

ARIZONA STATE LAND DEPARTMENT
BROKER INFORMATION and ELIGIBILITY REQUIREMENTS
BROKER REGISTRATION/BIDDER CERTIFICATION FORM IS AVAILABLE ON
THE ARIZONA STATE LAND DEPARTMENT (“ASLD”) WEB SITE AT:
www.AzLand.gov

1. COMMISSIONS may be paid to any person holding an active Arizona real estate broker’s license if such broker is the procuring cause of a sale or long-term commercial lease of state trust land at public auction. A commission shall not be paid:
 - A. To a broker who is also a potential purchaser or lessee (hereafter referred to as “Potential Bidder”) at the public auction;
 - B. If the Potential Bidder previously registered with another broker for the same auction; or
 - C. To a broker who represents a Potential Bidder who is a governmental agency.
2. THE commission shall only be paid to the broker representing the successful bidder upon delivery of the certificate of purchase or patent, or lease, or after final disposition of any protests or appeals resulting from the auction, whichever occurs later.
3. THE payment of a Broker Commission and/or a Selling and Administrative fee is within the ASLD Commissioner’s discretion.
4. SELLING and Administrative fees, if paid, shall be a percentage of the final amount bid for the land at public auction.
A single commission may be paid from the Selling and Administrative Fees at an amount determined by the ASLD Commissioner. The maximum commission payable shall be five hundred thousand dollars (\$500,000.00).
5. NO commission shall be paid to a real estate broker by the ASLD when the successful bidder at auction is a beneficiary of the land trust.
6. NO commission shall be paid to a broker who, in the opinion of the ASLD, is affiliated in any way with the successful bidder, other than as the procuring broker.
7. IF the applicant is represented by a broker, the broker must be named:
 - A. On the purchase or long-term lease application submitted electronically to ASLD; and
 - B. On the original, hard-copy ASLD Broker Registration/Bidder Certification form, which must be submitted to ASLD within seven (7) days of the electronic submission of the aforementioned application, as evidenced by the ASLD’s time stamp.
8. A broker representing a Potential Bidder, other than the applicant, shall submit a completed, original, ASLD Broker Registration/Bidder Certification form, pursuant to A.A.C. 12-5-413, no later than three (3) business days prior to the date of the auction, either by mail or hand delivery to:

Arizona State Land Department
Public Records, Room 150
1616 West Adams Street
Phoenix, Arizona 85007
9. THE ASLD’s Public Records Section is open Monday through Friday, from 8:00 a.m. to 5:00 p.m., exclusive of holidays and weekends.
10. IN the event of a dispute between the ASLD and the broker, the dispute shall be resolved through arbitration but only to the extent required by A.R.S. § 12-1518.
11. BROKER shall defend, indemnify and hold ASLD harmless, from and against any and all liability, obligations, losses, damages, penalties, claims, fines, actions, suits, costs, taxes, charges, expenses and disbursements, including legal fees and expenses of whatever kind or nature imposed on, incurred by, or reserved against ASLD in any way relating or arising out of services rendered by the broker in connection with the sale or long-term lease of the property to the successful bidder.
12. ORIGINAL signatures of the DESIGNATED BROKER, SALESPERSON, and POTENTIAL BIDDER must ALL appear on ONE form. Photocopies or facsimiles WILL NOT be accepted by the ASLD. Registration must be submitted on ASLD’s Broker Registration/Bidder Certification form.

STATE LAND DEPARTMENT POLICY MEMO NO. P88-1

DATE ISSUED: 07/07/88

AMENDED: 06/05/19

TO: DIVISION DIRECTORS

FROM: LISA A. ATKINS /s/
COMMISSIONER

SUBJECT: SELLING AND ADMINISTRATIVE FEES AND BROKER COMMISSION RATES
FOR LAND SALES AND LONG-TERM LEASES

A.R.S. § 37-132(B)(2), allows the use of private real estate brokers to assist in any sale or long-term lease of state land and the payment of a commission to a broker that is licensed pursuant to title 32, chapter 20 that provides the purchaser or lessee at auction from fees collected under A.R.S. § 37-107 (B)(1).

A.R.S. § 37-107, subsection B, paragraph 1, deals with the Department's ability to charge a selling and administrative fee of up to 3% of the consideration paid for all lands and improvements sold or long-term leased.

