

CLASS

SRES, Senior Real Estate Specialist

October 7th & 8th

CE	3 hours Agency Law / 3 hours Fair Housing Issues / 3 hours General Real Estate / 3 hours Real Estate Legal Issues
Instructor	Laura Kovacs
Location	SAAR · 8600 E. Anderson Drive
Cost	$149- $159

Build practical skills for serving older buyers and sellers, from downsizing and selling a longtime home to navigating an active-adult move. Learn to counsel seniors and strengthen relationship-based marketing.

More Information | Register



FREE CE Virtual

Appraisal Methods and Standards

October 13th · 1–4 PM

CE	3 hours General
Instructor	Glen Smart
Location	Zoom
Cost	Free to Members, $20 for Non-Members

Understand how appraisers develop an opinion of value, which methods they use, and what appraisal independence means. Gain the confidence to explain appraisal reports and their role in a transaction.

More Information | Register



FREE CE

Agency Law- Protecting Rights of Buyers and Sellers

October 14 · 1-4 PM

CE	3 Hours Agency Law
Instructor	Marti Barnewolt
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Explore agency issues that affect buyers and sellers, including contingencies, conflicts, confidential information, fix-and-flips, and prior inspections. Learn practical ways to protect clients and transactions.

More Information | Register



FREE CE

Valuation and Financing of Commercial Properties

October 15th · 9 AM–12 PM

CE	3 hours General
Instructor	Pat Sheahan
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Learn core principles of commercial property valuation and financing. This overview helps you assess complex deals and guide clients through commercial real estate decisions with greater confidence.

More Information | Register



FREE CE

Foreign Buyers and Sellers – What You Have to Know

October 20 · 1–4 PM

CE	3 hours Real Estate Legal Issues
Instructor	Mike Abel
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Examine the risks and considerations involved when foreign buyers or sellers participate in U.S. real estate transactions. Learn to identify misinformation and guide clients more confidently.

More Information | Register



FREE CE

Analysis of Contract Finance Requirements

October 21 · 9 AM–12 PM

CE	Contract Law
Instructor	Patrick Ritchie
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Connect the Arizona Pre-Qualification Form, Loan Status Update, contract finance terms, and mortgage process. Understand client obligations and how to prevent avoidable delays or missed deadlines.

More Information | Register



FREE CE

Do You See What I See?

October 28 · 1–4 PM

CE	3 hours of Disclosure
Instructor	Tim O’Neall
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

See a property through an inspector’s eyes, from foundation to roof. Learn what common findings mean and how to identify red flags before they disrupt a transaction.

More Information | Register



FREE CE Virtual

Water, Fire, Fraud… Oh My!

October 29th · 9 AM–12 PM

CE	3 hours General
Instructor	Keri Means
Location	Zoom
Cost	Free to Members, $20 for Non-Members

Explore real-world risks involving water, fire, and fraud in this ADRE required course. Learn steps to protect clients, your transactions, and your license.

More Information | Register



FREE CE

Cure Does Not Mean Cancel…And Other Common Misconceptions

November 3 · 1–4 PM

CE	3 hours Contract Law
Instructor	Butch Leiber
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Test your knowledge in a Jeopardy-style class on real estate legal issues and common misconceptions. Uncover overlooked rules that can affect your clients and daily practice.

More Information | Register



FREE CE

Advertising & Social Media

November 11 · 9 AM–12 PM

CE	3 hours Requirements for Licensees , formerly “Commissioner’s Standards”
Instructor	Marti Barnewolt
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Review advertising and social media rules through practical examples and case studies. Learn common compliance mistakes, how complaints arise, and the consequences of violations.

More Information | Register



FREE CE

Stay in the Lines

November 12th · 9 AM–12 PM

CE	3 Hours of Fair Housing
Instructor	Keri Means
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Use real advertising examples to understand fair housing rules and avoid violations in your marketing. This class also counts toward NAR Fair Housing requirements.

