

Arkansas Addendum to the Independent Contractor Agreement

Real Broker, LLC (Company) makes this addendum a part of the Independent Contractor's Agreement to set forth state specific policies and procedures for an agent affiliating with the Company in the State of Arkansas (Agent). This addendum supersedes all previous Arkansas addendums. The Company reserves the right to modify, suspend, or discontinue any of the terms, policies, procedures and/or benefits described in this addendum with proper notice.

Company will designate a licensed real estate broker in the State of Arkansas who will supervise the real estate activities of agents within the State of Arkansas. Agent must hold an active Arkansas real estate license, which may be either a sales associate, broker associate, or qualifying broker license.

Arkansas Statewide Weekly Business Meetings:

Unless otherwise announced, Arkansas statewide business meetings will be held every Monday morning at 9:00am. All agents are encouraged to meet with us for what is normally a 30-minute meeting.

- LOCATION: ZOOM
- TIME: 9:00am
 - All information on times, locations, links and special announcements will be posted in the Arkansas State Group Workvivo and/or Workvivo Chat.

New to REAL?

State Specific Arkansas Orientation and Welcome Meeting. This is strongly advised to attend at least once upon you joining the company.

Meeting is held The First Monday of each month, immediately following the Arkansas Statewide Weekly Business Meeting.

- LOCATION: ZOOM
- TIME: At 10:00am

A company wide orientation is held every Tuesday at 2pm eastern [online](#).

License Renewal and Continuing Education

Agents can follow [this link](#) directly to the Arkansas Real Estate Commissions website where all of the guidelines for License Renewal Fees and Continuing Education are laid out by [CLICKING HERE](#).

- Arkansas real estate licenses are renewable every year by THE LAST DAY OF SEPTEMBER, but Agents can pay with a late fee up to the Last Day of December of each year. Agents are strongly encouraged to pay for their renewal when it is due by THE LAST DAY OF SEPTEMBER EVERY YEAR, however, if Agent pays to renew their license between first day of October and last Day of December, there is a LATE FEE added. If the license renewal is not received by the Commission before the last day of the year, the Agent will be placed on Expired Status.
- 7 hours continuing education is required every year by December 31st.

- Agent is solely responsible for completing all continuing education and monetary requirements of renewing their license. [CLICK HERE](#) for continuing education requirements and a list of Continuing Education Providers.
- Real Broker, LLC will terminate the sponsorship of any associate whose license is not active.

Commission Payments

Commissions can only be paid to the firm. Arkansas is a single check state.

Affiliation

Agent shall properly promote themselves and/or their team according to Arkansas's Advertising Guidelines, including but not limited to social media, professional forums, groups, signature lines and business cards, marketing and advertising. The standard implied should be that any reasonable or prudent individual can determine your association and affiliation with Real Broker, LLC. You can [CLICK HERE](#) to read the Advertising Best Practices Guide that the Arkansas Real Estate Commission has provided on their website.

Advertising

All Advertising must comply with the Arkansas Real Estate Commission Rules. AREC Advertising Guidelines

- Advertising, including all forms of identification, representation, promotion and solicitation (signage, business cards, websites, television/radio advertising, and social media), disseminated in any manner and by any means of communication to the public for any purpose related to brokerage activities listed in A.C.A. §17-42-103(10) must be under the supervision of the Principal Broker or the Branch Office Designated Executive Broker.
- All Principal Brokers having licensees affiliated with their firms should develop and maintain an internal policy on advertising that complies with AREC advertising requirements.
- Principal Brokers are responsible for training all licensees affiliated with their firm to comply with Commission Regulation 10.5 and their firm's internal advertising policy and should be able to demonstrate to the Commission that this training has been provided to and completed by all licensees affiliated with their firm.
- All advertising by licensees should include the firm's contact information, by which the public can directly communicate with the firm's Principal Broker or the Branch Office Designated Executive Broker. The firm's contact information may be:
 - the main phone number,
 - the physical address for each of the firm's office locations, or
 - the firm's main website address.
- The Principal Broker is responsible for determining the phone number to be considered the "main phone number" for each of the firm's office locations. This information should be included in their firm's internal advertising policy.

- Advertising may not include a licensee's name and telephone number or other contact information unless the real estate firm name and contact information are also clearly included and displayed as required.
- All advertising must include the real estate firm name as it is recorded with the Commission.
- In all forms of visual advertising, the real estate firm name should be displayed in a manner that is conspicuous, discernible and easily identifiable by the public.
- In live or recorded television, video or radio advertising, the real estate firm name should be disclosed in a manner that is conspicuous, discernible and easily identifiable by the public.
- In all advertising, the name of the real estate firm should be displayed in equal to or greater prominence than any included name of a licensee, team or DBA. The name of the real estate firm should be in close proximity to the licensee's name, team name or DBA.
- The name of the real estate firm may be embedded in a logo as long as the firm name is otherwise displayed as specified above.
- Team names, personal names and DBA names should not be displayed in such a manner that they can be construed as a real estate firm name.
- The real estate firm's information should meet the following standards in all forms of print media, yard signs, billboards, business cards, automobile signage, promotional items, etc. The firm's information should:
 - be in a type of the same optical size or larger than any agent or team name in the advertisement;
 - be as visible or more visible than any agent or team name in the advertisement;
 - not be obstructed more than any other content in the advertisement; and
 - contain the contact information as required above.
- The real estate firm's information should meet the following standards in all forms of online advertising and promotion.
 - In all social media advertising, the firm's name and information should:
 - be prominently displayed and in close proximity to the licensee's or team's information on the licensee's or team's profile or landing page; and
 - be prominently displayed and accessible within 'one click' or 'one tap' of any character-delimited post, section or page posted by or in the licensee's or team's account.
 - In all other online advertising and websites, the firm's name and contact information should:
 - appear on the home or landing page of the advertisement or website; and
 - be prominently displayed and in close proximity to the licensee's or team's information.