The charging of a Selling and Administration fee and/or the payment of a Broker Commission is within the Commissioner's discretion. No Broker Commission fee shall paid to a real estate broker if the successful bidder at auction is the beneficiary of the land trust.

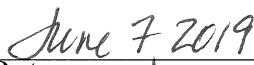
Selling and Administrative fees, if charged, shall be a percentage of the final amount bid for the land at public auction. The Broker Commission, if paid, shall be at an amount determined by the Commissioner and shall be paid from the Selling and Administrative Fees collected. The maximum commission payable shall be \$500,000.00 (five hundred thousand dollars).

Any fee collected in excess of a brokerage commission paid shall be collected by the Department for deposit in the Trust Land Management Fund.

The amended content contained within this Policy Memo (P88-1) is implemented with my full concurrence and authorization, as well as the concurrence of the Arizona State Land Department Division Directors and Deputy Commissioner. These amendments have become effective June 5, 2019.



Lisa A. Atkins, Commissioner



Date

Amended:	
text:	06/05/19 Removed "and/or a Selling and Administrative fee" and "be collected by the Department or" from 3 rd ¶ & added "charging of a Selling and Administration fee and/or the" to 3 rd ¶. Removed "paid", "sale value, or" and "cumulative base rent of the lease plus the bonus bid, if any" from 4 th ¶ & added "charged", "amount bid for" and "land" to 4 th ¶; 06/27/16 Removed text including Selling and Administrative calculation and sliding scale; 08/10/98; 06/19/03; 03/22/05; 07/16/08 (%fee change); 08/27/10 statute & fund change + improvements clauses; 9/24/14 Removed "Selling and Administrative fee or" from 2 nd ¶ & added "if paid" to 3 rd ¶.
form:	08/25/99
Re-Issued:	Formerly issued as Policy Memo No. 45. Re-Issued as P88-1, 09/25/96.

ARIZONA ADMINISTRATIVE CODE

TITLE 12. NATURAL RESOURCES

CHAPTER 5. STATE LAND DEPARTMENT

ARTICLE 4. SALES

Historical Note

Editor's Note: The following Section was amended by emergency rulemaking effective December 20, 2002 to November 18, 2003. The State Land Department filed a rulemaking package for the permanent Section October 8, 2003, without requesting an immediate effective date. The effective date of the permanent rule would have been December 7, 2003, creating a three-week "window" during which neither the emergency rule nor the amended permanent rule would have been in effect. To avoid this, the Department refiled the permanent rule with the Governor's Regulatory Review Council, this time requesting an immediate effective date. G.R.R.C. approved the refiled rule and filed it with the Secretary of State November 4, 2003, thereby resolving the issue (Supp. 03-4)

R12-5-413. Real Estate Broker Commissions

A. The Commissioner may offer a commission for the sale or long-term commercial lease of state land at public auction. In determining whether to offer a commission for the sale or long-term commercial lease of state land at public auction, the Commissioner shall consider the following factors:

1. The appraised value of the parcel being offered,
2. The location and size of the parcel being offered,
3. The terms of the sale or lease,
4. The marketability of the land, and
5. The best interest of the State Trust.

B. If a commission is offered for the sale or long-term commercial lease of state land at public auction, the Department shall pay the commission from the fees collected under A.R.S. § 37-108(A)(10)(a).

C. The Department shall publish the decision of the Commissioner to pay or not pay a commission for the sale or long-term commercial lease of state land and the amount and terms of the commission offered, if any, in the public notice of the auction.

D. Upon determination by the Commissioner that a commission will be offered on a sale or long-term commercial lease, a person holding an active real estate broker license in this state is eligible to receive the commission, from the Department, by registering with the Department the successful purchaser or lessee at public auction. A broker shall register himself or herself and the potential purchaser or lessee with the Department no later than three business days before the auction. The broker shall register in writing and include the following:

1. Name and address of the brokerage;
2. Name and real estate license number of the broker and any real estate salesperson acting as an agent for the broker at the public auction;
3. Name and address of the potential purchaser or lessee;
4. Auction number, location, and parcel number of the land to be auctioned for sale or lease; and
5. Signature of the broker or salesperson and the potential purchaser or lessee verifying that the broker or salesperson represents the potential purchaser or lessee and that together they have inspected the land to be auctioned for sale or lease.

E. A broker shall submit registration meeting the requirements of subsection (D) by mail or hand-delivery to the Department's public counter, Phoenix, Arizona 85007. The Department deems registration received on the date postmarked if mailed or time-stamped if hand-delivered. A broker shall not register the following:

1. A potential purchaser or lessee who is registered with another broker for the same auction, or
2. A governmental agency.

