \$75 to \$65 in November 2017, and again in March 2019 from \$65 to \$60 (the lowest allowed by statute in this fee category). In November 2017, ADRE lowered Real Estate Broker two year renewal fees from \$175 to \$150 for those who renew Online (98-99% of real estate licensees renew Online). With continued growth in the number of real estate licensees in Arizona coming from new professionals starting a career in real estate, new Arizona residents, and stability in licensee renewals, it is probable the Department will need to reduce fees even lower yet.

*"Real estate professionals are valued contributors to Arizona's economy and play an important role in the success and opportunities of Arizonans."*

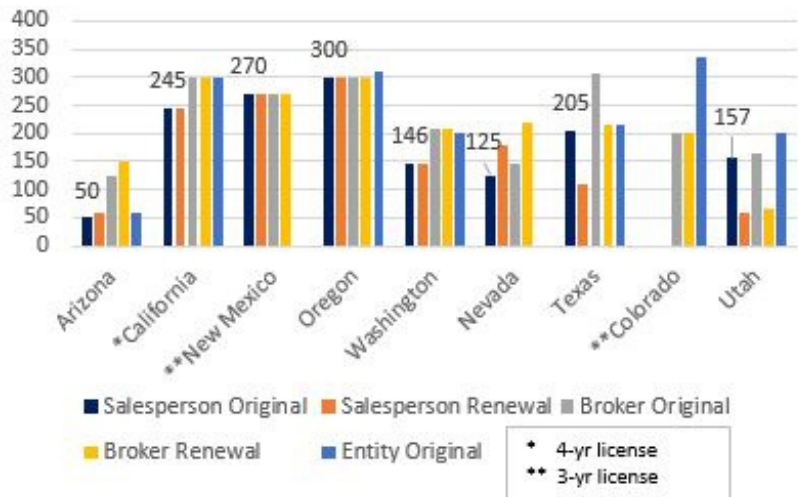
With the continued partnership of Arizona educators, ADRE has focused on raising the bar for real estate education, promoting high quality course content, and relevant up-to-date Arizona specific knowledge for real estate professionals.

Unlike most states, ADRE does not charge fees to approved real estate schools for courses, instructors, or School applications. Arizona real estate licensees complete 90 hours of prelicensure education (Online, Live Classroom, or Host Remote) and obtain a fingerprint clearance card from the Arizona Department of Public Safety prior to applying to the Department of Real Estate. Licensees complete 24 hours of continuing education (CE) every two years to renew their license. Arizona is a step ahead in implementing new permanent course delivery methods (Host Remote Live Streaming), and is on par with other states education requirements.

As we move forward together into the holiday season and New Year, let's remember the real estate professions opportunity to positively impact people's lives through home ownership, commercial, investment properties, multi-family, and new home development. Real estate professionals are valued contributors to Arizona's economy and play an important role in the success and opportunities of all Arizonans. ADRE wishes you happy and safe holidays, a Merry Christmas, and a prosperous 2021.

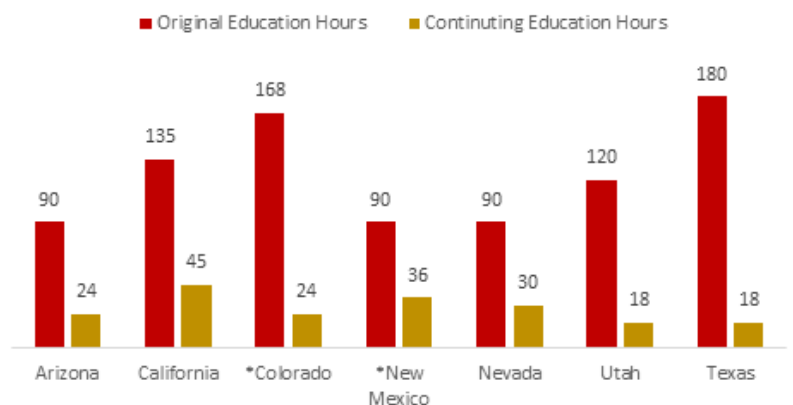
Sincerely,  
Judy Lowe  
Commissioner

### Real Estate License Fees



**Arizona real estate licensee fees remain among the lowest in the Western United States**

### Required Real Estate Education Hours





## Commissioner Judy Lowe Reappointed Vice President of ARELLO District 4



The Association of Real Estate License Law Officials (ARELLO®) has reappointed Commissioner Judy Lowe of the Arizona Department of Real Estate as a District Vice President for District 4 which includes Arizona, Hawaii, Washington, Idaho, and Oregon. Commissioner Lowe will collaborate with other real estate agencies from across the country and the world to further the mission of protecting and serving the public through administration and enforcement of their real estate laws.

“Involvement with ARELLO® has provided Arizona the ability to learn from other jurisdictions around the country, as well as internationally. I am honored to be elected to serve in this role for the ARELLO® association, and for the renewed opportunity to share why Arizona is the best place in the nation to practice real estate” said Commissioner Lowe.

Commissioner Lowe was appointed Commissioner of the Arizona Department of Real Estate in 2009, and has served on the ARELLO® Board of Directors since 2015.

## ADRE General Reminders

The Arizona Department of Real Estate remains open for business. The building is open by appointment only at this time. Please submit your questions, applications, or complaints (or compliments), online through the ADRE Message Center located on [www.azre.gov](http://www.azre.gov). The Message Center allows customers to submit a question, an application, or a complaint, directly to the ADRE division that can assist. Please submit your correspondence by choosing from the subject categories. If you are an Arizona real estate licensee, you can complete many services through your personal page on the Online License System, located at [www.azre.gov](http://www.azre.gov). Please also search the ADRE website, [www.azre.gov](http://www.azre.gov) for answers to common questions. Thank you for your patience and understanding during this time.

We are committed to processing all requests and serving you... our customer.