- Licensees or teams may maintain websites that have been approved by the Principal Broker or Branch Office Designated Executive Broker. Every viewable page of licensee or team websites should include the information specified above.
- When a licensee is advertising their own property for sale or rent outside of a broker and in accordance with Regulation 10.11, the licensee must include in the advertisement that the owner is a licensed agent.
- The following deadlines are strongly recommended for establishing compliance with the above guidelines:
 - December 31, 2020 - all advertising and promotion utilizing signs, billboards, print media, business cards, etc.
 - December 31, 2019 - all live or recorded television, video or radio advertising and online advertising and promotion.
 - December 31, 2019 – all other forms of advertising
 - December 31, 2019 – development of and training licensees on Principal Broker’s internal firm policy and all other advertising.

Teams

Within a real estate firm, several licensees often join together to form a team. While the Real Estate Commission does not recognize teams from a licensing perspective, there is no prohibition against advertising as a team. However, there must not be any confusion between the team name and the firm name. In any advertising, the firm name must appear clearly and prominently in relation to the name of the team.

As a rule, advertising as a team should include all of the required elements:

- The firm name should be both clear and prominent
- The team name must not be larger or more prominent than the brokerage name
- The advertisement should comply with all other rules for advertising, including contact information, etc.

In team advertisements where the size of the team name is larger than the firm name, licensees run the risk of advertising in a misleading manner. A person viewing such an ad may miss the firm name entirely and think the team name *is* the firm name. To reiterate, when advertising as a team, there can be no confusion between the team name and the firm name.

Escrow Accounts and Deposits

COMPANY DOES NOT HAVE AN ESCROW/TRUST ACCOUNT IN ARKANSAS.

Under no circumstances is any Agent to accept an earnest money deposit for any transaction. All earnest money deposits should be made in an acceptable form to the closing company or attorney. Both buyers and sellers have an interest in the deposit. This money cannot be released without the written agreement of both the buyer and the seller. This office has a fiduciary responsibility to keep all parties informed of the existence of returned checks and any deposits.

Transaction Broker Agency in Arkansas

Company will act as a transaction broker unless fully executed documents to the contrary are uploaded to the Company document repository (reZEN).

Arkansas Disbursement Authorization Policy and Procedures

The Arkansas Real Estate Commission (AREC) and the brokerage both have guidelines that must be followed. In order to stay compliant, reZEN files/transactions need to be created and documents uploaded within **48 hours of execution**. Files are reviewed when they are first created within 24 hours of first entry. If the file cannot be approved at that time, an update on what is missing or needs to be completed will show as still ended in the system. Files are reviewed as documents are uploaded throughout the transaction to make sure anything requested is complete and compliant. It is your responsibility to check on items that are needed throughout the transaction, as sometimes requirements on files change based on the negotiations throughout the transaction. If your Arkansas Broker requests a change to be made on the file, the broker will make a note in the system. You will be automatically notified of this requested revision that is needed and it is your responsibility to ask questions if you do not understand what is needed.

A Commission Disbursement Authorization (CDA) is automatically sent when the reZEN transaction file reaches a point when certain documents are uploaded (usually around week 2 of the file being under contract). Any changes to the file such as price or closing date requires the Agent to update the file and send an email to Transactions@joinreal.com and to the broker so a revised CDA can be sent. If and when a file is modified, the CDA will be updated and remitted to the closing company.

Transaction Documentation

State-mandated documents are listed below for both a listing transaction and a sales transaction. Since each transaction is different, additional documentation may be required. If you are not sure, contact your broker.

Listing Documentation: (See Full Checklist in reZEN)

- Exclusive Right to Sale Listing Agreement
- Agency Representation Disclosure
- Seller Property Disclosure (if applicable)
- Lead Based Paint Addendum (if applicable)
- Agency Agreement Addendum (if applicable)
- MLS Change Of Status Form - any changes to the listing such as price, etc.
- MLS Waiver of Entry - if listing is not in MLS within same day (NWA agents) & must have verbiage in listing agreement documenting the delay of entry
- Condo Disclosures (if applicable)
- MLS Broker/Agent Summary View (Active status)
- Referral Agreement (if applicable)
- Wire Fraud Notice
- Copy of Current Warranty Deed

Sales Documentation: (See Full Checklist in reZEN)

- Executed Contract
- Buyer Agency Agreement (exclusive or non exclusive)
- Agency Representation Disclosure
- Escrow Deposit Receipt - not a copy of the check or money order. We need proof that the funds were received, not sent! Receipt from Title Company or Attorney.
- HOA Addendum (if applicable)
- Condo Doc's (if applicable)
- General Addendum (if applicable)
- FHA/VA Addendum (if applicable)
- Lead Based Paint Addendum (if applicable)
- Seller Property Disclosure (if applicable)
- MLS Broker/Agent Summary View (Pending status)
- Referral Agreement / W-9 (if applicable)
- Wiring Fraud Notice - only our clients need to sign this document

Closing Documentation:

- Copy of Real Broker, LLC Commission Check or PDF confirmation of Wire that title company has sent
- Copy of the Closing Statement signed by all parties (This is a PDF copy of the signed BUYERS closing statement and the signed SELLERS closing statement).

Timeline:

- Buyer Agency Agreement AND Agency Representation Disclosure Form must be signed BEFORE the offer is drawn up.
- Listing Agreements must be signed BEFORE entering listing in MLS.
- Once documents are signed by our clients (either Buyer Agency or Listing Agreement)
 - A reZEN transaction or file is created **within 48 hours of execution of the documents.**
 - Signed documents must continue to be uploaded to the reZEN transaction file within 48 hours of execution as the transaction moves forward.
 - Files are reviewed by the broker when created within 24 hours of Agent inputting files into reZEN.
 - If anything is missing or needs to be updated, the Agent will be notified as the broker marks the item with "revision requested." Broker will also add a note sharing what on the file needs to be corrected if revisions are needed.
 - Agent should expect an email letting them know if the file has any missing docs or if the file has Broker Approval.
- There are certain files needed for the system to allow the agent to generate their Commission Document to send to the title company. All of these files should be uploaded NO LATER THAN 2 weeks after the file is started as under contract.