More Information | Register



FREE CE Virtual

Disclosure Obligations in Real Estate

November 17th · 1–4 PM

CE	3 hours Disclosure
Instructor	Glen Smart
Location	Zoom
Cost	Free to Members, $20 for Non-Members

Review Arizona disclosure requirements and buyers’ rights. Learn to recognize red flags and explain key disclosures so clients can make better-informed decisions.

More Information | Register



FREE CE

Introduction to Foreign Direct Investment in Arizona

November 18 · 9 AM–12 PM

CE	3 hours Real Estate Legal Issues
Instructor	Janice Teply-Wright
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Explore why Arizona attracts foreign direct investment and how international buyers and investors differ from local clients. Build confidence serving clients in cross-border transactions.

More Information | Register



FREE CE

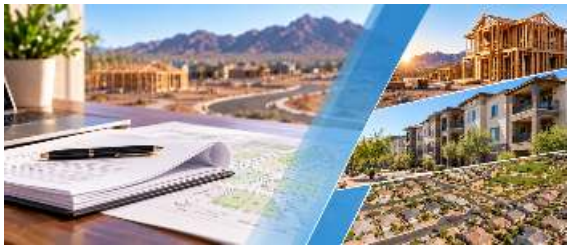
Agency Tales from the Courtroom

November 19 · 9 AM–12 PM

CE	3 hours Agency Law
Instructor	Patrick Ritchie
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Use courtroom cases to examine how agency relationships work in practice. Clarify the duties agents and principals owe each other and the risks of getting them wrong.

More Information | Register



FREE CE Virtual

6 or More: Subdividing & The Public Report

December 1 · 1–4 PM

CE	3 hours Requirements for Licensees , formerly “Commissioner’s Standards”
Instructor	Liz Hill
Location	Zoom
Cost	Free to Members, $20 for Non-Members

Learn when a Public Report is required, where to find it, and how to use it with clients. Review its sections, subdivision rules, and common violations.

More Information Register



CLASS

GRI Performance Strategies to Build Client Relationships

December 2 · 8:30 AM–3:30 PM

CE	N/A
Instructor	Laura Kovacs
Location	SAAR · 8600 E. Anderson Drive
Cost	$79 - $89

Strengthen client relationships by adapting your communication style, assessing buyer and seller needs, delivering presentations, and responding to objections. This one-day GRI course has no exam.

More Information Register



FREE CE

Drafting a Profitable Ground Lease for Your Client

December 3 · 9 AM–12 PM

CE	3 Hours Contract Law
Instructor	Pat Sheahan
Location	SAAR · 8600 E. Anderson Drive
Cost	Free for Members | $20 Non-Members

Learn how to draft and navigate a ground lease for a client. Build technical confidence in the terms and decisions involved in these commercial transactions.

More Information | Register



FREE CE Virtual

COE: Stay Out of Trouble

December 8 · 1–4 PM

CE	3 hours Real Estate Legal Issues
Instructor	Keri Means
Location	Zoom
Cost	Free to Members, $20 for Non-Members

This course fulfills the NAR Code of Ethics requirement.

Review legal issues, case law, professional ethics, and real estate fraud. Learn practical ways to avoid disputes, recognize warning signs, and uphold professional standards.

More Information | Register



FREE CE

Homes For All- Fair Housing Today

December 9 · 1–4 PM

CE	3 hours Fair Housing
Instructor	Butch Leiber
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Trace how American housing history shapes fair housing today. Connect past policies and practices to the challenges real estate professionals and their clients face now.

More Information | Register



FREE CE

Fire, Water and Deed Fraud

December 15 · 1–4 PM

CE	3 hours General
Instructor	Laura Kovacs
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Learn to spot red flags involving fire, water damage, and deed fraud. This ADRE required course covers proactive steps to protect clients and transactions.

More Information | Register



FREE CE

Disclosure Law

December 16 · 9 AM–12 PM

CE	3 hours Disclosure
Instructor	Marti Barnewolt
Location	SAAR · 8600 E. Anderson Drive
Cost	Free to Members, $20 for Non-Members

Work through disclosure questions involving fix-and-flips, material facts, presenting offers, and investors. Clarify your duties in situations that often complicate a transaction.

More Information | Register