You can set an appointment in advance by sending a message Online through the Message Center.

Let's all remember the things we can do to keep ourselves and others well during this holiday season!

- Wash your hands
- Use hand sanitizers when washing your hands is not an option
- Remember physical distancing, at least six feet
- Wear a face covering
- Stay at home if you are sick
- Public customers with an appointment will continue to be assisted on the first floor
- ADRE customers requesting an appointment are encouraged to use the many ADRE online services available.

**Thanks for all you do to support the real estate profession in the state of Arizona!**

# ADRE Continues Focus on Education: Host Remote Live Streaming



ADRE quickly implemented the host remote live streaming program in March 2020 to address the essential need to deliver high quality real estate education to real estate licensees. This temporary host remote program leveraged live video streaming technology to deliver education remotely and promote a safe environment during the current pandemic.

ADRE was proud to announce in late October that the host remote live streaming course delivery option would become permanent with the launch of the updated ADRE Form ED-102. Let's all take a moment to look back at what has been accomplished, despite the current challenges, for all Arizona Schools, real estate licensees, and the community.

## Education Advisory Committee Update

The ADRE's Education Advisory Committee's task is to offer support to the ADRE to fulfill its mission of: "Protecting the public interest by raising the level of professionalism in the real estate sector without increasing barriers to entry into the sector." Membership of the EAC is composed of members that participate in public meetings at the ADRE on a quarterly basis. The EAC members are valued volunteers and are not compensated for their time, nor reimbursed for expenses. Over the past several years, the EAC has worked diligently to provide ADRE with recommendations on an array of education issues pertaining to real estate licensees and the real estate industry. Visit the ADRE website [www.azre.gov](http://www.azre.gov) to view the EAC Calendar of meeting dates, past and current minutes and meeting agendas.

From late March through October 2020:

- **Total Host Remote Live Streaming Host Remote courses submitted and approved: 1,429**
- **(Average of 215 Host Remote Courses delivered each month since April.)**
- **Average Distance Learning CE Courses available: 330**
- **ADRE Host Remote Live Streaming Workgroup assembled which made a recommendation for Host Remote Live Streaming course delivery made a permanent course delivery method.**
- **ADRE accepted and implemented the Workgroups recommendation.**
- **Updated Form ED-102 CE/DL/HR/OPCW published to add course delivery methods, including Host Remote Live Streaming and Online Pre Licensure Contract Writing.**



**The current EAC members and terms are:**

**(July 2019 - July 2021)**

Marti Barnewolt	Barb Freestone
Debbie Shields	Mary Sand
Cheryl Terpening	Betty Winn
Kim Horn	

**(July 2020 - July 2022)**

Jenny Hogan-Lizarraga	Patrick Sheahan
Greg Muir	Liz Hill
Theresa Baranei	

**ADRE sincerely thanks outgoing EAC members Holly Eslinger, Laura Kovacs, Jim Hogan and Jon Kichen for their many years of service to the EAC!**



# END OF YEAR QUESTIONS

## I'm a REALTOR®, where do I submit my Code of Ethics certificate?

The Code of Ethics certificate is not a requirement of the Arizona Department of Real Estate. A Code of Ethics certificate is required by the National Association of REALTORS® (NAR) to maintain membership in the local Board of REALTORS®, the Arizona Association of REALTORS® (AAR) and the National Association of REALTORS®. The requirement for REALTORS® to complete Code of Ethics training is a two year requirement based on a members cycle schedule.

Please contact your Association for the following questions regarding your Code of Ethics training;

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

ADRE does not notify the associations if you have attended a Code of Ethics course.



## What are my Association membership fees and when are they due?

The ADRE does not require a membership fee. Your real estate license renewal fee is due every two years when renewing your license. [Click here to view the Fee Schedule located on the ADRE website.](#)

The Association membership fees are established by the local Board of REALTORS®, the Arizona Association of REALTORS®, and the National Association of REALTORS®. Please contact your Association for questions regarding your Association dues, <https://www.aaronline.com/local-associations>



# HOA Petition Process Update

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 the ADRE and schedule a Hearing Date before an Administrative Law Judge (ALJ).

The chart shown provides information relating to the HOA Dispute Process for Fiscal Year 2021, First Quarter (July - September 2020).

