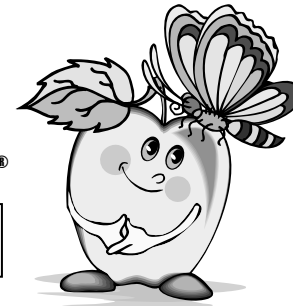




Comparing Apples to Apples

Brought to you by the Phoenix Association of REALTORS®

For New REALTOR® Members



Now that you have joined an office currently involved in a local trade association, it's time for you to join a Local REALTOR® Trade Association as well. Here at the Phoenix Association of REALTORS®, (PAR) we believe you should be given the opportunity to research the local trade association that best suits your needs. We want our members to join us because we offer what they need. We also want our members to get the best value for their dollar.

We have included a worksheet to help you compare local associations as well as contact information to all the associations in the Valley who currently belong to the same regional multiple listing service. Your Broker must be a member of the association you choose to join first. So be sure to cross out any association listed below that your broker does not belong to.

This worksheet also includes questions to ask that will prove helpful in your decision making. Members can not join the state or national association directly; however, you automatically join state and national when you join a local organization like PAR.

Also, we include some information that never changes here at PAR to help minimize your research. We have not included the fees simply because they prorate at different times throughout the year, and we would like the opportunity to talk to you and give you the most current up to date information.

Some dues & fees will be the exact same at every association and we can tell you which ones those are when you contact us. We have broken the fees and dues by the REALTOR® member type and a description for your reference.

Although we are conveniently located and have easy freeway access, location should not be a primary consideration to determine the association that you join. Because of the connectivity in today's world, many things can be accomplished electronically.

Some things to be certain to consider when choosing your local association would be cost, services, amenities, as well as history and the belief behind the association for its' members. Please be certain to visit our website at www.paronline.com to find out more about PAR and remember it's also a great resource for your clients.

Association Name	Address	Phone	Web
Phoenix Association	5033 N 19 th Ave, Suite #119, Phoenix	602-246-1012	http://www.paronline.com
Scottsdale Association	4221 N Scottsdale Rd, Scottsdale	480-945-2651	http://www.saronline.com
Southeast Valley Regional	1363 S Vineyard, Mesa	480-833-7510	http://www.sevrrar.com
West Maricopa County	9001 West Union Hills Dr, #8, Peoria	623-931-9294	http://www.wemar.org
Western Pinal Assoc	820 W Cottonwood Ln #9, Casa Grande	520-421-1222	www.wparonline.com



Comparing Apples to Apples Worksheet

For New REALTOR® Members

**USE THIS FORM
TO COMPARE
ASSOCIATIONS AS
WELL AS A GUIDE
TO THE RIGHT
QUESTIONS TO
ASK**

Member Type	A brief description of the REALTOR® member type
R	REALTOR® = A real estate licensee or a licensed or certified appraiser actively involved in the selling and/or buying of real property. This can include real estate agents or licensed appraisers who are actively listed under another person according to the Arizona Department of Real Estate or the Arizona Board of Appraisal.

This Section is to be filled in with Associations' information by contacting them directly

Please call PAR for the current dues break down!

	Member Type	Name: PAR	Frequency	Name:	Frequency	Name:	Frequency	Name:	Frequency
Fees									
Application fee*	REALTOR	\$0	No App Fee						
Dues									
Local	REALTOR								
State	REALTOR								
National	REALTOR								
NAR Public Awareness	REALTOR								
MLS Access									
MLS Access for Individual (prorates twice monthly)	REALTOR								
Runs from July thru June		Please see the attached MLS Fee Schedule for current MLS Fees							

*Application fees are waived for all new members to PAR.

Comparing Apples to Apples Worksheet



For New REALTOR® Membership Cont.