- After the final document is uploaded that is needed for the CDA, the system will automatically generate and send out the Commission Disbursement Authorization via email to you the agent and to the Title Company.
- Closing occurs and Agent uploads closing documents to reZEN file.
- Broker will mark the file compliant when all required documentation has been submitted and marked completed...this included all of the Closing Documents real requires being uploaded.
- Once the file is marked compliant by the broker, and the closing documents are uploaded to the file, the file is then settled and archived. (the Agent is then paid pursuant to the Commission Disbursement Authorization.)
- If after closing the file is still not complete, and at the sole discretion of the Company, the funds may be held at Company until all required forms are uploaded to reZEN and approved by the broker. Until the file is compliant, the commission will not be paid out to the Agent.

Unlicensed Assistants

An unlicensed assistant may:

- Answer the phone and forward calls.
- Enter listings and changes to any multiple listing service for Agent to review and Agent to submit
- Follow up on loan commitments after a contract has been negotiated and generally secure status reports on the loan progress.
- Assemble documents for closing.
- Secure documents (public information) from courthouse, utility district, title company, etc.
- Have keys made for company listings.
- Write ads for approval of licensee and supervising broker, and place advertising (newspaper ads, Facebook ads etc.); prepare flyers and promotional information for approval by licensee and supervising broker.
- Type on real estate forms (after offer/counteroffer have been accepted) for approval by licensee and supervising broker before being sent to the clients.
- Monitor licenses and personnel files.
- Place signs on property.
- Prepare flyers and promotional information for approval by licensee and supervising broker.
- Act as a courier service to deliver documents.
- Be at an open house for: a) security purposes b) hand out materials (brochures) alongside a licensed agent.
- Answer questions concerning a listing by directing the inquirer to printed information pre-approved by a licensed agent.
- Hand out objective, written information on a listing or rental. The broker shall foster the education.

An unlicensed assistant may not:

- provide access to a listed property for sale or lease.
- Show property.
- In the absence of a licensee, host open houses, booths at home shows, malls or fairs.
- an unlicensed individual may not negotiate or agree to any commission split or referral fee on behalf of a licensee.
- Negotiate real estate contracts & leases with the public or for any licensed agent.
- Answer any questions on listings, contracts, title, financing or closings from either the public or other licensees.
- Negotiate or agree to any commission, commission split, management fee or referral fee on behalf of a licensee.
- Receive, record and deposit earnest money, security deposits, and advance rents.
- Place routine telephone calls on late rent payments.
- Gather information for a comparative market analysis.
- Gather information for an appraisal.

Familiarity with State Rules and Regulations:

Although Company and Broker will constantly endeavor to direct, supervise and educate the Agent as to his or her duties and responsibilities, it is the sole responsibility of the Agent to be familiar with the Arkansas Real Estate Commission rules and regulations set forth in the Real Estate License Law (ARKANSAS CODE ANNOTATED §17-42-101, ET SEQ. §18-14-101, ET SEQ.) ([CLICK HERE](#)) as well as the Real Estate Commission Rules and Real Estate Regulations Time-Share Regulations and Federal Fair Housing Summary ([CLICK HERE](#)) Here is a link directly to all booklets you will need to have access to, provided by the Arkansas real estate commission: [CLICK HERE](#)

Agency Relationships

See below Section 8. Dual agency is allowed but must be accompanied with the AREC agency disclosure brochure provided by the AREC with offer to show we educated our client PRIOR to the contract being signed.

Workvivo

Workvivo has been designed by the Company as the point of information where an Agent can find Company announcements, news/events, and discussions about specific topics regarding the State of Arkansas. **The agent is solely responsible for staying current regarding information posted on this forum. All broker trainings regarding contracts and forms, yearly changes to the forms, and previous state meetings are posted here.**

AGENT INITIAL

Contact Info

Real Broker: Arkansas Office Address: 400 W Capital Ave St 1700 Little Rock, AR 72201
Real Broker, NWA: NWA Branch Office Address: 1202 McClain Rd Bldg. 7 Bentonville, AR 72712

Arkansas State Designated Managing Principal Broker: Rachel Vann

- License Number: PB 00079987
- Email: arbroker@therealbrokerage.com

Company Support Email: support@therealbrokerage.com

Best contact method to reach AR leadership -

- Email: ARBroker@TheRealBrokerage.com
- Text Rachel Vann to schedule a one-on-one call at, 501-428-7893
- Book into Rachel Vann's Calendar: <https://calendly.com/rachelvann>
- All eSignatures, eSign ready for Broker initial/signature, send to: ARBroker@TheRealBrokerage.com

DIVISION OF REAL ESTATE:

[The ARKANSAS Real Estate Commission \(AREC\) Website](#)

Helpful Links and Resources

Contract Trainings

<https://drive.google.com/drive/folders/1L4XarBJZNKZx4iQTis6gLWZ1cNNFn11D>

Timeline of events when writing an offer:

<https://docs.google.com/document/d/1S5LA-QosNggzSfle9fQokVSj6o0vQ5svA3cHO34SI9s/edit>

Listing Agreements and Checklist for Listing

<https://drive.google.com/drive/folders/19qTXS-EIV4okGcJOU-6flu3VRcTRPCpa>

Arkansas Real Estate Commission Regulations

SECTION 8: Agency Disclosure 8.1 Seller or Lessor Agents

(a)(1) In any real estate transaction in which a licensee is acting solely as agent for a seller or lessor, the licensee shall disclose to a potential buyer or lessee, or to the buyer's or lessee's licensed agent, the licensee's agency relationship with the seller or lessor. Such disclosure shall be made in a timely manner under the particular circumstances so as to avoid to the extent possible eliciting or receiving from the prospective buyer or lessee information which would reasonably be expected to remain confidential and not disclosed to the seller or lessor, such as, for example, information concerning the real estate needs or motivations, negotiating strategies or tactics, or the financial situation of the potential buyer or lessee.

(2) When the disclosure is made to the licensed agent of the buyer or lessee, it is that licensee's duty to convey the disclosure to the buyer or lessee in a timely manner.

(b) In all cases, disclosure shall be in writing, but may initially be made orally and reduced to writing at a convenient time subject to the requirements of Regulation 8.1(c). Evidence of the disclosure shall be maintained by the licensee.

(c) In all cases, however, such disclosure must be made before the buyer or lessee signs any document related to the transaction, such as an offer or lease or rental agreement.