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

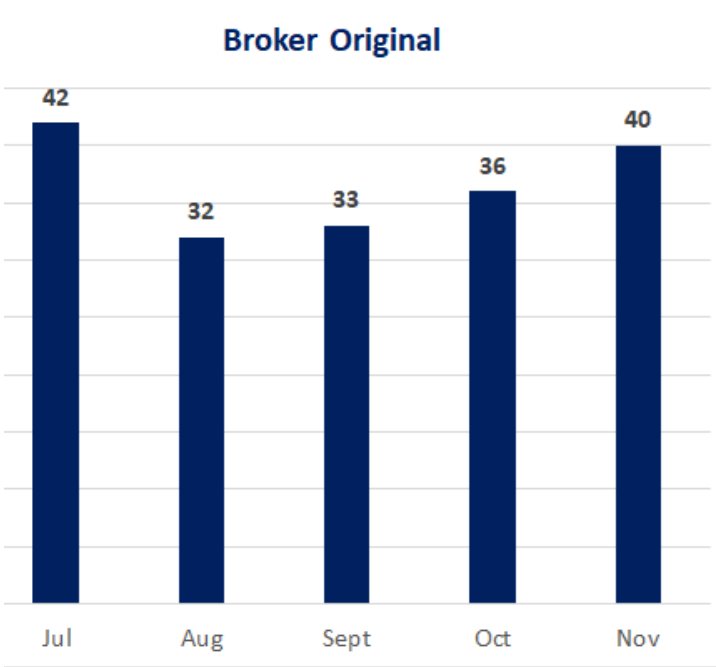
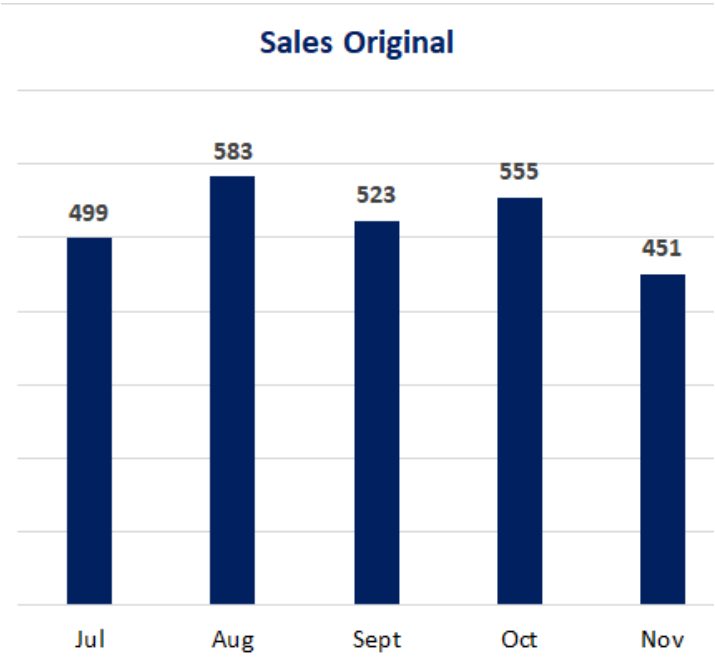
	July	Aug.	Sept	FY2021 YTD
# of Petitions Filed	5	7	8	20
# of Petitions Closed	3	3	4	10
# of Decisions Issued	8	5	5	21
# of Petitioners Prevailed	1	0	0	1
# of Respondents Prevailed	6	4	8	18
# Settled after Hearing Scheduled	0	0	0	0
# Withdrawn Prior to Referral	1	1	0	2
# Denied	0	0	0	0

Top 5 Issues Ending 4th Quarter	
#1	Architectural/Design
#2	Records Request
#3	Open Meeting
#4	Common Property Maintenance
#5	Parking

## Licensing Statistics

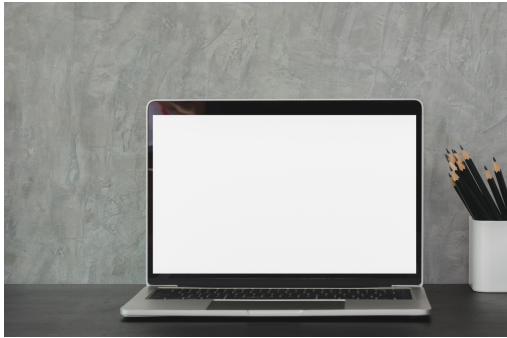
The Department of Real Estate started the month of December 2020 with 89,352 total Arizona real estate licensees (includes active, inactive, and grace period). Of that total there are 69,013 active salespersons, broker, and entities. [View the fully updated real estate licensee totals each month on www.azre.gov](http://www.azre.gov).

There was a dip in original real estate licensees in April and May 2020. However, applications from individuals pursuing a career in the real estate profession have bounced back and are within the range of new applicants prior to the challenges COVID-19 has presented.





# Maintaining Focus on Cybersecurity



Maintaining a focus and awareness of cyber security, including phishing emails and other schemes, that could compromise your data is critically important during the current challenges with COVID-19. Remember to always use a secure WiFi Connection (Not the WiFi available free at your local coffee shop) and look out for email phishing campaigns sent from bad actors that attempt to spread malicious links.

If you do not recognize an email, or the attachment, do not open or click the link. If appropriate, contact the sender and verify that the email is legitimate. ADRE will **NOT** send licensees email communication asking to verify information, or that "Profile Verification is Required". If you receive such an email, it is **NOT** being sent by the Arizona Department of Real Estate.

## ADRE Calendar of Events

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

**Christmas - Friday December 25, 2020**

**New Years - Friday January 1, 2021**

**Martin Luther King Jr. Day - Monday January 18, 2021**

### ADVISORY BOARD MEETING (Public Meeting)

The next Real Estate Advisory Meeting will be held on **January 13, 2021**

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

### EDUCATION ADVISORY MEETING (Public Meeting)

The next Real Estate Advisory Meeting will be held on **March 10, 2020**

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

Arizona Department of Real Estate

100 N. 15th Ave. Suite 201

Phoenix, AZ 85007

### DEVELOPMENT SERVICES LUNCH AND LEARN

The next Real Estate Advisory Meeting will be held on **January 21, 2020**

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](mailto:ahansen@azre.gov)**

### REAL ESTATE PARTNERS MEETING

The next Real Estate Advisory Meeting will be held on **January 14, 2020**

at ADRE or by Virtual Meeting from 10:30am - 1:00pm

Arizona Department of Real Estate

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

# When is a Subdivision Public Report (Disclosure Report) Required?



A frequently asked subdivision question is “Do I need a Subdivision Public Report (Disclosure Report)?” In order to arrive at an answer, you must first understand the definition of a Subdivider A.R.S. § 32-2101(55). A Subdivider is any person (natural person or legal entity) who offers for sale or lease 6 or more lots in a subdivision or who causes land to be subdivided into a subdivision. Subdivision is defined, in part, as improved or unimproved land or lands divided or proposed to be divided for purpose of sale or lease, whether immediate or future, into six or more lots, parcels or fractional interests. A.R.S. §32-2101(56). The majority of individuals understand the section of the Subdivider definition where the act of dividing land into 6 or more lots classifies them as a Subdivider. They are astounded when informed of their Subdivider status when offering for sale or lease individual lots in an existing subdivision where they currently own 6 or more lots or have previously owned 6 or more lots in the subdivision. The misunderstanding is a result of several factors, which include, but are not limited to:

- Someone else created the subdivision many years ago.
- A Public Report (Disclosure Report) has previously been issued.
- Lots in the subdivision have been sold and resold for years.

