



MERRY CHRISTMAS .

The Arizona Department of
Real Estate wishes you
happy holidays and a
prosperous 2020!






**Judy Lowe
Commissioner**

Out-of-State License Recognition

Effective August 27, 2019, individuals licensed in another state became eligible to apply for an occupational or professional license in Arizona with reduced requirements that took into account education obtained in the other state(s). HB2569 applies to occupations and professions in Arizona, including real estate. Individuals are required to obtain an Arizona real estate license before conducting real estate activity in Arizona.

Information and forms are available on the ADRE website, www.azre.gov. Please note that individuals applying for an Arizona real estate license must establish Arizona residency, and complete an Arizona Residency Attestation with the Department of Real Estate. Click on the button shown below at www.azre.gov for more information.

Out-of-State License
Recognition Information



**ADRE APPLICATION
PROCESS**

Individuals Requesting
Recognition of a Current
Out-Of-State
Real Estate License

(Pursuant to A.R.S § 32-4302)

Effective August 27, 2019

TEAM "Together Everyone Achieves More"

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END OF YEAR QUESTIONS

ARIZONA REAL ESTATE ADVISORY BOARD

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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 with the first biennial cycle beginning January 1, 2019 and ending December 31, 2021.

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, [click here](#) for more information.

What are my 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 upon renewal, [click here](#) to view the [ADRE fee schedule](#).

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, [click here](#) for more information.

How do I sever from my broker and become Inactive?

To place your license on Inactive Status complete the following:

- Advise your Designated Broker of the sever
- Log in to your personal Online License System Account via the [www.azre.gov](#) website and click on Sever from my Employer

In an Inactive Status you are NOT eligible to practice real estate. You are still required to complete your continuing education (CE's), pay your license renewal payment, and complete the renewal process prior to your license Expiration Date to maintain an Inactive License. As long as the renewal process is completed every two years, you may stay inactive indefinitely, and when ready to hang your license with a Broker, you may complete the "hire on" via your ADRE Online License System. Remember to confirm with the Designated Broker that the "hire on" process has been completed by them prior to practicing Real estate activity.

VOLUME 2019 - ISSUE 4

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

COMMISSIONER'S CONNECTIONS

Doug Ducey @dougducey
Phoenix ranked in the top **10** for best cities to start a business! [azcentral.com/story/news/loc...](https://www.azcentral.com/story/news/loc...) @azcentral @Inc



Phoenix ranks 9th in nation for best city to start a business
Phoenix also ranked second in net business creation, seventh in growth and ninth in job creation.
[azcentral.com](https://www.azcentral.com)



Commissioner Lowe at the Central Arizona Board of Realtors® installation in Payson, AZ

View monthly licensing and education stats on the ADRE website, [click here](#)

Follow ADRE on Twitter to receive updates, notices and other relevant information. [Click Here](#)



Arizona Office of Tourism @AZTourismNews · Dec 11
Voila! Here's our grand surprise — new Welcome signs featuring six iconic Arizona landscapes will soon be installed on highway entry points across the state by our partners @ArizonaDOT! #VisitArizona @dougducey @OffMadisonAve @ArizonaTourism



4 8 32

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 Lowe to speak to your group. For scheduling a potential date, contact Abby Hansen, the ADRE Chief of Staff at ahansen@azre.gov

Email Notifications from ADRE - Update Your Email Address

Make sure your email address with ADRE is accurate.

The Department issues “**courtesy reminders**” to brokers and salespersons electronically to remind them of the approaching license expiration. The email address that has been registered with the Department is used to provide reminders approximately 90, 60, and 30 days preceding the license expiration date. As an added courtesy service, Designated Brokers with correct email addresses registered with ADRE receive notice of licensed employees whose licenses are expiring at the same 90, 60 and 30 day intervals. The Department recommends licensees use their personal email address, so as to retain the connection to the Department even if their employer changes.

Inactive-status Entity Employing Brokers (corporations, limited liability companies, partnerships and limited liability partnerships) will not receive an email. Using email to provide electronic reminders of upcoming license expirations may reduce the number of late-filed applications, thus allowing the Department to redirect resources. It remains the license holder's responsibility to maintain their license in good standing before engaging in activities that require licensure. **90, 60, 30 Days**

The Use of Licensed and/or Unlicensed Assistants to Document Broker Review of Executed Documents

Arizona Revised Statutes, specifically A.R.S. § 32-2151.01(G), requires the designated broker or an associate broker with delegated broker duties to “review each listing agreement, purchase or nonresidential lease agreement or similar instrument within ten business days of the date of execution by placing the broker’s initials and the date of review on the instrument on the same page as the signatures of the parties.”