8.2 Buyer or Lessee Agents

(a)(1) In any real estate transaction in which a licensee is acting solely as agent for a buyer or lessee, the licensee shall disclose to a potential seller or lessor or to the seller's or lessor's licensed agent, the licensee's agency relationship with the buyer or lessee. Such disclosure shall be made at the first contact with the seller, lessor, or the agent of the seller or lessor.

(2) When the disclosure is made to the licensed agent of the seller or lessor, it is that licensee's duty to convey the disclosure to the seller or lessor in a timely manner.

(b) In all cases, disclosure shall be in writing, but may initially be made orally and reduced to writing at a convenient time subject to the requirements of Regulation 8.2(c). Evidence of the disclosure shall be maintained by the licensee.

(c) In all cases, however, such disclosure must be made before the seller or lessor signs any document related to the transaction, such as an offer or lease or rental agreement.

8.3 Dual Agency

(a) A licensee who represents both the seller and buyer in a real estate transaction, or both the lessor or tenant in a real estate lease or rental transaction shall make disclosure in the time and manner required by Regulations 8.1 and 8.2 and all parties to the transaction must have given their written consent to such dual representation prior to or at the time of execution of the agency contract, listing contract, property management contract, lease, rental agreement, offer and acceptance contract or other real estate contract.

(b) Notwithstanding Regulation 8.3(a), a licensee shall not accept a commission, rebate, profit, payment, compensation or other valuable consideration in connection with a real estate transaction or real estate activity from any person or entity except the licensed principal broker under whom the licensee is licensed.

8.4 Failure to Disclose Agency Relationship

A licensee who fails to disclose the licensee's agency relationship in the time and manner required by these regulations shall be subject to sanctions under Section 17 of Act 690 of 1993 (A.C.A. § 17-42-312).

8.5 Fidelity and Honest Dealing

(a) In accepting employment as an agent, a licensee pledges to protect and promote the interests of the client or clients. This obligation of absolute fidelity to the interest of the client or clients is primary, but does not relieve a licensee from the equally binding obligation of dealing honestly with all parties to the transaction.

(b) A licensee shall not offer or advertise property without authority and in any offering or advertisement the price quoted must not be other than that agreed upon with the owners as the offering price.

(c) When acting as agent in the sale or management of property, a licensee shall not accept any commission, rebate, profit, payment, compensation or other valuable consideration from any source in connection with the property without full written disclosure to the party represented by the licensee.

(d) A licensee shall not accept compensation from more than one party without full written disclosure to all parties to the transaction.

**SECTION 10: Broker Responsibilities;
Ethical Requirements; Trust Funds and Accounts; Listing and Offer and Acceptance
Agreements; Criminal Convictions**

10.1 Dealing Independently of Principal Broker

(a) If a principal broker or executive broker learns a salesperson, associate broker or executive broker licensed under such principal broker or executive broker has, without permission of the principal broker or executive broker, engaged in real estate activities independently or through some other broker, it is the duty of the principal broker or executive broker to immediately notify the Commission in writing and forward such licensee's license to the Commission.

(b) Any salesperson, associate broker or executive broker who engages in real estate activities independently or through some other broker without permission from the principal broker or executive broker shall be presumed to be in violation of A.C.A. § 17-42-311 and subject to appropriate sanctions.

10.2 Expiration Date for Agency Agreements or Contracts

A licensee shall put a specific determinable duration or a specific expiration date on all written agency agreements or contracts or any extensions thereof. (Examples: Listing and Buyer Representation Agreements or Contracts)

10.3 [Repealed.]

10.4 Broker Responsibilities; Executive Brokers; Part-time Brokers

(a)(1) A principal broker is generally responsible for all business conducted by the broker's firm and for all of the real estate activities of all of those licensed under or associated with the principal broker, unless the licensee conducted real estate business independently and without permission or authority from the principal broker. If the principal broker learns that a licensee is conducting business independently, that principal broker must comply with Commission Regulation 10.1(a).

(2) A principal broker may delegate supervisory responsibility to another broker by designating such broker as an "executive broker." The executive broker may sign offer and acceptance forms as supervising broker and can be responsible for instructing and supervising salespersons and/or brokers for whom the executive broker is responsible. The executive

broker may also be delegated responsibility by the principal broker for administrative procedures required by the Commission, such as signing transfer applications. For each executive broker so designated, the principal broker must complete and file with the Commission an appropriate designation form signed by both the principal broker and the designated executive broker. The designation of an executive broker is effective when filed with the Commission.

(3) Designation of one or more executive brokers does not absolve the principal broker of general responsibility for the conduct of all real estate business conducted by the principal broker's firm, and the principal broker is specifically responsible for the activities of all executive brokers.

(b) Principal brokers and executive brokers have the duty and responsibility to instruct those brokers and salespersons licensed under them with regard to the fundamentals of real estate practice and the ethics of the profession, and to keep them informed and abreast of all changes and developments pertaining to the Arkansas Real Estate License Law and Commission Regulations. They shall also exercise strict supervision of the real estate activities of all those licensed under them and for whom they have supervisory responsibility.

(c) Whether or not a principal broker or executive broker has discharged these responsibilities for those licensed under him/her will depend on various factors and circumstances, including, without limitation, the following:

- (1) Frequency and manner of contact and communication;
- (2) Type and frequency of educational and instructional activities;
- (3) Method and frequency of monitoring real estate activities.

(d)(1) The preparation of instruments in connection with a real estate rental or sale and the closing of a sale by a licensee must be performed by or under the specific supervision of the principal broker.

(2) If the principal broker or designated executive broker or their assigned licensee closes a transaction or selects a third party to close the transaction, it is the responsibility of the principal broker or designated executive broker to ensure that the real estate closing conducted on behalf of the principal broker's or designated executive broker's client(s) is conducted in accordance with the agreement of the buyer and seller. If the buyer and/or seller selects a third party to close the transaction, the principal broker or designated executive broker, or their assigned licensee, must provide written closing instructions, on behalf of their client(s), to the third party closing the transaction and review the client's closing statement, if reasonably available, to insure that the closing is conducted in accordance with the agreement of their client. It is strongly recommended that the principal broker, designated executive broker, or assigned licensee advise the client to contact the closing agent or title insurer about the availability of closing protection.