- The subdivision has completed infrastructure, i.e. roads and utilities.
- Lot owners have received building permits. Lots were acquired over a long period of time.
- The individual or entity never owned 6 lots at any one time.

The above factors do not negate the subdivider’s requirement to obtain a Public Report (Disclosure Report).

A.R.S. § 32-2183(F) provides that a subdivider shall not offer for sale any lots in a subdivision without first obtaining a Public Report (Disclosure Report) Receipt signed by the buyer(s) prior to the offer to purchase. Relief from the burden of obtaining a Public Report (Disclosure Report) may be found in various exemptions provided under A.R.S. § 32-2181.02. If such an exemption is not found to be available, an owner may petition for a Special Order of Exemption under the provisions of A.R.S. § 32-2181.01. The issuance of a Special Order of Exemption is discretionary, and the fee is non-refundable by statute.

A licensee representing a subdivider in the sale or lease of lots or parcels in a subdivision should be fully aware of the subdivision requirements in order to adequately represent their clients. A.R.S. § 32-2181 Includes the statutory areas that must be included in the Public Report. These areas include true statements or reasonable elements, including, but not limited to: use or occupancy of parcels, easements, ownership, public utilities, roads, sewage facilities, water, nearby schools, if there are livestock the provisions made for fencing etc. Refer to statute for the complete list.

[Subdivision Public Disclosure Report - ADRE Brochure](#)



# 2020 - Year in Review



## Development / Homebuilder Applications on the Rise

The Arizona Department of Real Estate received a record number of applications in Fiscal Year 2020 from homebuilders seeking approval for a Subdivision Public Report, or other approval indicating home development within a subdivision. Applying Arizona Management System (AMS) principles, the Department processed over 1,000 applications, surpassing the previous ten-year high of 813 the prior year. The Public Disclosure Report is a required document before a home in a subdivision can be marketed to a prospective buyer and provides information such as conditions of roads, utilities, community or recreational facilities, and other improvements included in the offering.

## Host Remote Live Streaming Course Delivery

The Arizona Department of Real Estate implemented the Host Remote Live Streaming program in March that enabled live classroom continuing education to convert to live streaming courses real estate professionals could take without leaving their homes. The Department has approved over 1,500 live streaming courses from Arizona schools to date, and now has made the live streaming course delivery option a permanent program with standard guidelines.

## Innovating the Subdivision Inspection Process

The Arizona Department of Real Estate conducts subdivision inspections to verify that elements of an approved Public Disclosure Report are complete, such as roads, utilities, community or recreational facilities, and other improvements included in the offering. The Department evaluated its process for completing physical subdivision inspections, and implemented an updated process in February 2020 for completing subdivision inspections virtually by using available technology tools. The subdivision inspection fee was eliminated in March 2020 for inspections that are completed not requiring travel. Inspections completed by the Department are preceded by multiple local jurisdiction inspections, that ensure construction meets local building codes and regulations.



The live streaming courses have contributed to real estate professionals keeping up to date with their education, while providing Arizona real estate schools an opportunity to continue delivering valuable real estate education.

# Massachusetts Sees Coronavirus-Related Spike in Rental Scams

*Excerpted from the ARELLO Boundaries Magazine*



***“Heartless scams like these cannot be tolerated. They are career damaging to hard working real estate professionals, and unscrupulous to consumers.”***

A recent informal scan of real estate news headlines around the U.S. and beyond revealed multiple reports of increasing rental scams that appear to be driven, at least in part, by the coronavirus. Consumer protection officials and real estate industry groups have been issuing new warnings about the scam, the latest of which was issued by the Massachusetts Attorney General’s Office (AGO). In a joint press release, the AGO and the Greater Boston Real Estate Board (GBREB) warn that “As more people rely on photos instead of in-person showings when renting apartments during the COVID-19 pandemic” complaints are being received “from prospective tenants, property management companies, and real estate agents about a scam involving fake apartment listings being posted online.” The phony rental listing scam isn’t novel, of course, and has variations, but usually involves scammers who copy, or “scrape,” rental property information, photos, videos, etc. from legitimate listings and other sources, insert the scammer’s contact information, and dupe prospective tenants into making advance security deposits and other payments. The AGO and GBREB note that “scammers use photos from real listings of homes for rent or sale, and at times even [display the purported] contact information of an actual listing agent or management company, and then post them on Craigslist or other online platforms.”

Of course, victims who choose not to inspect the property in person before making rental payments don’t realize what’s happened until it’s too late. And, even if they see the property in person, in some cases perpetrators have illegally gained access, changed the locks, and left keys for the victim to self-show the property or “move in” after the required payments have been made.

The joint press release offers tips on how to avoid falling victim to the rental scam:

- **“Thorough inspection:** Whenever possible, inspect an apartment carefully before signing a lease or paying a deposit. Use a broker: If you must rent an apartment unseen, don’t trust online advertisements-online apartment listings are just too easy to fake. Instead, use a licensed real estate broker or salesperson. You can verify a broker’s license online [here](#).
- **Watch for red flags:** Keep an eye out for red flags such as poorly written ads, deals that are too good to be true, and requests for cash payment or other untraceable methods.
- **Only make secure payments:** Never send a wire transfer, cashier’s check, or funds transfer to someone you’ve only met online. If they turn out to be a scammer, you won’t be able to get your money back.
- **Protect your personal information:** Don’t disclose your SSN or PayPal information to someone you’ve only met online. Meet your landlord in person before agreeing to a background check or ask the landlord to have the background check performed by a licensed real estate broker or salesperson.
- **File a complaint:** If you are the victim of an online apartment listing scam, file a complaint with the FBI’s Internet Crimes Complaint Center at [IC3.gov](#).
- **Report fraudulent ads:** If you’re the owner of a property, realtor [sic] or property manager and find that someone else has altered your listing or listed your property for rent, report the fraudulent ad to the website’s point of contact for abuse immediately.