The Department’s Substantive Statement No. 2010.01 permits real estate brokers to electronically review the applicable documents in lieu of placing their actual initials on a document, providing that such electronic review is recorded in an unalterable history or log file.

In addition, the broker’s electronic transaction management and/or document storage system must have the ability to create a secure history log of all activity for electronic signatures or broker review, which can be reviewed by the Department auditors and investigators. During recent audits, it has come to the Auditors’ attention that according to the electronic file’s history log, some Designated Brokers are using a third person, usually a licensed or unlicensed

assistant, to record the Broker’s required review of the transaction documents. This activity violates both A.R.S. § 32-2151.01(G) and the intention of the Substantive Policy Statement. While the Substantive Policy Statement allows the electronic review of executed contracts, it does not negate the requirement of A.R.S. § 32-2151.01(G) for the reviewing broker to document their review of the applicable documents. A Broker’s electronic review of transaction documents is to be completed and documented only by the Designated Broker or the authorized Associate Broker.



**The Arizona Department of Real Estate is now located at the Arizona Capitol Mall:
100 N. 15th Avenue, Suite 201 Phoenix, AZ
85007**

ADRE CALENDAR OF EVENTS

The ADRE will be closed on the following holidays:
Christmas Day - Wednesday, December 25, 2019
New Year's Day - Wednesday January 1, 2020
Martin Luther King Day - Monday January 20, 2020

ADVISORY BOARD MEETING

The next Real Estate Advisory Board Meetings will be held on
January 15, 2020 in the Commissioner's Training Room from 10 a.m. - 12 noon
Arizona Department of Real Estate
100 North 15th Avenue, Suite 201
Phoenix, AZ 85007

All members of the public are welcome to attend

EDUCATION ADVISORY COMMITTEE

The next Education Advisory Committee will be held on March 11, 2020 in the
Commissioner's Training Room from 10 a.m. - 12 noon
Arizona Department of Real Estate
100 North 15th Avenue, Suite 201
Phoenix, AZ 85007

All members of the public are welcome to attend

DEVELOPMENT SERVICES LUNCH & LEARN

The next Lunch & Learn meeting will be held on January 16, 2020 in the first
floor conference room from 11:30 - 1:00pm
Arizona Department of Real Estate
100 N. 15th Ave., First Floor
Phoenix, AZ 85007

Pre-register with ADRE by emailing ahansen@azre.gov

REAL ESTATE PARTNERS MEETING

The next Real Estate Partners meeting will be held on January 10, 2020 in the third
floor conference room from 10 a.m. - 12 noon
Arizona Department of Real Estate
100 N. 15th Ave., First Floor
Phoenix, AZ 85007

Pre-register with ADRE by emailing ahansen@azre.gov

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 2020, which began on July 1, 2019.

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

	Oct.	Nov.	Dec.	FY2020 YTD
# of Cases filed	8	7	2	17
# of Cases Closed	10	3	2	15
# of Decisions Issued	7	4	5	16
Petitioner Prevailed	0	1	1	2
Respondent Prevailed	4	2	2	8
# Settled after hearings scheduled	1	0	1	2
# Withdrawn prior to referral	2	1	1	4
Denied	0	0	0	0

Top 5 Issues 2nd Quarter	
#1	Board Acting Without Proper Authority
#2	Architectural Design
#3	Common Property Maintenance
#4	Records Request
#5	Elections & Open Meeting Tied

Timeshare Scams Just Keep Ticking

Excerpted from the Arello Boundaries Magazine

The recent announcement from the U.S. Federal Trade Commission (FTC) regarding nearly \$2.7 million in refunds that are being issued to 8,088 consumers serves as a timely reminder that, despite years of warnings from state and federal agencies, industry associations, and consumer groups, timeshare owners are still falling for resale scams.

