

## **Hey I just met you – and this is crazy – but sell my house, maybe? Nagle Law Group**

According to the [Arizona Department of Real Estate](#) there are more than 78,000 real estate agents and brokers in Arizona. Why are there so many? Because the barrier to entry is really, really low in Arizona; all you need to do is sit through 90 hours of class (which focuses solely on passing the license exam), be 18 years old, have a clean criminal record and pass the state licensing exam - that's it. High school diploma required? No. Formal training or professional experience in real estate required? Nope. Basically just about anybody who can pass the test can become a licensed real estate agent.

While using an agent or Realtor is not required by Arizona law, most people do because a real estate transactions is among the most significant financial decisions they'll make. It is important to do some research and pick a reputable, licensed real estate professional. Some tips on selecting the right one:

**Do your homework.** [Judy Lowe, Commissioner of the Arizona Dept. of Real Estate](#), recently sent out a [special bulletin from the state](#) showing that there have been hundreds of disciplinary actions against licensed agents and brokerages since September and some 450 licenses were suspended or revoked. These violations range from fraudulent use of escrow accounts to lack of disclosure and felony convictions not being reported. The first thing you need to do is to look up a prospective agent to make sure they are licensed in good standing and check for any disciplinary actions against them; you can access the state database through the ADRE website at <http://services.azre.gov/publicdatabase/>. Here in Maricopa County you can also search the [Superior Court civil database](#) to see if they have been sued.

**Ask around.** One of the best things you can do is ask friends, family and colleagues if they can recommend a good agent or broker – not just somebody that they know, but a real estate professional that they've personally worked with. Successful agents make client satisfaction their number one priority and put their needs before their own. We have a list of recommended agents at Nagle Law Group – contact me if you'd like to know who we like to work with.

**Hire your own attorney.** Arizona custom does not require attorney involvement in residential real estate transactions but it is absolutely essential that you have a real estate lawyer review everything for you. The Arizona Association of Realtors strongly suggests that you do as well. For example, in standard contracts used in Arizona such as a Listing Agreement, it is explicitly stated that realtors are not giving legal or tax advice and they suggest, in writing, that you have your own attorney review (and by the way, signing that agreement means you are waiving any legal rights to sue the broker if they make a major mistake or misinform you). The reality is many real estate agents discourage attorney involvement because their top priority is making commission on your transaction; an attorney's top priority is protecting you and your best interests.

It is very easy to become a licensed real estate agent in Arizona, but that does not mean he or she is qualified to handle the most significant financial transaction for you and your family. Do your homework and pick a reputable agent – especially if you are underwater with your mortgage and considering a short sale. If you are considering a real estate transaction, contact Nagle Law Group for a consultation at 602-595-3156. Our reputation for working with home owners and buyers speaks for itself. To learn more, visit [www.naglelawgroup.com](http://www.naglelawgroup.com).