# National Do Not Call Registry



*Before making calls to consumers do you or your company verify the number you're calling is not registered on the National Do Not Call Registry? Here are some FAQ's from the Federal Trade Commission (FTC) - (The government agency that protects consumers). More information is available at: <https://www.ftc.gov>*

## **What is the National Do Not Call Registry?**

The National Do Not Call Registry is a list of phone numbers from consumers who have indicated their preference to limit the telemarketing calls they receive. The registry is managed by the Federal Trade Commission (FTC), the nation's consumer protection agency. It is enforced by the FTC, the Federal Communications Commission (FCC), and state officials.

## **What calls are covered?**

The do not call provisions of the Telemarketing Sales Rule (TSR) cover any plan, program or campaign to sell goods or services through interstate phone calls. This includes calls by telemarketers who solicit consumers, often on behalf of third party sellers. It also includes sellers who are paid to provide, offer to provide, or arrange to provide goods or services to consumers.

## **What types of calls are not covered by the National Do Not Call Registry?**

The do not call provisions do not cover calls from political organizations, charities,

telephone surveyors, or companies with which a consumer has an existing business relationship.

## **How does the established business relationship provision work for a consumer whose number is on the registry?**

A company with which a consumer has an established business relationship may call for up to 18 months after the consumer's last purchase or last delivery, or last payment, unless the consumer asks the company not to call again. In that case, the company must honor the request not to call. If the company calls again, it may be subject to a fine of up to \$16,000.

If a consumer makes an inquiry or submits an application to a company, the company can call for three months. Once again, if the consumer makes a specific request to that company not to call, the company may not call, even if it has an established business relationship with the consumer. A consumer whose number is not on the national registry can still prohibit individual telemarketers from calling by asking to be put on the company's own do not call list.

## **How can I access the registry to verify?**

The registry can be accessed only through the fully automated and secure website at [www.telemarketing.donotcall.gov](http://www.telemarketing.donotcall.gov). The first time you access the registry, you must set up a profile and provide identifying information about you and your organization. If you are a telemarketer or service provider accessing the registry on behalf of your seller-clients, you will be required to identify your seller-clients and provide their unique Subscription Account Numbers (SANs). The only consumer information available from the registry is telephone numbers. After you (or the company telemarketing on your behalf) have accessed the registry and downloaded telephone numbers the first time, you'll have the option of downloading only changes in the data that have occurred since the last time you accessed the registry.

# DISCIPLINARY ACTIONS

May, 2020 TO December, 2020

## ABBREVIATIONS USED

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

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Owens, Melody	SA688154000	EXP Realty, LLC	Peoria, AZ	Violation of Rules and Regulations	ASA - CP \$1,000, 9 hrs. CE
Capriotti, John	SA537518000	The Daniel Montez Real Estate Group, LLC	Phoenix, AZ	Violations of Rules and Regulations - Theft	CFO - 2 yrs. PL/PM
Ruggiero, Roy	SA68538500 Candidate		Tucson, AZ	Convictions	CFO - Denied
Moretti, Anthony	SA6801398000	West USA Realty	Phoenix, AZ	Failure to timely disclose - Conviction	ASA - CP \$500, 6 hrs. CE
Saltzman, Angela	BR553144000	Realty Executives Lake Havasu City	Lake Havasu City, AZ	Violation of rules and Regulations - Audit violations	CFO - CP \$500 within thirty (30) days
Gere, Kyle	SA691855000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Pasley, Steven	SA673881000	London Bridge Resort, LLC	Lake Havasu City, AZ	Failure to timely disclose - Conviction	ASA - CP \$1,500, 12 hrs. CE
Siringer, Michael	SA691702000	Tierra Antigua Realty	Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
May, Gary	BR007509000	Nexthome City to City	Scottsdale, AZ	Failure to timely disclose - Other jurisdiction	ASA - \$500, 9 hrs. CE
Pfister, Richard	SA690229000 Applicant		Payson, AZ	Convictions	CO - 2 yrs. PL/PM
Jennings, Brandon	SA690030000 Applicant		Chandler, AZ	Convictions	CO - 2 yrs. PL/PM
Bolen, Fredrick	SA688276000	EXP Realty	Anthem, AZ	Convictions	CO - 2 yrs. PL/PM
Wray, Christopher	SA690151000 Applicant		Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
Dicken, David	SA531364000	Midland Real Estate Alliance	Gilbert, AZ	Failure to timely disclose - Conviction	ASA - CP \$1,500, 12 hrs. CE
Glenna, Denise	SA689144000	Tierra Antigua Realty	Sierra Vista, AZ	Convictions	CO - 2 yrs. PL/PM
Gastelum Cota, Jose	SA677694000	Rattler Realty LLC	Tolleson, AZ	Failure to timely disclose - Conviction	ASA - CP \$500, 9 hrs. CE
Monteith, Chance	SA664090000	My Home Group	Buckeye, AZ	Failure to timely disclose - Conviction	ASA - CP \$1,000, 9 hrs. CE
Starr, Anthony	SA690037000	Keller Williams Arizona Realty	Scottsdale, AZ	Convictions	CFO - 2 yrs. PL/PM
Johnson, Deviris	SA689818000 Applicant		Homer Glen, IL	Convictions	CFO - License denied
Berryman, Jay	SA691192000	Global Real Estate Investment	Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Dowdell, Troy	SA628873000	Dwell Realty	Surprise, AZ	Failure to timely disclose - Conviction	ASA - CP \$1,000, 9 hrs. CE
Naegle, Jon	SA691981000 Applicant	Realty One Group	Gilbert, AZ	Convictions	CO - 2 yrs. PL/PM
Robison, Hudson	SA692045000 Applicant	Keller Williams Realty Sonoran Living	Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Fritz, Felicia	SA507254000	West USA Realty	Phoenix, AZ	Convictions	CO - 1 yr. PL/PM, 9 hrs. CE
Cook, Dean	SA674179000 Applicant		Surprise, AZ	Convictions	CFO - License denied
Houseal, Gabriel	SA688870000 Applicant		Phoenix, AZ	Convictions	CFO - Licensed denied
Dorrel, Lena	SA690315000 Applicant		Show Low, AZ	Convictions	CO - 2 yrs. PL/PM
Walko, Danielle	SA690261000 Applicant		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Barnes, Brandon	SA690414000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Wang, Feng	BR635689000	AT AMERICAN REALTY LLC	Litchfield Park, AZ	Failure to disclose- Adverse judgment	ASA - CP \$750, 9 hrs. CE



