

# WEEK AT A GLANCE



Monday, May 21, 2018



[Click here for online version](#)

## SVVAR CALENDAR

### SVVAR Meetings, Tours and Events Calendar

Today ◀ ▶ Monday, May 21 ▾

Print Week

#### Tuesday, May 22

9:00am Remote Class rCRMS : Disclosures & Due Diligence

1:00pm MLS Committee Meeting

#### Wednesday, May 23

9:30am SVVAR Board of Directors Meeting

#### Thursday, May 24

8:30am VOC West Tour - No Meeting - 4th Week – VOC areas 45 and 46 West: VOC West side of SR 179

#### Monday, May 28

Memorial Day - SVVAR Office Closed

#### Thursday, May 31

9:00am Quarterly Sedona MLS Tour Meeting

[ONLINE CALENDAR](#)

**THE SVVAR OFFICE WILL BE CLOSED FOR MEMORIAL DAY, MONDAY, MAY 28.**



## FLEXMLS FLYER TEMPLATES SIMPLIFIED

### SIMPLIFIED REPORTS AVAILABLE NOW

If you create a new Tessera Report (simple, one-page flyers), you will notice that the number of available templates and name of the individual templates have been simplified in order to make selecting a report template more intuitive on Flexmls Web.

[Check it out](#)

# SAVE THE DATE SEDONA MLS MEETING MAY 31, 2018 9-11am



## 2nd Quarter Sedona MLS Meeting

Date: Thursday, May 31, 2018  
Time: 9:00-11:00 AM  
Location: Sedona Elk's Lodge  
110 Airport Road  
Sedona, AZ 86336

### "Sedona Development Outlook, Tourism and Short Term Rentals"

*What you need to know about general economic impacts, tourism benefits to residents, visitor demographics, short term rentals, current strategies and upcoming projects.*

FIND OUT THE LATEST, UP-TO-DATE SEDONA INFORMATION

#### OUR EXPERT SPEAKERS



- \* Tania Simms—Verde Valley Habitat for Humanity
- \* Warren Campbell—City of Sedona Assistant Community Development Director
- \* Jennifer Wesselhoff—Sedona Chamber of Commerce
- \* Tawnia Funk—Foothills Property Management
- \* Tina S. Nelson—Sedona Elite Property Management
- \* Ron Volkman —SVVAR Government Affairs Director

Cost \$10.00 includes a light breakfast.

There is limited seating so REGISTER TODAY at <https://bit.ly/2AiATPV> and click on Events

Thank you Sponsors!



# PROFESSIONAL DEVELOPMENT



## DISCLOSURE & DUE DILIGENCE

**MAY 22, 2018**

9:00 a.m. – 4:00 p.m.

### LIVE STREAM LOCATION:

Sedona Verde Valley  
Association of REALTORS®  
859 Cove Parkway  
Cottonwood, AZ 86326  
928-282-5409

### PRICE:

Before 5/17 \$49.00

At-door: \$59.00

No refunds after 5/15

*At door subject to availability;  
materials not guaranteed*

### INSTRUCTOR:

Mary Francis Coleman

C/E: 6 Disclosure

### C/E Provided By AAR

This course offers GRI credit in Arizona

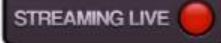
Explore how to fulfill your disclosure obligations in a real estate transaction and explore the due diligence responsibilities of the parties.

### YOU'LL LEAVE THE CLASS KNOWING HOW TO:

- Avoid the risks associated with failing to make the required disclosures to clients and non-clients.
- Identify required seller disclosures as required by common law and Arizona statute.
- Identify items required to be disclosed by buyers in a transaction.
- Understand how the *Buyer Advisory* can reduce liability.
- Avoid risks associated with inspections and investigations.

### WHY THIS INSTRUCTOR?

**Mary Frances Coleman** is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects the information with the street practice leaving you with a thorough understanding of areas of risk and what you can do to minimize your risk..