(e) No broker who is gainfully employed, or who is engaged in a non-real estate related field, may employ any licensee to work under the broker's license issued to such broker. A broker who is employed or who is engaged in any field other than real estate will be presumed to be gainfully employed or engaged in a non-real estate related field. This presumption may be overcome by proof that such employment or engagement is (1) in a real estate related field, and (2) conducted in the same office as the broker's real estate business.

10.5 Advertising

(a) A licensee may not advertise any property, including the licensee's own property, for sale or rent, or display a real estate sign without including in that advertisement or sign the name of the firm with whom that licensee is licensed.

(b) A principal broker and any persons licensed with said principal broker shall not advertise or otherwise conduct real estate brokerage business under any name other than the name in which the principal broker's license has been issued.

(c) In public advertising, a principal broker shall be especially careful to present a true picture and should not permit licensees to use individual names or telephone numbers, unless the licensee's connection with the broker is obvious in the advertisement.

10.6 Knowledge of Property

A licensee shall exert reasonable efforts to ascertain those facts which are material to the value or desirability of every property for which the licensee accepts the agency, so that in offering the property, the licensee will be informed about its condition and thus able to avoid intentional or negligent misrepresentation to the public concerning such property.

10.7 Handling of Funds; Maintenance of Records

(a)(1) A licensee shall immediately deliver to the principal broker any money or other consideration received in connection with a real estate transaction which belongs to others, such as escrow or trust funds, clients' moneys, earnest moneys, rents, advance fees, deposits, etc.

(2) A broker shall deposit all advance fees in the broker's trust account and shall disburse such funds only in accordance with the terms of a written agreement signed by the owner of the funds. If such written agreement is not received within a reasonable time after payment of the advance fee, the fee shall be refunded to the owner.

(3) "Advance fee" means any fee charged for services to be paid in advance of the rendering of such services, including, without limitation, any fee charged for listing, advertising, or offering for sale or lease any real property.

(b)(1) Each principal broker shall maintain complete records of all real estate business handled by that firm. Separate files for each real estate transaction conducted by the firm shall be

maintained and shall contain signed copies of any of the following documents which were prepared in connection with the transaction: (i) listing contract, (ii) agency contract, (iii) offers, (iv) offer and acceptance contracts, and (v) closing statements, along with any additional documents as may be necessary to make a complete record of each transaction.

(2) Each principal broker shall maintain complete records pertaining to property managed for others. Such records shall include all contracts, financial transactions, receipts, statements, repair estimates and other documents relating to management of the property.

(3) All records required by Regulation 10.7 shall be maintained by the principal broker for three (3) years or such time as may be required by law, whichever is greater, and shall be open to inspection by and made available to the investigative staff of the Commission at the firm's office or other location designated by the Commission. All records required by Regulation 10.7 may be maintained in an electronic form provided that a copy of the records can be produced as required by this regulation.

(c) When a real estate firm ceases to do business and to maintain an office, the last principal broker remaining with the firm shall be responsible for all records of the firm, including the firm's real estate trust account and transaction records, and at the time the real estate firm's office is closed, the principal broker shall immediately notify the Commission of the address and phone number of the place where those records are being maintained. If for any reason the broker delivers custody or responsibility for those records to another person or firm, he/she shall immediately notify the Commission of such transfer and furnish the name, address and phone number of such person or firm.

10.8 Trust Funds; Trust Accounts

(a) "Trust funds" means and includes money or other things of value not belonging to the principal broker but which are received by the principal broker or any of the principal broker's licensees in connection with a real estate transaction or real estate activity, including without limitation, clients' moneys, earnest moneys, rents, advance fees, deposits, etc. For purposes of the Arkansas Real Estate License Law and Commission Regulations, any funds deposited in a broker's trust account are presumed to be trust funds.

(b) Except as provided in Regulation 10.8(d), a principal broker shall not commingle trust funds with personal funds or other non-trust funds and shall not deposit or maintain trust funds in a personal account or any kind of business account except a specifically designated trust account.

(c) A principal broker who receives trust funds shall either maintain a separate trust account or shall have an escrow agent for all such trust funds. The principal broker of the firm shall be solely responsible and accountable for any funds delivered to an escrow agent selected by the principal broker, but shall not be responsible for funds delivered to an escrow agent selected by the parties. Except as authorized by Regulations 10.8(i) and 12.2, the trust account shall be non-interest bearing. The name on the account shall include either "trust" or "escrow" and must

be located in an institution insured by either the FDIC or some other insuring agent of the federal government.

(d) A principal broker may maintain the broker's own funds in a designated trust account only when they are clearly identified as the broker's deposit and only for the following purposes:

(1) If the bank in which the account is maintained designates a specific minimum balance that must be maintained in order to keep the account open, the broker may maintain that amount in the account designated as the broker's funds.

(2) If the bank in which the account is maintained requires a service charge to be paid for the account, the broker may maintain a reasonable amount to cover that service charge in the account in the broker's name, provided, however, that such amount shall not exceed the total of six (6) months service charges.

(e) With regard to each separate trust account, the principal broker shall submit to the Commission in writing the following:

(1) Name and number of the account. (2) Name and address of the bank. (3) Date the account was opened.

The principal broker shall keep the Commission informed at all times of the foregoing details of each separate trust account.

(f) In addition to the requirements of Regulation 10.8(e), the principal broker shall submit the same information in writing immediately upon any of the following events or occurrences:

(1) Commission approval of real estate firm name. (2) Change of real estate firm name.
(3) Designation of new principal broker.
(4) The account is changed in any respect or closed.

(g)(1) No later than three (3) days following the execution of a real estate contract by both seller and buyer, all trust funds delivered to the principal broker, shall be either deposited in the trust account, delivered to an escrow agent, or deposited pursuant to a written agreement by the seller and buyer. All other funds delivered to the broker pending performance of any act shall be, no later than three (3) days, either deposited in the trust account, delivered to an escrow agent, or deposited pursuant to a written agreement by the seller and buyer. Should the third (3rd) day be a Saturday, Sunday, or legal holiday, then the third (3rd) day is extended to the next day which is not a Saturday, Sunday, or legal holiday. The broker shall maintain an accounting of all funds delivered to the broker and shall keep a signed receipt for any funds the broker delivers to an escrow agent. The broker remains responsible for the funds if the broker selected the escrow agent, but not if the parties selected the escrow agent. A broker shall at all times keep detailed records of all funds coming into the broker's possession and all disbursements made by the broker.

