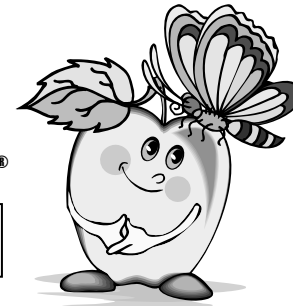




Comparing Apples to Apples

Brought to you by the Phoenix Association of REALTORS®

For New Designated REALTOR® Members



Here at the Phoenix Association of REALTORS®, 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.

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 the Phoenix Association of REALTORS®.

Also, to help you get started, we have included our fees and dues amounts for the current quarter. Most of these fees and dues will be prorated; however, they will prorate at different times of the year.

Some dues & fees will be the exact same at every association and so we filled those in for you, however each association does have their own individual dues & fees to consider as well. We have broken the fees and dues by the Designated 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.sarweb.com
Southeast Valley Regional	1363 S Vineyard, Mesa	480-833-7510	http://www.sevrrar.com
West Maricopa County (Glendale & Lake Pleasant)	5830 W Paltaire Ave, Glendale	623-931-9294	http://www.gaor.org
Western Pinal Assoc	1415 N Trezell Rd #203, Casa Grande	520-421-1222	www.casagranderar.com



Comparing Apples to Apples Worksheet

For New Designated 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 Designated REALTOR® member type
DR	Designated REALTOR® = principal partner or corporate officer able to offer & receive compensation on behalf of the company, and responsible to the Association for the firm or office. This can include real estate broker, manager, owner, sole proprietor or licensed appraiser.

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

	Member Type	Name: PAR	Frequency	Name:	Frequency	Name:	Frequency	Name:	Frequency	
Fees										
Application	REALTOR		One Time*							
Dues										
Local (PAR)	REALTOR		Thru 12/10							
State (AAR)	REALTOR		Thru 12/10							
National (NAR)	REALTOR		Thru 12/10							
NAR Public Awareness	REALTOR		Thru 12/10							
MLS Access										
Office MLS Initiation	REALTOR		One Time*							
Office MLS Yearly	REALTOR		Thru 12/10							
Personal MLS Access		Please see the attached MLS Fee Schedule for current Personal MLS Fees								

*application fees are waived for active agents transferring from another local association with a letter of good standing from the

other association

Revision Date: 12/07/09 Good through Dec 2010

Comparing Apples to Apples Worksheet

For New Designated REALTOR® Members



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

Supra Key	TYPE	PAR	Frequency						
Key access for Individual (prorates)	REALTOR Activation								
Key and Lock boxes (same fees at all associations)	DKey eKey			Please see the attached Supra Fee Schedule for current keycard & lockbox fees					
602-973-2100	IBox								
Services	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						
Metro Scan - in PAR office	REALTOR	N/C	No Charge						
Plat Maps - in PAR office	REALTOR	N/C	No Charge						
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 Designated REALTOR® Members

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.		
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, and a copy of our monthly news publication, the Forum, packed with valuable information every month.		
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, however, we do offer shopping online & shipping.		
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.		
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

Date Joining	Amount Due
01/01/2009 – 01/15/2009	\$132.00
01/16/2009 – 01/31/2009	\$121.00
02/01/2009 - 02/15/2009	\$110.00
02/16/2009 - 02/28/2009	\$99.00
03/01/2009 - 03/15/2009	\$88.00
03/16/2009 - 03/31/2009	\$77.00
04/01/2009 - 04/15/2009	\$66.00
04/16/2009 - 04/30/2009	\$55.00
05/01/2009 - 05/15/2009	\$44.00
05/16/2009 - 05/31/2009	TBD
06/01/2009 - 06/15/2009	TBD
06/16/2009 - 06/30/2009	TBD

Supra Key and Lockbox Schedule

Please contact the ARMLS Supra Center at
602-973-2100 For current Supra Key &
Lockbox Fees