Classes are live streamed into local Association classrooms from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

To learn more about the rCRMS certification, visit

<http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

To learn more about the GRI designation, visit: [www.azgri.com](http://www.azgri.com)

REGISTER BEFORE MAY 17, 2018

[www.aaronline.com/event/e/CRMS05222018](http://www.aaronline.com/event/e/CRMS05222018)



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# Do The Right Thing – Fair Housing/ Code of Ethics

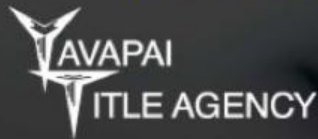
Wednesday, May 23, 2018 1 pm - 4 pm

Yavapai College – Sedona Campus  
4215 Arts Village Dr, Sedona, AZ

- Earn 3 hours of CE credit in Fair Housing
- Satisfy your NAR Code of Ethics Biennial Requirement
- No Cost – Sponsored by Realty ONE Group Mountain Desert, Yavapai Title and OnQ Financial

RSVP to [SedonaAdmin@rogmd.com](mailto:SedonaAdmin@rogmd.com)

REALTY**ONE**GROUP  
MOUNTAIN DESERT



Taught by  
Paula Monthofer  
2018 AAR Immediate Past  
President

Focus School of Real Estate  
1230 Linda Vista Rd.  
Flagstaff, AZ 86004



# The Cure, The Warranties, The BINSR.

3 CE HOURS - CONTRACT LAW



## Understanding Contract Law

**INSTRUCTOR: LARRY HIBLER**

Why the cure period? What is a potential breach? What are the warranties in the AAR Purchase Contract? Do you know the proper use of the BINSR?

Come and get the answers! Larry Hibler, the instructor for this class, will walk you through The Cure, The Warranties and the BINSR and examples of what to do (and what not to do!).

We hope you can join us! RSVP today!

### DATE/TIME:

**Wednesday, May 23**  
1:00 pm - 4:00 pm

### LOCATION:

**Si Birch Community Room  
Sedona Public Library**  
3250 White Bear Road  
Sedona, AZ 86336

### RSVP REQUIRED:

**kate.jackson@stewart.com**  
or 480 469 4431

### SPONSORS:



**Bill Gamela**  
One AZ Credit Union  
Office: 928.648.7378  
Mobile: 928.202.1795  
Bgamela@oneazcu.com  
OneAZcu.com/BillGamela  
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**Kate Jackson**  
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**stewart title**

LUNCH & LEARN

# THE POWER OF STRATEGY

## Learn about 1031 Exchange

**INSTRUCTOR: JOE CALLAWAY**

Learn about capital gain, estate and other tax issues to help your customers put more deals together in 2018!

- Learn about the higher capital gain taxes and new Medicare tax
- RC §1031 and exceptions including property held for sale
- LLCs, partnerships and trusts, advanced exchange entity issues
- Vacation home issues and how to qualify
- Delaware Statutory Trusts & other replacement property options
- Related party rules including the latest private letter rulings
- Improvement and reverse exchanges, Rev. Proc. 2000-37, and the pros and cons of various parking arrangement alternatives
- Real life case studies and creative exchange solutions
- Selecting a Qualified Intermediary due diligence

### DATE/TIME:

Wednesday, May 30  
Noon – 1:00 pm

### LOCATION:

Si Birch Community Room  
Sedona Public Library  
3250 White Bear Road  
Sedona, AZ 86336

### RSVP REQUIRED:

[kate.jackson@stewart.com](mailto:kate.jackson@stewart.com)  
or 480-469-4431

### SPONSORS:



**Joe Callaway**  
Asset Preservation, Inc.  
(877) 279-1031  
[joe@apexchange.com](mailto:joe@apexchange.com)  
[www.apexchange.com](http://www.apexchange.com)