(2) All trust account bank statements shall be reconciled in writing at least monthly and balanced to the total amount of trust funds deposited in the account which have not been disbursed. Copies of such reconciliations shall be kept by the broker for at least three (3) years or for such time as may be required by law, whichever is greater.

(3) All trust fund records, including bank reconciliations, shall be open to inspection by and made available to the investigative staff of the Commission at the firm's office or other location designated by the Commission.

(h)(1) All security deposits made under a rental or lease agreement shall be deposited in the principal broker's trust account, including those deposits made on property owned by any licensee licensed under the principal broker unless the licensee who owns the property has a writ- ten agreement with the tenant providing that the licensee may keep the security deposit in the licensee's separate account. A copy of any such agreement shall be furnished to the principal broker by the licensee.

(2) Provided, however, that a principal broker shall not be responsible for the failures of those licensed under such principal broker to comply with regulation 10.8(h)(1) as long as the principal broker is in compliance with Regulation 10.4.

(i) Nothing in this Regulation 10.8 shall be deemed to prohibit a broker from maintaining certain funds or deposits in particular transactions in an interest-bearing account when required to do so by law or valid regulation of any governmental agency, nor shall it prohibit a broker from maintaining an interest-bearing account while participating in the Interest on Real Estate Brokers' Trust Account program authorized by Section 24 of Act 690 of 1993 [A.C.A. § 17-42-601 et seq.] and Regulations 12.1 and 12.2.

10.9 Disbursement of Trust Funds

(a) A principal broker shall not disburse trust funds from the broker's designated trust account contrary to the terms of a contract for the sale or rental of real estate or other contract pursuant to which the funds were received, and a principal broker shall not fail to disburse trust funds according to the terms of such contract.

(b) Except as otherwise authorized by Regulation 10.8(d), the balance of a principal broker's trust account shall at all times equal the total of the trust funds received for which the broker is accountable.

(c) A principal broker who disburses trust funds from a designated trust account under the following circumstances shall be deemed by the Commission to have fulfilled properly the broker's duty to account for and remit money which the broker is required to maintain and deposit in a designated trust account:

(1) upon the rejection of an offer to buy, sell, rent, lease, exchange or option real estate;

(2) upon the withdrawal of an offer not yet accepted to buy, sell, rent, lease, exchange, or option real estate;

(3) at the closing of the transaction;

(4) upon securing a written agreement which is signed by all parties having an interest in the trust funds and is separate from the contract which directs the broker to hold the funds;

(5) upon the filing of an interpleader action in a court of competent jurisdiction;

(6) upon the order of a court of competent jurisdiction; or

(7) upon a reasonable interpretation of the contract which directed the broker to deposit the funds.

(d) When a broker makes a disbursement to which all parties to the contract have not expressly agreed in writing, the broker must immediately notify all parties in writing of the disbursement.

10.10 Agreements to Be Written

(a) Except as provided in Regulation 10.10(b), a licensee, for the protection of the public and of all parties with whom the licensee deals, shall see that the exact agreement of the parties regarding real estate is in writing. A licensee shall also see that clients and other parties to the transaction with whom the licensee deals receive copies of such agreements signed by all parties. (Examples: Exclusive agency agreements or contracts, real estate contracts, closing statements, lease agreements, management agreements, financial obligations and commitments, etc.) It is strongly recommended that a licensee obtain written acknowledgement from the buyer and/or seller that the buyer and/or seller have received signed copies. [Amended 1-1-05]

(b) It is strongly recommended that non-exclusive agency agreements or contracts be in writing. [Amended 1-1-05]

(c) In compliance with the Arkansas Supreme Court decision in the case of Pope County Bar Association, Inc. vs. Suggs, 724 S.W. 2nd 828 (1981), real estate forms used by licensees in the regular course of business shall be approved by a licensed Arkansas attorney prior to use. The licensee shall be responsible for providing evidence of such approval by a licensed Arkansas attorney upon request of the Commission.

10.11 Self Dealing

Licensees shall not buy, sell, rent or lease property for themselves or for a corporation, partnership or association in which they have an interest without first making full disclosure to the buyer or seller, as the case may be, of the exact facts that they are licensed as a real estate broker or salesperson and are buying, renting or leasing the property for their own account or

have an interest in the property which they are selling, renting or leasing. All such disclosures must be made in writing before the sales, rental or lease contract is entered into.

10.12 Offers and Acceptances

(a) All offers received on a specific property shall promptly be presented to the seller by the listing firm or other licensee designated by an authorized representative of the listing firm.

(b) Every offer received must be signed by the licensee who receives it and by that licensee's supervising broker. Every acceptance must be signed by the listing licensee and that licensee's supervising broker. (It is desirable for the supervising brokers of the selling licensee and listing licensee to review and sign each real estate contract before it is submitted to the seller, although that is not always possible. However, such supervising brokers shall review and sign the real estate contract as soon as possible after it is received, and, in all cases, prior to closing.)

10.13 Listing Agreements; Signs

(a) If a firm holds an exclusive listing contract on a parcel of property, the selling licensee shall not contact the seller about showing the property or negotiating the sale without prior permission from the listing firm or other licensee designated by an authorized representative of the listing firm. Any offers received by the selling licensee shall be presented to the firm holding the exclusive listing contract not later than the close of the next business day after receipt of the offer. Likewise, all earnest moneys and deposits shall be forwarded to the listing firm for deposit in the listing firm's trust account. The listing firm or other licensee designated by an authorized representative of the listing firm shall then present the offer to the seller. The selling licensee may accompany the listing licensee with the latter's permission, but shall not contact the seller without prior permission from an authorized representative of the listing firm.

(b) A licensee shall not knowingly enter into an agency agreement or contract when there is reason to believe that there is an existing exclusive agency agreement or contract in force without first communicating with the other principal broker who holds such agreement or contract to confirm its existence. If there is an existing exclusive agency agreement or contract in force, the licensee shall not enter into another agency agreement or contract without first notifying the client in writing to consult with an attorney regarding the risk of being liable for two (2) separate commissions.