Like other schemes aimed at unwary consumers, timeshare resale scams have many variations. Generally, perpetrators contact timeshare unit/ interest owners and falsely represent that they have a willing buyer or tenant for the unit. The pitches often fall on the willing ears of consumers who are desperate to sell their units, get out of timeshare loan payments, and eliminate burdensome, ongoing contractual maintenance fees. To convince owners to pay upfront fees, scammers often falsely promise that the transaction can be completed quickly. Other variations include deceptive promises of a full return on the owner's principal investment, often with a substantial profit. Also, scammers sometimes falsely represent that they are licensed real estate brokers, impersonate legitimate real estate licensees, or claim nonexistent affiliation with respected industry associations such as the American Resort Development Association (ARDA). Of course, victims eventually learn that the representations and promises are false and that assurances of "guaranteed" refunds are worthless and/or depend on the payment of more fees. The FTC says that the recent consumer refunds arose from its 2016 federal district court complaint alleging that Florida-based business entities and other defendants contacted timeshare owners and "falsely claimed that they had a buyer or renter ready to buy or rent their properties for a specified price. In other instances, the defendants made false promises to sell the timeshares quickly, sometimes within a specified time period." The FTC also alleged that the defendants "charged property owners up to \$2,500-and sometimes more-in advance but failed to deliver on their promise" and, among other misrepresentations, "often convinced [owners] to pay for additional purported closing costs or other fees." Also, "[c]onsumers' requests for refunds were typically denied or ignored, according to the [FTC] complaint." The case resulted in an agreed court order that permanently bans specified defendants from timeshare resale services and telemarketing, and "requires them to surrender assets including homes, vehicles, a Rolex watch, silver coins, and a diamond ring, which are being used to provide refunds to defrauded consumers." As is common in



such cases, the affected defendants neither admitted nor denied the allegations in the FTC complaint. Over the years, information and resources about timeshare resale and related scams have been issued by numerous governmental entities, consumer groups, and industry stakeholders. For example, the FTC provides a wealth of information about buying and reselling timeshares. Consumer alerts about timeshare resale scams and related licensee impersonation schemes, and how to avoid them, have been issued by numerous ARELLO member jurisdictions. Recent examples include alerts issued by the New Mexico Real Estate Commission and the Missouri Real Estate Commission, and an Oregon Real Estate News-Journal article published by the Oregon Real Estate Agency. ARDA, the Washington, DC-based trade association representing the vacation ownership and resort development industries (timeshares), includes a Resort Owner's Coalition (ARDA-ROC) that has long maintained a robust online Timeshare Resale Center and Resale Guidelines that provide helpful information about resale transactions, options for consumers, avoiding scams, and locating reputable timeshare resellers. ARDA has also launched a Coalition for Responsible Exit, whose website walks consumers through important steps associated with cancelling, changing, or exiting a timeshare. In addition, some states have enacted consumer-oriented legislation imposing timeshare resale requirements involving matters such as written contract terms and requirements, fees charged to consumers, escrow fund handling and dispute resolution, and identifying actionable unfair trade practices [e.g., See July 2017 Boundaries, "South Carolina Enacts New Timeshare Resale Consumer Protections"]. Nonetheless, timeshare resale and related scams have been going on for many years and it appears that some timeshare owners are still falling for them. To help educate and protect consumers, the ARELLO Timeshare Committee has taken on an ambitious project to launch a media campaign addressing the widening spread of these schemes. Funding for the project is being provided by the ARELLO Foundation and ARDA.

A “Shot Across the Bow” of Conviction-Based Rental Policies

Excerpted from the ARELLO Boundaries Magazine

Residential rental property owners and their managers and agents may take note of the recent “precedent-setting” settlement of a “landmark” fair housing lawsuit that involved an alleged “blanket ban” policy against renting apartments to persons with criminal records.

The lawsuit was filed in a federal district court by The Fortune Society, a not-for-profit New York organization that supports successful community reentry, and provides housing and other services, for “previously incarcerated persons.” The organization alleged that the owners and managers of a large apartment complex in Far Rockaway, Queens, New York enforced a “blanket ban” policy of automatically excluding persons with criminal conviction records from renting or living in the apartments.* The lawsuit rested, in part, on the premise that the policy had an unlawful “disparate impact” on protected classes of persons, and thus constituted a prohibited pattern or practice of illegal discrimination on the basis of race and color in violation of the federal Fair Housing Act [(FHA) 42 U.S.C. §§ 3601, et seq.] and related New York laws. Among other things, the Fortune Society alleged that the blanket ban was applied regardless of the nature of the conviction, lapse of time since the conviction, evidence of rehabilitation, or other factors related to any actual safety threat posed by potential tenants with criminal histories. In its press release, the Fortune Society said, “At \$1,187,500, the settlement is one of the largest, if not the largest, ever obtained in a criminal record housing discrimination case” and makes “a strong warning about the potential cost to landlords of blanket discrimination based on [criminal] records.” The organization also said that a July federal district ruling in the case, on cross motions for summary judgment filed by the parties, affirmed its right to proceed to trial with its FHA “disparate impact” claim. The Fortune Society also says that the ruling provided a “road map” showing how demographic and other statistics can be used to prove the prohibited disparate impacts of blanket criminal conviction-based rental bans. Fortune Society President and CEO JoAnne Page added, “This settlement fires a warning shot across the bow of any landlord in America who blanketly [sic] refuses to rent apartments to people with criminal justice involvement.” Notably, the Department of Housing and Urban development (HUD) issued a 2016 guidance document warning landlords, property managers and other housing providers against making arbitrary and overbroad criminal history-based housing decisions that may result in FHA liability. Although having a criminal record is not a