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**stewart title**





GRADUATE,  
REALTOR®  
INSTITUTE

## MARKET ESSENTIALS: PROPERTY CONDITIONS

**Register:** [www.aaronline.com/event/e/GRI06052018](http://www.aaronline.com/event/e/GRI06052018)

**DON'T MISS THIS 1 DAY  
GRI COURSE**  
Qualifies for Row 6 on the GRI  
Requirements Form

**June 5, 2018**  
9:00AM - 4:00PM  
Registration 8:30AM

3CE<sub>Agency</sub>

3CE<sub>Disclosure</sub>

**T**his course teaches both new and seasoned agents how to understand that property condition, inspection reports and more can speak volumes about a home. This course will also teach you how to identify possible "red flags" that may cause complications prior to listing a home and the impact they have on financing and marketability.

### This Course will focus on:

- The impact of property condition on salability and potential buyers.
- Financing options depending on property condition.
- Using inspection reports to write a BINSR & using the BINSR correctly.
- Property disclosure requirements for buyers & sellers.

### Instructor:




**Holly Mabery**

**Online Registration closes  
on 5/31/2018 @ 9:00 am**

### Fees:

- \$59.00 until 5/31/2018
- \$89.00 At Door/non-AAR members
- \$30.00 GRI Graduates

STREAMING LIVE 

### Class location:



**859 Cove Parkway, Suite 102  
Cottonwood, AZ 86326**

### Cancellation Policy:

*Cancellations received prior to 5/26/2018 will be refunded less a \$25 admin fee. Cancellations received after 5/26/2018 are not eligible for a refund.*

### "No-shows" forfeit all fees.

*Please notify us 7 days in advance if you have any disability that requires special services or access.*



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## Liability & Risk Management & What You Wrote vs. What You Meant June 26, 2018

**Date:**

June 26, 2018  
9:00 AM—4:00 PM

**LIVE STREAMED TO:**

[Sedona Verde Valley  
Association of REALTORS®](#)

Bullhead City/Mohave Valley  
Central Arizona  
Kingman/Golden Valley  
Lake Havasu  
Southeast Arizona/Sierra Vista  
Western Pinal  
White Mountain  
Yuma

**PRICE:**

\$20 for one course / \$30 at door  
\$35 for both courses / \$45 at door

**INSTRUCTOR:**

Mary Frances Coleman, Esq.



**Liability & Risk Management** (C/E: 3 Commissioners Standards)  
(9AM-12PM)

Get a hands on feel for current issues you may encounter which can lead to future litigation. Learn how you can protect yourself and your brokerages from lawsuits. You'll learn to identify your fiduciary duty responsibilities and dig into various statutes, administrative codes and commissioner's rules that govern real estate licenses in Arizona.

**What You Wrote vs. What You Meant** (C/E: 3 Legal Issues)  
(1PM-4PM)

Using precise language in the contract can make the difference between winning in court and losing a lot of money. Keeping your clients fully informed and establishing clear expectations will also save you a lot of headaches. Learn how to clearly communicate what you mean by:

- Taking a close look at the AAR contract
- Reviewing examples of what not to write
- Discussing the merits of using boilerplate language over additional terms
- Learning applicable real estate law

**Instructor:**

**Mary Frances Coleman, Esq.** is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects information with street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize it.

STREAMING LIVE

Arizona Association of REALTORS® presents these classes through AAR's Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

**REGISTER BY JUNE 21**

[www.aaronline.com/event/e/CE06262018](http://www.aaronline.com/event/e/CE06262018)

\*Cancellations received after 6/19 are not eligible for a refund. C/E provided under the AAR school.



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**The CE Shop** VALID 5/21 - 5/22 UNTIL 11:59 CST

## REAL ESTATE SCHOOLS

[CLICK HERE FOR ARIZONA MOUNTAIN SCHOOL OF  
REAL ESTATE INFORMATION](#)

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SVVAR?](#)

[OTHER IMPORTANT LINKS](#)

[AAR CALENDAR AND EDUCATION](#)

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