(c) Signs offering or advertising a property may be on the property only during the existence of a listing agreement, unless otherwise authorized by the owner.

10.14 Reporting Violations

It is the duty of each licensee to report in writing to the Commission any information coming to the licensee's knowledge which is or may be (1) a violation of the Arkansas Real Estate License Law; or (2) a violation of the Commission Regulations.

10.15 Broker's Price Opinion

(a) A “broker’s price opinion” means an estimate prepared by a licensee that details the probable selling price of real estate and provides a varying level of detail about the real estate’s condition, market, and neighborhood, and information about sales of comparable real estate. A “market analysis” is similar to a broker price opinion but is usually limited to comparison to other real property currently or recently in the market place; whereas, the preparer of a broker price opinion may utilize other basis for the report. In the preparation or issuance of a broker price opinion or market analysis, usage of the terms “market value”, “appraised value” or “appraisal”, shall be presumed to be in violation of Ark.Code. Ann. § 17-42-110(d) and subject to appropriate sanctions. It is highly recommended that a licensee avoid other general references to “value” of the property when preparing or issuing a broker price opinion or market analysis. A report in which a broker price opinion is prepared or issued by a real estate licensee must include within the body of the written report or in a separate cover letter the following:

- (1) A brief description of the subject property.
- (2) The basis used to determine the broker’s price opinion to include any applicable market data and with regard to commercial properties, the computation of capitalization, including the capitalization rate;
- (3) Any assumptions or limiting conditions used to determine the broker price opinion (Examples: repairs, items to be removed from property, zoning change, new or different access other than what is currently available, special financing, hazardous waste, nuisance removal, etc.)
- (4) A disclosure of any existing or contemplated interest of every licensee who prepares or provides the broker price opinion, including, without limitation, the possibility of a licensee representing the seller or lessor, or the buyer or lessee;
- (5) The names and signatures of the licensee who prepared or issued the broker price opinion and of the principal broker or designated executive broker with whom the licensee is associated;
- (6) The name of the real estate firm with whom the licensee who prepared or issued the broker price opinion is licensed; and
- (7) The date of issuance of the broker price opinion;
- (8) In at least 14-point bold type, the following disclaimer:

Notwithstanding any preprinted language to the contrary, this opinion is not an appraisal of the market value of the property. If an appraisal is desired, the services of a licensed or certified appraiser must be obtained. Pursuant to Ark. Code. Ann. § 17-42-110(d), a broker price opinion or market analysis issued by a real estate licensee shall not contain the terms “market value”, “appraised value”, or “appraisal”.

Any reference in the report to a specific marketing time period is for illustrative purposes only and does not obligate the licensee or broker to sell the property within the stated timeframe or act as a representation or guarantee that the property will be sold within such timeframe.

Unless otherwise indicated, the broker price opinion assumes without investigation a fee simple title ownership interest without any reservation of minerals, subsurface rights, or otherwise.

This broker price opinion report is to be used solely for purposes allowed by state and federal law. If the report is to be used for any purpose not specifically allowed by state and federal law, legal counsel should be consulted.

(b) A licensee shall furnish to the principal broker or designated executive broker with whom the licensee is associated, copies of all broker price opinion reports, including the cover letter described above, which shall be maintained on file in accordance with the record keeping requirements of this chapter.

(c) A licensee may produce or transmit a written broker price opinion electronically to any person entitled to receive it. A broker price opinion that is submitted electronically is subject to any regulations relating to recordkeeping as adopted pursuant to this chapter, including inclusion of the cover letter required in (a) above.

(d) A principal broker or designated executive broker is responsible for the preparation and issuance of a broker price opinion by any licensee who is associated with the broker unless the broker price opinion was prepared or issued independently and without permission or authority from the broker. If the principal broker or designated executive broker learns that a licensee has prepared or issued a broker price opinion independently, that broker must comply with Commission Regulation 10.1(a) by immediately notifying the Commission in writing and forwarding such licensee's license to the Commission.

10.16 Criminal Convictions and Disciplinary Actions

(a) A licensee who is convicted of or pleads guilty or nolo contendere to any crime other than a traffic violation shall make written report thereof to the Commission within thirty (30) days after the conviction or plea. The report shall include the date of the offense and of the conviction or plea, the name and address of the court, the specific crime for which convicted, or to which the plea is entered, the fine, penalty and/or other sanctions imposed, and copies of the charging document and judgement of conviction or other disposition, including probation or suspension of sentence. The report shall also include the licensee's explanation of the circumstances which led to the charge and conviction or plea, along with any other information which the licensee wishes to submit.

(b) A licensee who, after the initiation of an investigation, hearing or other administrative action surrenders or who has a professional, vocational or occupational license, permit, certification or

registration denied, revoked, suspended or cancelled or who is subject to any sanctions, including probation, involving such license, permit, certification or registration or who is the subject of sanctions for practicing a profession without a license shall make written report thereof to the Commission within thirty (30) days after such action. The report shall include the date of the action, the name and address of the regulatory agency which has taken the action and copies of documents pertaining thereto. The report shall also include the licensee's explanation of the circumstances which led to the action, along with any additional information the licensee wishes to submit.

(c) An applicant for a real estate license who has been convicted of or pleaded guilty or nolo contendere to any crime other than a traffic violation or who, after the initiation of an investigation, hearing or other administrative action, has surrendered or has had a professional, vocational or occupational license, permit, certification or registration denied, revoked, suspended or cancelled or who has been subjected to any sanctions, including probation, involving such a license, permit certification or registration, shall furnish the written report referred to in Regulation 10.16 (a) and/or (b) to the Commission at the time the application is submitted if such action has already occurred, otherwise such report shall be made immediately after the action occurs.

10.17 [Repealed.]

10.18 Property management definitions.

(a) "Audit trail" means a documented history of a financial transaction by which the transaction can be traced to its source.

(b) "Occupant" means a person who rents a property on a nightly basis.

(c) "Tenant" means a person who rents a property on other than a nightly basis.

(d) "Property Manager" means a licensed principal broker or designated executive broker who performs property management activities pursuant to A. C. A. § 17-42-103(9)

(e) This section does not apply to any residential property management program operated or regulated by a federal or state act or agency which includes specific record keeping requirements that the commission determines are substantially equivalent to or greater than that required by this section.