protected FHA characteristic, HUD states that members of protected classes such as “African Americans and Hispanics are arrested, convicted and incarcerated at rates disproportionate to their share of the general population. Consequently, criminal records-based barriers to housing are likely to have a disproportionate impact on minority home seekers.”

“This case has been closely followed by advocates and the real estate industry around the country.” -JoAnne Page, CEO, The Fortune Society

The HUD guidance explains the analysis that will be applied to HUD-generated criminal history-based discrimination actions and how disparate impact methods of

proof (e.g., statistical data about housing, applicants, census demographics, crime, etc.) may be used to pursue FHA claims in such cases. However, HUD recently issued proposed rules that would significantly alter its current standards for establishing FHA liability where a challenged policy or practice is neutral “on its face” or unintentional, but nonetheless has a prohibited disparate impact/discriminatory effect. [See, September 2019 Boundaries, “HUD Proposes Significant Changes to Fair Housing ‘Disparate Impact’ Rules”]. The Fortune Society says that its lawsuit, which was filed in October 2014, was one of the first to make civil rights claims based on private landlords’ blanket criminal history policies, which have become increasingly common due to the increased accessibility of inexpensive background checks via the Internet. Ms. Page said, “This case has been closely followed by advocates and the real estate industry around the country. Landlords will take notice of its deterrent effect. Many will look more closely at whether they have policies that comport with the law, and they will be concerned about the exposure for costly litigation.” [*Since the case settled, the plaintiff’s factual and legal allegations were not tried or proven and the defendants reportedly made no admissions of liability.]



LICENSING STATISTICS

Arizona Department of Real Estate Licensed Individuals & Entities December 2, 2019

	Active	Inactive	Total Current	In Grace Period	Current + Grace Period
Individuals					
Broker	12,118	993	13,111	636	13,747
Salesperson	48,379	13,192	61,571	4,838	66,409
Total Individuals	60,497	14,185	74,682	5,474	80,156
Last month	60,355	14,263	74,618	5,438	80,056
% change from last month	0.24%	-0.55%	0.09%	0.66%	0.12%
Same month last year	59,606	13,489	73,095	5,026	78,121
% change from last year	1.49%	5.16%	2.17%	8.91%	2.60%
Entities					
Branch, corp	177	30	207	19	226
Branch, liability	445	67	512	57	569
Branch, Partnership	1	0	1	0	1
Branch, Self-Employed	17	5	22	2	24
Corporation	1,341	62	1,403	84	1,487
Limited Liability	3,480	159	3,639	257	3,896
Partnership	27	2	29	1	30
Self-Employed Broker	1,872	106	1,978	260	2,238
Total Entities	7,360	431	7,791	680	8,471
Last month	7,361	447	7,808	674	8,482
% change from last month	-0.01%	-3.58%	-0.22%	0.89%	-0.13%
Same month last year	7,453	465	7,918	660	8,578
% change from last year	-1.25%	-7.31%	-1.60%	3.03%	-1.25%
Individuals & Entities					
Total - this month	67,857	14,616	82,473	6,154	88,627
Total - previous month	67,716	14,710	82,426	6,112	88,538
% change from last month	0.2%	-0.6%	0.1%	0.7%	0.1%
Total - this month	67,857	14,616	82,473	6,154	88,627
Total - same month last year	67,059	13,954	81,013	5,686	86,699
% change from last year	1.2%	4.7%	1.8%	8.2%	2.2%

** Arizona Real Estate licensing statistics are updated monthly and posted to the Department's website at www.azre.gov. Access by clicking the link on the homepage titled "Monthly License and Exam Stats".*

TRAVEL ID'S

PHOENIX – With the federally-imposed deadline of [October 1, 2020](#) drawing closer the Transportation Security Administration will advise passengers passing through airport security checkpoints that it's important to consider getting a Travel ID in order to meet upcoming new federal identification requirements.