# DISCIPLINARY ACTIONS

May 2020 TO December, 2020

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Krize, Joshua	SA665833000	Keller Williams Realty East Valley	Mesa, AZ	Failure to timely disclose - Other jurisdiction	ASA - CP \$1,000, 12 hrs. CE
Parsons, Lance	SA690085000 Applicant		Scottsdale, AZ	Conviction	CO - 2 yrs. PL/PM
Walters, Bridget	SA689844000 Applicant		Paradise Valley, AZ	Convictions	CO - 2 yrs. PL/PM
Golightly, Nancy	BR010774000	Nancy Golightly Realty, Inc.	Eagar, AZ	Unlicensed Activity by Licensee	ASA - CP \$750, 6 hrs. CE
Van Vactor, Scott	SA685625000 Applicant		Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
Strack, Jason	SA689744000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Davis, Keith	SA674351000	Swans Realty & Property Management, LLC	Surprise, AZ	Failure to disclose - Conviction	ASA - CP \$500, 6 hrs. CE
Knapp, William	BR690196000 Applicant		Scottsdale, AZ	Convictions	CO - 1 yr. PL/PM
Austin, Anthony	SA692821000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Beach, Jeffrey	SA116756000	The Hogan Group, LLC	Scottsdale, AZ	Failure to timely disclose - Conviction	ASA - CP \$1,000, 9 hrs. CE
Saucedo, Daniel	SA579061000	Property Hub	Gilbert, AZ	Failure to timely disclose - Conviction	ASA - CP \$500, 6 hrs. CE
Cilley, Rigby	SA639906000	Realty Executives	Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Gillis Jr. Kenneth	SA686819000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Hanich, Leann	SA693000000 Applicant		Chandler, AZ	Convictions	CO - 2 yrs. PL/PM
Smith, David	SA688652000 Applicant		Phoenix, AZ	other Jurisdiction	CFO - License denied
Zapata, Manuel	SA656480000	Focus One LLC	Phoenix, AZ	Violation of rules and Regulations	CFO - Revoked
Buell, Jonathan	SA688710000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Bradshaw, Grace	SA673796000	Fairfield Flagstaff Realty, Inc.	Flagstaff, AZ	Non-Compliance (Order)	CO - 1 yr. PL/PM
Pohlman, Jason	SA690661000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Collins, Terika	SA690597000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Gack, Christopher	SA688763000 Applicant		San Tan Valley, AZ	Other Jurisdiction	CFO - Denied
Ferrell, Norman	SA516762000	My Home Group Real Estate LLC	Scottsdale, AZ	Convictions	OSS - License suspended
Lamey, Savannah	SA678472000	Berkshire Hathaway Home-services Arizona Properties	Scottsdale, AZ	Other Jurisdiction	ASA 0 CP \$1,000, 12 hrs. CE
Hagele, Christine	SA510341000	Londonderry Realty, Inc.	Lake Havasu City, AZ	Failure to Timely Disclose - Convictions	ASA - CP \$1,000, 12 hrs. CE
Mills, Jodi	SA690873000 Applicant		Lake Havasu City, AZ	Convictions	CO - 2 yrs. PL/PM
Caraway, David	BR625461000	Homesmart	Scottsdale, AZ	Failure to timely disclose - Convictions	ASA - CP \$1000, 9 hrs. CE
Reeve, Arthur	SA690483000	West USA Realty	Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Ibarra, Jorge	SA690821000 Applicant		Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
Banach, Michael	SA573687000	West USA Realty	Scottsdale, AZ	Failure to timely disclose - Convictions	ASA - CP 1,500, 12 hrs. CE
Hahn, William	BR008232000	Quarles & Brady LLP	Phoenix, AZ	Violation of rules and Regulations - Audit violations	ASA - CP \$2,500, 12 hrs. CE
Pena, Miguel	SA657811000 Applicant		Phoenix, AZ	Convictions	CFO - License denied
Benequista, Anthony	SA538708000 Applicant		Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
Lewis, Terry	BR564551000	Houso Realty, LLC		Violation of rules and Regulations - Audit violations	CO - CP \$5,000, 2 yrs. PL, Monthly Declaration and Reporting, 12 hrs. CE
Munguia Jr., George	SA576319000	Engel & Volkers Tucson	Tucson, AZ	Other Jurisdiction	ASA - CP \$500, 9 hrs. CE
Gee, Thomas	SA677029000		Sedona, AZ	Convictions	Commissioner's Ruling - Revocation
Esquivel, Nicholas	SA672309000	Homesmart, LLC	Goodyear, AZ	Failure to timely disclose - Convictions	ASA - CP \$750, 9 hrs. CE
Rivera, Jose	SA624430000 Applicant		Phoenix, AZ	Convictions	CFO—License denied
Young, Zachary	SA691055000 Applicant		Chandler, AZ	Convictions	CO - 2 yrs. PL/PM
Wilder, Branden	SA686352000 Applicant		Chandler, AZ	Convictions	CO - 2 yrs. PL/PM
Fisher, William	SA689853000 Applicant		Yuma, AZ	Other Jurisdiction	CO - 2 yrs. PL/PM
Irving, Jerell	SA663813000	Go Big, LLC	Tempe, AZ	Convictions	CFO - Revoked
Brown, Annette	BR652927000	The Offer Company, LLC	Phoenix, AZ	Failure to disclose - material facts	CFO - CP \$2,000
Slaughter, Elisa	SA690399000 Applicant		Surprise, AZ	Convictions	CO - 2 yrs. PL/PM
Norman, Kalene	SA664475000	Keller Williams Arizona Living Realty	Mohave Valley, AZ	Failure to disclose - Conviction	ASA - CP \$1,000, 9 hrs. CE