10.19 Property management agreement.

(a) A principal broker or designated executive broker must not engage in the management of residential rental real estate without a written, current property management agreement between the owner and the property manager. A property management agreement must include the following:

(1) Name, address and other contact information for property owner; (2) The address or legal description of the property to be managed;

(3) The duties and responsibilities of the property manager and owner;

(4) The authority and power given by the owner to the property manager;

(5) The management fees, application fees, screening fees, rebates, discounts, overrides and any other form of compensation to be received by the property manager for management of rental real estate including when such compensation is earned and when it will be paid;

(6) A description of the monthly statements of accounting the property manager will provide to the owner;

(7) The duration of the agreement, rollover provisions, renewal clauses or automatic extensions, if any;

(8) The method by which the property management agreement can be terminated and any other terms and conditions of the agreement;

(9) Signatures of the property manager or executive broker and property owner; and

(10) The date of the agreement.

(b) The property manager must promptly deliver a legible copy of the fully executed property management agreement, and any addenda or amendments, to the owner.

10.20 Tenant agreement.

(a) A property manager shall not lease property he manages without a written agreement with the tenant.

(b) Each lease or rental agreement for residential real estate managed by the property manager must contain the following:

(1) The name and business address of the property manager and his firm;

(2) The name, address and other contact information of the tenant;

(3) The mailing address or unit number of property being rented or leased;

(4) Payment conditions and amounts pertinent to the rental or lease, and the rental or lease term;

(5) The amount of and the reason for all funds paid by the tenant to the property manager at the outset of the agreement including funds for rent, security deposits, and any other fees;

(6) The location where or entity by whom security deposits will be held;

(7) Method by which tenant will be notified in the event of termination of property manager's property management agreement to include handling of tenant's security deposit; and

(8) Signatures of the current property manager or current executive broker and tenant.

(c) A tenant's refusal to sign the lease agreement shall not constitute noncompliance by the property manager with the terms stated herein.

(d) A property manager may not expend any tenant security deposits for payment of any expenses or fees not otherwise allowed by the tenant's rental or lease agreement.

10.21 Property management accounting and recordkeeping.

(a) A property manager must retain records of all deposits in a manner in which they are traceable to the owners' and tenants' ledgers. A property manager must retain records identifying the amount of and purpose of each disbursement entered into the owner's and tenants' ledgers.

(b) The property manager shall disclose to the owner, in writing, the property manager's use of any employees or a business in which the property manager or any persons licensed under him has a pecuniary interest to provide billable services to the owner's property.

10.22 Property management owner ledgers.

(a) A property manager must prepare and maintain at least one separate owner's ledger for each property management agreement, for all monies received and disbursed.

(b) If a property is utilized for nightly rentals, a separate ledger account must be maintained for that property. Each occupant of the property must be identified, including the dates of occupancy and amounts paid.

(c) If a property manager has access to a separate banking or escrow account owned or controlled by the property owner pursuant to a property management agreement, the property manager may maintain either a record of receipts and disbursements or check register in lieu of an owner's ledger.

(d) All owner ledgers must contain the property manager's name, identification of property being managed, and the following information for each deposit of funds:

- (1) The amount of funds received;
- (2) The purpose of the funds and identity of the person who tendered the funds;
- (3) The check number, cash receipt number or a unique series of letters and/or numbers that establish an audit trail to the receipt of funds;
- (4) The date the funds were deposited; and
- (5) The balance of each recorded entry.

(e) For each disbursement of funds, all owner ledgers must contain the following information:

- (1) The date the funds were disbursed;
- (2) The amount of funds disbursed;
- (3) The check number or bank-generated electronic tracking number;
- (4) The payee of the disbursement;
- (5) The purpose of the disbursement; and
- (6) The balance after each recorded entry.

(f) If more than one property is managed for a property owner, each entry for deposit or disbursement must identify the applicable property rather than just the owner. If a property management agreement with an owner allows the property manager to use funds collected for one property to apply to expenses of another property owned by the same owner, an overall compilation/accounting shall be prepared for the owner.

(g) At a minimum, once each month, a report showing all receipts and disbursements for the account of the owner must be provided to the owner. A copy or electronic version of each such report must be available through the property manager's records system.

10.23 Property management tenant ledgers.

(a) A property manager must prepare and maintain at least one tenant's ledger for each unit from whom the property manager has received any funds under a property management agreement, whether or not the tenant has executed a written rental or lease agreement at the time of payment of funds to the property manager.

(b) All tenant ledgers must contain the tenant's name and the legal description or physical address of the property sufficient to distinguish that property from other rental units, or a unique series of letters or numbers that establishes an audit trail.

(c) For each deposit of funds, all tenant ledgers must contain the following information:

(1) The amount of funds received;

(2) The purpose of the funds and identity of the person who tendered the funds;

(3) The check number, cash receipt number or a unique series of letters or number that establishes an audit trail to the receipt of funds;

(4) The date the funds were received; and

(5) The balance after each recorded entry.

(d) For each disbursement of funds, all tenant ledgers must contain the following information:

(1) The date the funds were disbursed;

(2) The amount of funds disbursed;

(3) The check number or bank-generated electronic tracking number;

(4) The payee of the disbursement;

(5) The purpose of the disbursement; and

(6) The balance after each recorded entry.

(e) In lieu of an individual tenant ledger a property manager may prepare and maintain a separate record of the receipt of funds from prospective tenants who do not become tenants after such payment.

10.24 Property management cash receipts.

(a) If a property manager chooses to accept cash, he or his designee must prepare a legible written receipt for any cash funds received under a property management agreement or from a prospective tenant. A copy of the receipt must be maintained in the property manager's records. Cash receipts must be consecutively pre-numbered, be printed in at least duplicate form and must contain:

- (1) The date of receipt of cash funds;
- (2) The amount of the funds;
- (3) The reason for payment or collection of the funds received;

- (4) The identity of the property for which the cash funds were received;

- (5) The tenant's name;
- (6) The payer of the funds if different than the tenant;
- (7) The payee of the funds; and

- (8) The name and signature of the individual who actually received the cash and prepared the receipt.