The Arizona Department of Transportation Motor Vehicle Division offers the federally-compliant Travel ID at all MVD locations statewide. It's also available at those Authorized Third Party providers that offer license and ID services.

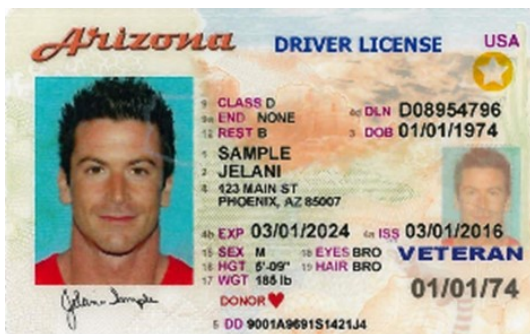
“This is a significant step for the TSA,” said MVD Director Eric Jorgensen. “It's important for the flying public to be aware of these new ID requirements. While those requirements are a federal mandate, licenses and IDs are issued by the state, and we encourage all Arizona motorists to strongly consider getting the Travel ID. It is the simplest way to ensure you have the proper ID needed to pass through airport security starting on October 1, 2020.”

He added, “The Motor Vehicle Division has made this process very simple. People can make an MVD office appointment at [servicearizona.com](#). Prior to coming to an office, a visit to [azdot.gov/travelid](#) will help begin the application process. Those who make an office appointment will typically be served in fewer than 30 minutes.”

In order to get a license or ID, customers need to bring three forms of documentation, including:

1. Proof of ID such as a birth certificate or valid U.S. Passport
2. Proof of Social Security number, such as a Social Security card
3. Two documents proving Arizona residency such as a utility bill, rental statement or similar items

For a full list of acceptable documents and for more general information about the requirements for the Travel ID, visit [azdot.gov/travelid](#)



Follow ADRE on Twitter to receive updates, notices and other relevant information. [Click Here](#)



VA Home Loans News and Progress for our Veterans

Guest Article: By G-II Varrato II

More GREAT news for our veterans.

As of January 1, 2020, there will no longer be a VA Guarantee Cap on VA loans that exceed the conforming loan limit. I, and my National Legislative Team at VAREP, were the lead architects of language that changed the law that will eliminate the VA Guarantee Cap on VA loans. That means that any qualified VA borrower who wishes to purchase a home that exceeds the conforming loan limit will no longer be required to make a 25% down payment of the difference between the conforming loan limit and the loan amount. For example, a qualified borrower who wishes to purchase a \$1,000,000 home and has a rated VA disability of ANY size and who receives VA disability compensation in any amount, will be able to make that purchase with no money down, no VA funding fee and finance the entire \$1,000,000 purchase. Imagine that, a million dollar VA home loan with NO mortgage insurance and no VA funding fee for qualified veterans. Of course if the veteran does not have a VA rated disability, that veteran/VA borrower will still be subject to a funding fee at the new schedule of funding fees, which also goes into effect on 1 January 2020. Another item that is part of the new VA guidelines is that any veteran who is still serving on active duty and who has earned the Purple Heart will also be extended/granted the VA Funding Fee Waiver, even though he/she is not... at the time... receiving any VA compensation.

The Uniform Residential Loan Application (URLA) Over the past year, there have been several iterations of the Uniform Residential Loan Application (URLA). An updated version of the URLA was scheduled to be released for pre-use in July 2019. The Veterans Association of Real Estate Professionals (VAREP) had worked closely with former FHFA Director Mel Watt, successfully adding a “Military Question” to the first page of the URLA. The form was ready for release and then just before the launch date, the new FHFA Director put a hold on the roll out. In late October 2019, G2 Varrato II, VAREP National Legislative Committee Chairman & AZ State Director, became aware of changes proposed by the new FHFA Director, to the URLA. The “Military Question” had been relocated from the first page of the URLA to the last page of the URLA, after the Acknowledgments and Agreements signature block.