# DISCIPLINARY ACTIONS

May, 2020 TO December, 2020

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Campbell, Dewayne	SA691196000 Applicant		Glendale, AZ	Convictions	CO - 2 yrs. PL/PM
Scott, Britni	SA687975000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Hussain, Taha	SA529654000	Delex Realty	Chandler, AZ	Failure to timely disclose - Convictions	ASA - CP \$500, 9 hrs. CE
Mena, Raul	SA677522000	Beltran Garcia Real Estate	Phoenix, AZ	Convictions	Commissioner's Ruling - Revocation
Wilson, Joshua	SA691072000 Applicant		Tucson, AZ	Convictions	CO- 2 yrs. PL/PM
Wylar-David, Andrew	SA652320000 Applicant		Phoenix, AZ	Convictions	CO- 2 yrs. PL/PM
Charles, Stacey	SA690762000 Applicant		Surprise, AZ	Convictions	CO- 2 yrs. PL/PM
Rivera, Joey	SA661198000		Phoenix, AZ	Convictions	CFO - License denied
Florez Warner, Vida	SA689843000 Applicant		Yuma, AZ	Other jurisdiction	CO - 2 yrs. PL/PM
Hasman, Michael	SA691106000 Applicant		Tucson, AZ	Convictions	CO- 2 yrs. PL/PM
Kuruc, Marcin	SA689487000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Burney, Krista	SA690452000 Applicant		Globe, AZ	Convictions	CO - 2 yrs. PL/PM
Torres, Daniel	SA665713000	Brooks, Byron, and Associates, LLC	Phoenix, AZ	Failure to timely disclose - Convictions	ASA - CP \$500, 9 hrs. CE
Pester, Walter	BR527468000	ACR Properties, LLC	Scottsdale, AZ	Failure to disclose - Convictions	ASA - CP \$2,000, 12 hrs. CE
Baillie, Kelsey	SA689850000 Applicant		Kingman, AZ	Convictions	CO - 2 yrs. PL/PM
Mills, Gregory	SA658165000	Americana Arizona, LLC	Scottsdale, AZ	Failure to timely disclose - Convictions	ASA - CP \$1,000, 9 hrs. CE
Parker, Christie	SA690796000 Applicant		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Marquardt, Seth	SA660578000	GFSG II, LLC	Lexington, KY	Failure to disclose - Convictions	ASA - CP \$1,500, 12 hrs. CE
Meck, Jon	SA681376000	Desert Dream Realty, LLCX	New River, AZ	Convictions	CFO - Revocation
Adams, Aaron	SA685040000	Desert Visat Realty LLC	Gilbert, AZ	Failure to Respond to Department	CFO - Revocation
Moore, Alexis	SA691280000 Applicant		Sierra vista, AZ	Convictions	CO - 2 yrs. PL/PM
Wells, Kathleen	SA691143000 Applicant		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Montecalvo, Michael	SA679192000	Urban Luxe Real Estate	Chandler, AZ	Failure to timely disclose - Convictions	ASA - CP \$1,000, 9 hrs. CE
Garcia, Angel	SA573279000	Inactive	Chandler, AZ	Failure to disclose - Convictions	ASA - CP \$2,000, 12 hrs. CE
Butler, Patricia	BR024918000	Butler Realty Services, LLC	Glendale, AZ	Trust Account violations	Cease and Desist
Butler Realty Services, LLC	LC645957000		Glendale, AZ	Trust Account violations	Cease and Desist
Rios, Jimmy	SA627399000 Applicant		Phoenix, AZ	Convictions	CFO- 3 yrs. PL/PM
Opuroku, Ezekiel	SA634855000 Applicant		Phoenix, AZ	Convictions	CO- 2 yrs. PL/PM
Shocraft, Micah	SA6920347000 Applicant		Avondale, AZ	Convictions	CO- 2 yrs. PL/PM
Wexler, Gregory	BR011639000	Wexler and Associates	Tucson, AZ	Violations of Rules and Regulations - Audit	ASA - CP \$2,500, 12 hrs. CE
Delis, Rebecca	SA679821000	Tambes Holdings, LLC	Tucson, AZ	Failure to disclose - other jurisdiction	ASA - CP \$1,000, 9 hrs. CE
Gonzalez, Tanya	SA657547000	My Home Group Real Estate, LLC	Scottsdale, AZ		ASA - CP \$1,500, 12 hrs. CE
Doering, John	SA649252000	My Home Group Real Estate, LLC	Scottsdale, AZ		ASA - CP \$1,000, 9 hrs. CE
Root, Thomas	SA691401000 Applicant		Glendale, AZ	Convictions	CO - 2 yrs. PL/PM
Lane Jr., David	SA041704000	West USA Realty	Phoenix, AZ	Violation of Rules and Regulations - unlawful compensation	CO - CP \$10,000, 30 day license suspension, 2 yrs. PL/PM, 15 hrs. CE
Handwerk, Matthew	SA690722000 Applicant		Flagstaff, AZ	Convictions	CO - 2 yrs. PL/PM
Schneider, Miriah	SA691614000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Harp, Adonis	SA687026000 Applicant		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Pacione, Mikel	SA679364000	Homesmart, LLC	Glendale, AZ	Failure to disclose- material information	ASA - CP \$1,500. 12 hrs. CE
Creason, Hailey	SA669403000 Applicant		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Rocha, Aaron	SA691181000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Richie, Luther	SA522427000 Applicant		Payson, AZ	Convictions	CO - 2 yrs. PL/PM
Monroe, Geoffrey	SA684907000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Torres, Joseph	SA688325000 Applicant		Avondale, AZ	Convictions	CO - 2 yrs. PL/PM
Deed and Note Traders LLC	Unlicensed		Phoenix, AZ	Unlicensed Activity by Licensee	Cease and Desist
Kinas, Dave	SA076410000 (previously revoked)		Phoenix, AZ	Unlicensed Activity by Licensee	Cease and Desist