F. The Department shall pay the commission to the broker representing the successful purchaser or long-term commercial lessee at the time of delivery of the certificate of purchase or patent, or lease, or after final disposition of any protests or appeals resulting from the auction, whichever occurs later.

G. The Department shall not pay a commission to a broker if the Commissioner determines that the broker has violated this Section.

H. For the purpose of this Section, the following definitions apply:

1. "Long-term commercial lease" means a lease granted on state land for commercial purposes to the highest and best bidder at public auction for a term in excess of 10 years, but not more than 99 years.
2. "Commercial lease" means an agreement by which an owner of real property (lessor) gives the right of possession to another (lessee) for a specified period of time (term) and for a specified consideration (rent).

Historical Note

Adopted effective February 9, 1996 (Supp. 96-1). Section R12-5-413 amended by emergency rulemaking under A.R.S. § 41-1026 at 8 A.A.R. 5151, effective December 20, 2002 for a period of 180 days (Supp. 02-4). Emergency rulemaking renewed under A.R.S. § 41-1026(D) at 9 A.A.R. 1963, effective May 23, 2003 for a period of 180 days (Supp. 03-2). Emergency rule repealed under A.R.S. § 41-1026(E); replaced by permanent Section R12-5-413 amended by final rulemaking at 9 A.A.R. 5038, effective November 4, 2003. For more information, see the Editor's Note preceding this Section (Supp. 03-4).

ARIZONA STATE LAND DEPARTMENT
BROKER REGISTRATION / BIDDER CERTIFICATION

PUBLIC AUCTION LAND SALE *OR* LONG-TERM LEASE NO. _____

1. BROKER REGISTRATION

BROKERAGE: _____ PHONE NUMBER: _____

ADDRESS: _____

BROKER/SALESPERSON: _____ LICENSE NUMBER: _____

DESIGNATED BROKER: _____ LICENSE NUMBER: _____

I certify that the above information is correct, that I am the BROKER/SALESPERSON as referenced in Item 1 above, representing the POTENTIAL BIDDER as referenced in Item 2 below, and that together with the POTENTIAL BIDDER I have inspected the land sale/long-term lease parcel as referenced in Item 3 of this document. I hereby acknowledge receipt of the BROKER/BIDDER INFORMATION PACKET including Arizona Administrative Code TITLE 12. NATURAL RESOURCES; CHAPTER 5. LAND DEPARTMENT; ARTICLE 4. SALES-EMERGENCY RULEMAKING R12-5-413 (Real Estate Commissions) and agree that any and all activities will be conducted in accordance with these rules, Arizona Real Estate Department Commissioner's Rules, and all applicable statutes. I affirm that I have no other affiliation with the POTENTIAL BIDDER, other than as the procuring BROKER/SALESPERSON.

Signature of BROKER/SALESPERSON

Date

Signature of DESIGNATED BROKER

Date

2. BIDDER CERTIFICATION

POTENTIAL BIDDER: _____ REPRESENTATIVE: _____
(Entity Name) (Printed Name & Title)

PHONE NUMBER: _____ ADDRESS: _____

I certify that the above information is correct and that the name and address listed in Item 2 above is of the entity that will bid and take title if successful; that I am the POTENTIAL BIDDER represented by the BROKER/SALESPERSON in Item 1 above; that no other BROKER/SALESPERSON has registered on my behalf in connection with this auction and that, together with the above referenced BROKER/SALESPERSON, I have inspected the land sale/long-term lease parcel as represented in Item 3 of this document. I affirm that the POTENTIAL BIDDER listed in Item 2 above has no other affiliation with the BROKER/SALESPERSON listed in Item 1 above, other than as the procuring BROKER/SALESPERSON.

Signature of POTENTIAL BIDDER and/or Authorized REPRESENTATIVE

Date

3. PROPERTY INFORMATION

PROPERTY LOCATION: _____

LEGAL DESCRIPTION (Township, Range, Section, and County): _____

ORIGINAL signatures of the DESIGNATED BROKER, SALESPERSON, and POTENTIAL BIDDER must ALL appear on ONE form. Photocopies or facsimiles WILL NOT be accepted by the ASLD. Registration must be submitted on ASLD's Broker Registration/Bidder Certification form.