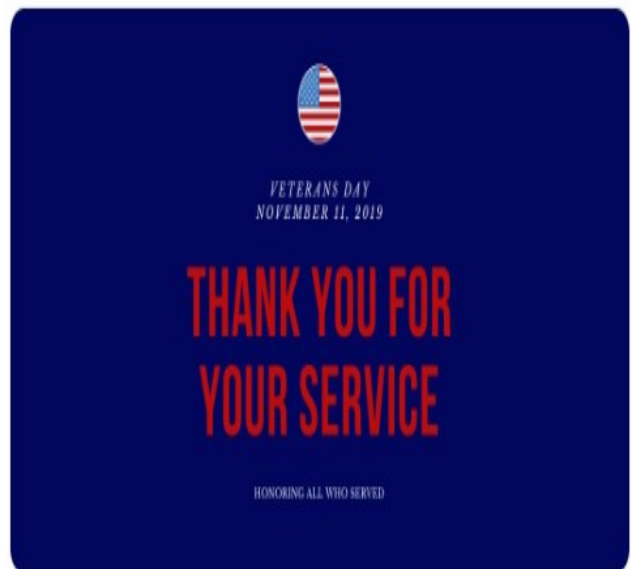
As I noted in a recent article in Mortgage Media, written by former FHA Assistant Director Dave Stevens; “It makes no sense for me, a veteran, to sign off on a document stating ‘I have been given full disclosure of a document’ when I have not been fully disclosed.” My VAREP National Legislative Committee are working to fix the new updated URLA that FHFA Director Mark Calabria was going to release at the end of this year. VAREP suspects the correction will be in play before the new URLA form rolls out in February 2020.

ADDING ACTIVE DUTY SERVICEMEMBERS AND VETERANS AS A PROTECTED CLASS VAREP is still diligently working to gain long overdue anti-discrimination veteran and active duty servicemember protections introduced in Congress. I am excited to announce that a bill was introduced in the Senate and the House on behalf of all veterans and active duty servicemembers that will add ‘veterans and servicemembers who serve on active duty’ as a protected class to both the Fair Housing Act and to the Equal Credit Opportunity Act as the “Fair Housing Improvement Act of 2019”.

G-II Varrato II is Retired USAF, is the Arizona State Director and National Legislative Committee Chairman at (VAREP) Veterans’ Association of Real Estate Professionals and a REALTOR® for the last 3 decades, 2 of those decades licensed in Arizona.



ADRE @AZDeptRE · Nov 11



EDUCATION UPDATE

EDUCATOR'S UPDATE DECEMBER 2019



Reminder: 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.

REMINDERS FOR ALL SCHOOLS

- Instructor Qualifications: Check the ADRE website for the NEW Instructor Approval Application
- Advertising: Real Estate School should review the following advertising regulations and establish policies to ensure compliance with these regulations as a school and through any owner, director, administrator, instructor or other agent:
 - Arizona Revised Statutes [Click here](#) to view A.R.S. § 32-2135(D)
 - and [here](#) to view A.A.C 32-2153(A)(26)
- Commissioner's Rule A.A.C § R4-28-502(D)
 - "A school shall include its name, address and telephone number in all advertising of Department approved courses. The school owner, director or administrator shall supervise and be responsible for all advertising. The school owner shall ensure that the school's advertising is accurate."
- 14 Day Course Notices - Schools must be sure to properly schedule the course event location in the 14 day Notice pursuant to A.R.S. §32-2135 especially if the course is held at a location other than the school location.

Number of "First Time Exam Takers"	OCT	NOV	DEC (TBD)
EXAM TYPE			
REAL ESTATE BROKER	53	54	-
REAL ESTATE SALES PERSON	550	471	-
CEMETERY SALES PERSON	1	1	-
MEMBERSHIP CAMPING BROKER	0	0	-
MEMBERSHIP CAMPING SALES PERSON	1	1	-

TOTAL NUMBER OF LICENSEES (INDIVIDUAL AND ENTITY) AS OF DEC. 1, 2019 88,627

ADRE LICENSE ONLINE CE COURSE SUBMISSIONS OCTOBER 1 TO DECEMBER 17, 2019

TOTAL COURSES ENTERED	39,371
DISTANCE LEARNING	23,286
PERCENTAGES DISTANCE LEARNING	59%

Education Advisory Committee

The ADRE's Education Advisory Committee's task is to offer support to the Education Division of 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 14 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. 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 profession. Visit the ADRE website www.azre.gov to view the EAC Calendar of meeting dates, past and current minutes and meeting agendas.

The current EAC members and terms are:

2 year term July 2019 to July 2021	2 year term July 2018 to July 2020
Marti Barnewolt	Holly Eslinger
Barbara Freestone	Jim Hogan
Kimberley Horn	Jon Kichen
Mary Sand	Laura Kovacs
Debbie Shields	Debra Prevost
Cheryl Terpening	Patrick Sheahan
Betty Winn	Kelly Zitlow

VOLUNTEER MONITOR PROGRAM RECRUITMENT INFORMATION

If you have a background and awareness of Arizona requirements and real estate educational processes then you are a good candidate to be a Volunteer Monitor.