# DISCIPLINARY ACTIONS

May, 2020 TO December, 2020

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Best, Kyle	SA693110000 Applicant		Goodyear, AZ	Convictions	CO - 2 yrs. PL/PM
Mills, Gregory	SA658165000	Berkshire Hathaway Homeservices Arizona	Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM, CP \$1,000
Campbell, Charlene	BR565926000	Arizona Realty in Ajo	Ajo, AZ	Violation of Rules and Regulations - Audit	CO - 2 yrs. PL, CP \$6,000, 18 hrs. CE, Monthly Trust Account Review
Brantley, Jacqueline	SA693093000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Middleton, Sherri	SA693098000 Applicant		Peoria, AZ	Convictions	CO - 2 yrs. PL/PM
Gomez, Marvin	SA664743000	West USA Realty, Inc.	Phoenix, AZ	Failure to timely disclose - Convictions	ASA - CP \$1,000, 9 hrs. CE
Pavlovich, Alan	SA692015000 Applicant		Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
Arora, Chitkamal	SA653382000	The Menlo Group Commercial Real Estate	Tempe, AZ	Failure to timely disclose - Convictions	ASA - CP \$1,000, 9 hrs. CE
Holland, Christopher	SA688478000 Applicant		Scottsdale, AZ	Convictions	CO - 2 yrs. PL/PM
Gomez, Kyle	SA692890000 Applicant		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Hefner, Jake	SA692690000 Applicant		Sedona, AZ	Convictions	CO - 2 yrs. PL/PM
Reger, Steven Candidate	SA690846000 Applicant		Phoenix, AZ	Convictions	CFO - License denied
Liu, Franklin	SA568308000	Inactive	Las Vegas, NV	Failure to disclose - other jurisdiction	ASA - CP \$1,000, 12 hrs. CE
McCullough, Melissa	SA693139000 Applicant		Surprise, AZ	Convictions	CO - 2 yrs. PL/PM
Gorman, Michael	SA693360000 Applicant		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Niyizigama, Japhet	SA692851000 Applicant		Peoria, AZ	Convictions	CO— 2 yrs. PL/PM
Heatwole, Eugene	SA693180000 Applicant		Taylor, AZ	Convictions	CO— 2 yrs. PL/PM
Steele, Erin	SA691442000 Applicant		Glendale, AZ	Convictions	CO— 2 yrs. PL/PM
Tribble, Jonathan	SA693333000 Applicant		Tucson, AZ	Convictions	CO— 2 yrs. PL/PM
Williams, Tamika	SA692535000 Applicant		Tempe, AZ	Convictions	CO— 2 yrs. PL/PM
Rincon, Jose	SA102080000	TR Realty & Investments LLC	Tucson, AZ	Violation of Rules and Regulations	CO— \$7,000 CP, 60 day license suspension, 2 yrs. PL/PM, 18 hrs. CE
Molina, Michael	SA567348000		Phoenix, AZ	Convictions	CO— 2 yrs. PL/PM
Roskopf, Samantha	SA692818000 Applicant		Dewey, AZ	Convictions	CO— 2 yrs. PL/PM
Robinson, Debbie	SA558183000	Homesmart, LLC	Scottsdale, AZ	Subdivision Violations	CO—\$1,000 CP, 9 hrs. CE, Cease and Desist



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## VOLUME 2020 - ISSUE 2

The Periodic Bulletin from  
the  
Arizona Department of  
Real Estate

An official publication of  
the State of Arizona

DOUGLAS A. DUCEY  
GOVERNOR

JUDY LOWE  
COMMISSIONER

## PLANNING A COMPANY EVENT?

To stay up-to-date with what's happening in real estate, and to hear "What's Making the Phone Ring at ADRE?", invite Commissioner Judy Lowe or Deputy Commissioner Louis Dettorre to speak to your group. For scheduling a potential date, complete the Commissioner Scheduling Request form on [www.azre.gov](http://www.azre.gov) under the "Contact" button.

# Education Update

## 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 Educator Updates on the ADRE website.

**The School Audit Declaration is now available on the ADRE website.** This Declaration must be completed by all Arizona approved Schools between **December 15, 2020 and January 31, 2021**, and submitted to the Department of Real Estate through the Online Message Center.

ADRE Educator Updates published on [www.azre.gov](http://www.azre.gov) can be viewed here.

## Number of "First Time Exam Takers"

EXAM TYPE	SEPT	OCT	NOV
Real Estate Broker	40	52	44
Real Estate Salesperson	1,050	1,112	900
Cemetery Salesperson	1	1	2
Membership Camping Broker	0	0	0
Membership Camping Salesperson	0	0	0
Universal License Recognition - Broker	21	27	17
Universal License Recognition - Salesperson	83	64	90

**Total CE Courses Entered by Renewing Licensees: 87,486**

**Distance Learning Courses Entered by Renewing Licensees: 64,257**

**Percentage Distance Learning Courses Entered by Renewing Licensees: 73%**