This Section is to be filled in with Associations' information by contacting them directly

Supra Key	TYPE	PAR	Frequency						
Key access for Individual	REALTOR								
(prorates	Activation								
Key and Lock boxes	DKey			Please see the attached Supra Fee Schedule for current keycard & lockbox fees					
(same fees at all associations)	eKey								
	IBox								
Services (Optional)	PAR								
MLS Inputting*	REALTOR	N/C	No Charge						
Changes to MLS Listings*	REALTOR	N/C	No Charge						
Changes to Member Record	REALTOR	N/C	No Charge						
Fast Flyer Service	REALTOR	10.00	Ea Original						
Education Pass-good for 1 yr from time of purchase	REALTOR	60.00	Yearly						
Class Room Renting	REALTOR	90-180.00	Daily						
Meeting Room Renting	REALTOR	0-60.00	Daily						
Other Benefits	REALTOR	N/C	No Charge						

* Only applies to agents of an office that subscribes to MLS through PAR.



Comparing Apples to Apples Worksheet

For New REALTOR® Membership Cont.

This Section is to fill in with other Associations' information by contacting them direct

Questions about amenities	Name: PAR	Name:	Name:
How long does it take to join?	Approximately 1 hour to join with paperwork & orientation included.		
What do I receive when I join the Association?	You will leave with an extensive Member Handbook which will prove valuable for years - all included on a convenient flash drive.		
What classes are required when I join?	Besides the orientation you will do while you are here to join, you will need 3 hours of Code of Ethics within 60 days, Choose what day & what way is good for you.		
When are the classes held?	We offer classes here at our location as well as online several times though out the month.		
What information will be mailed to me regularly?	You will receive your publications through NAR, AAR packed with valuable information every month. PAR will email you any additional important information as it comes up.		
Do you have other ways of contacting me?	We will periodically email everyone regarding important information and upcoming events.		
What are your hours to join the Association?	We are open 8:30 -5:00, Monday thru Friday, and process new members who arrive by 4:00 pm.		
Are you closed for lunch?	No. We don't even close for several holidays throughout the year that most places do close on, like President's Day and Veteran's Day.		
Do you offer a REALTOR® Store? & if so, where?	Yes we do, here at our location or online at www.paronline.com .		
Do you have more than one location?	No. PAR however, does encourage the use of technology to handled your everyday needs and lessen the need to come into the office.		
Do you offer continuing education?	Yes we do. We offer continuing education all month long and it's also available thru our website.		
Where else can I go for continuing education?	Any school accredited by ADRE and we also offer it online.		
Do you have a Marketing Session for Phoenix?	Yes, we do and we created and provide the comprehensive list of all marketing sessions in the valley area to keep you informed which is available on our website.		
Do you offer secretarial services?	Yes, we do offer secretarial services here at our location at great prices to our members.		
Can you help me create a flyer?	Yes, we have a great staff that can layout and produce great flyers for your listings.		
What other benefits do you offer to the members?	We have benefit services available to our members that include printing, flowers, shopping, traveling, specialties, insurances, as well as adding new benefits every month.		
Do you have facilities available for meetings?	Yes, we offer our members, at low rates, meeting room and class room rental.		

Arizona Regional Multiple Listing Service MLS Fee Schedule

MLS fees are good from July thru June

Date Joining	Amount Due	Date Joining	Amount Due
06/01-06/15	\$284.00	12/01-12/15	\$154.00
06/16-06/30	\$274.00	12/16-12/31	\$143.00
07/01-07/15	\$264.00	01/01-01/15	\$132.00
07/16-07/31	\$253.00	01/16-01/31	\$121.00
08/01-08/15	\$242.00	02/01-02/15	\$110.00
08/16-08/31	\$231.00	02/16-02/28	\$99.00
09/01-09/15	\$220.00	03/01-03/15	\$88.00
09/16-09/30	\$209.00	03/16-03/31	\$77.00
10/01-10/15	\$198.00	04/01-04/15	\$66.00
10/16-10/31	\$187.00	04/16-04/30	\$55.00
11/01-11/15	\$176.00	05/01-05/15	\$44.00
11/16-11/30	\$165.00	05/16-05/31	To Be Determined

Supra Key Schedule

Please contact the ARMLS Support Center for current fees at 480-303-7249

Date Joining	Amount Due	Date Joining	Amount Due
01/01 - 01/31	\$	07/01-07/31	\$
02/01- 02/28	\$	08/01-08/31	\$
03/01- 03/31	\$	09/01-09/30	\$
04/01- 04/30	\$	10/01-10/31	\$
05/01- 05/31	\$	11/01-11/30	\$
06/01- 06/30	\$	12/01-12/31	\$