PURPOSE: The Volunteer Monitor Program utilizes volunteer licensees to provide feedback to the ADRE by attending courses at an Arizona approved real estate schools. The purpose of monitoring real estate education is to ensure that approved schools and instructors are in compliance with Arizona Revised Statutes and Commissioner's Rules.

Volunteer Monitors shall not be an ADRE licensed educator affiliated with an ADRE approved school

INFORMATION: Click on the [link Volunteer Monitor Program](#) or visit the ADRE website at www.azre.gov for more information.

Effective September 23, 2019, the broker examination includes new questions in content areas that were updated on the **DETAILED INSTRUCTOR OUTLINE PRESCRIBED BROKER CURRICULUM (Real Estate)**, and questions specific to the practice of real estate in Arizona. (See [Course Outlines](#))

Please contact an [approved preclicensure school](#) for more information.

DISCIPLINARY ACTIONS

October 1, 2019 TO December 16, 2019

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
Adams, Barbara	SA024906000 Candidate		Glendale, AZ	Convictions - prior Department action	CO - 2 yrs. PL/PM
Bayless, Julie	SA68726000 Candidate		Lake Havasu City, AZ	Convictions	CO - 2 yrs. PL/PM
Blueshore Holdings, LLC			Phoenix, AZ	Subdivision - Violation	CO - CP \$2,000, Prohibition Against Future Lot Splits, Non-Appealable, Settlement of Matter
Brown, Dylan Andrew	SA658504000	CBRE, INC.	Phoenix, AZ	Failure to disclose conviction	ASA - CP \$750, 6 hrs. CE
Bruno, Ashley	SA684195000 Candidate		Mesa, AZ	Convictions	CO - 2 yrs. PL/PM
Burnett, Andrew	SA674453000	Taylor Street Advisors, LLC	Phoenix, AZ	Failure to Disclose - Conviction	ASA - CP \$750, 6 hrs. CE
Caparros, Agustin	BR634476000	VLP Realty	Phoenix, AZ	Subdivision - Violation	ASA - CP \$500, 6 hrs. CE
Educational Systems	S07-0018		Phoenix, AZ	Violations of rules and regulations	CO - 2 yrs. PL
Front Door Realty of Northern Arizona LLC	LC670384000		Flagstaff, AZ	Trust account and audit violations.	CO - CP \$5,000
G4-2017, LLC			Phoenix, AZ	Subdivision - Violation	CO - CP \$2,000, 2 yrs. PL, 9 hrs. CE, Monthly Trust Account Review
Gafner, Felix	BR537277000	Realtyfelix.com LLC	Tucson, AZ	Violation of rules and regulations - advertisement	ASA - CP \$500, 6 hrs. CE
Garcia, Carlos	SA674999000		Tucson, AZ	Failure to Disclose - Conviction	ASA - CP \$750, 9 hrs. CE
Gibbons, Kathryn	SA6877717000 Candidate		Tucson, AZ	Convictions	CO - 2 yrs. PL/PM
Gonzvar, Jean	BR556112000	Real Impressions, Inc.	Phoenix, AZ	Failure to Disclose	CO - CP \$1,500, 9 hrs. CE
Grimes, Scott	SA588602000 Candidate		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Grosshauser, Debbie L.	BR624022000		Flagstaff, AZ	Trust account and audit violations.	CO - CP \$5,000, 2 yrs. PL, 12 hrs. CE
Habeeb, Robert G.	SA644854000		Gilbert, AZ	Failure to Respond to Departments Investigation	CFO - Licensed Revoked
Hudspeth, Suzanne	SA686969000 Candidate		Show Low, AZ	Convictions	CO - 2 yrs. PL/PM
Hunt, Donald	SA685796000 Candidate		San Tan Valley, AZ	Convictions	CO - 2 yrs. PL/PM
Hupfer, William	SA688254000 Candidate		Phoenix, AZ	Convictions	CO - 2 yrs. PL/PM
Kobey, Ivan M.	BR014452000	US Investment Realty, LLC	Phoenix, AZ	Education Audit violations and violations of rules and regulations	CO - CP \$8,000, 2 yrs. PL, 24 hrs. CE
Krosch, Judith	SA685393000 Candidate		Pinetop, AZ	Convictions	CO - 3 yrs. PL/PM
Lim, Sandy S.L.	SA530753000		Chandler, AZ	Failure to timely disclose adverse judgement, real estate	ASA - CP \$750, 9 hrs. CE
Luther, Patrick	BR579712000	SRS Real Estate Partners-West, LLC	Phoenix, AZ	Conviction; failed to timely disclose; late renewal.	ASA - CP \$1,500, 6 hrs. CE
Mena, Raul	SA677522000		Phoenix, AZ	Convictions	Commissioner's Order-Findings of Fact, Conclusions of Law and Order - License Suspended
Monaco Ventures Properties, LLC			Phoenix, AZ	Subdivision - Violation	CO - CP \$2,000, 2 yrs. PL, 9 hrs. CE, Monthly Trust Account Review
Monaco Ventures, LLC			Phoenix, AZ	Subdivision - Violation	CO - CP \$2,000, 2 yrs. PL, 9 hrs. CE, Monthly Trust Account Review
Northcross, Michael	SA683690000 Candidate		Scottsdale, AZ	Convictions	CO -3 yrs. PL/PM

DISCIPLINARY ACTIONS

October 1, 2019 TO December 16, 2019

Name	License Number	Brokerage at time of violation	Location	Summary	Order
Oldehoeft-Ohlemann, Shuree	SA675523000	Candidate	Phoenix, AZ	Conviction	CO - 2 yrs. PL/PM
Orscheln, Robin	SA542839000	Boulevard Real Estate Management, LLC	Phoenix, AZ	Unlicensed Activity by Licensee	ASA - CP \$3,000, 12 hrs. CE
Paulsen, Zachary Ryan	SA681575000		Phoenix, AZ	Non-compliance with a Commissioner's Order	Commissioner's Order-Findings of Fact, Conclusions of Law and Order - License Revoked
Platz, Mark	SA569251000	Southwest Mountain REALTY, llc	Queen Creek, AZ	Failure to timely Disclose - Conviction	ASA - CP \$750, 6 hrs. CE
Reindl, Frank E.	SA033499000		Kingman, AZ	Education (Real Estate School Violation)	ASA - CP \$1,5000, 12 hrs. CE
Rugolo, Barbara Jane	SA108492000	Homesmart	Scottsdale, AZ	Misrepresentation	ASA- CP \$500, 6 hrs. CE
Shuler, Daniel C.	BR534794000	101 West Commercial Advisors	Litchfield, AZ	Audit violations; failure to maintain records	ASA - CP \$1,500, 9 hrs. CE
Snow Realty & Property Management, LLC	LC642733000		Mesa, AZ	Violations of rules and regulations	CO - CP \$6,000, 2 yrs. PL, 12 hrs. CE, Monthly Trust Account Review
Snow, Devin	BR570500000	Snow Realty & Property Management, LLC	Mesa, AZ	Violations of rules and regulations	CO - CP \$6,000, 2 yrs. PL, 12 hrs. CE, Monthly Trust Account Review
Stevens, Brad	BR027795000	The Louis Group, LLC	Scottsdale, AZ	Violations of rules and regulations	CO - CP \$3,500, 12 hrs. CE, Monthly Trust Acct Review
Stolarik, Paul	SA654968000		Gilbert, AZ	Convictions	CFO - Revoked
Sutton, Damon H.	SA573797000		Phoenix, AZ	Convictions	CFO- License Suspended
Tamillo, Danielle	SA656183000	Southweest Dream Properties, LLC	Scottsdale, AZ	Late Disclosure - Conviction	ASA - CP \$1,2000, 12 hrs. CE
The Louis Group, LLC	LC581949000		Scottsdale, AZ	Violations of rules and regulations	CO - CP \$3,500
Tucker, Craig A.	BR040146000	Maracay Realty, LLC	Scottsdale, AZ	Failed to Supervise	ASA - CP \$750, 6 hrs. CE
Velazco, Candace C.	SA540517000	Candidate	Meza, AZ	Convictions	CO - 2 yrs. PL/PM
Whiteley, Shannon	SA685987000	Candidate	Sierra Vista, AZ	Convictions	CO - 2 yrs. PL/PM



ADRE @AZDeptRE · Dec 6

Thanks to the ADRE team for supporting kids in foster care this holiday season by donating necessities & toys! Arizonans can stop by the State Capitol's Executive Tower to drop off items for kids in need. Thanks @dougdacey for your leadership on this important cause!



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If you would like to submit an article to be considered for inclusion in a future Bulletin, you can send your submission via email to ldetorre@azre.gov. Guest articles may not necessarily reflect the views of the Department, but may be included for information.

Note: Guest column articles do not reflect the policies or interpretations of law by the Arizona Department of Real Estate. They are meant to inform the public and provide variety to ADRE's Bulletin.