



## **2009 TOUR GUIDELINES**

### **Revised Midyear**

The Scottsdale Luxury Home Tour – a marketing meeting of the Scottsdale Area Association of REALTORS® – invites your participation. Meetings and tours are generally held on the first and third Thursday of each month. *Meeting locations vary.* The networking breakfast opens at 8:00 a.m., and the meeting begins at 8:30 a.m. Please check the tour calendar to verify meeting dates and locations.

The caravan tour begins around 9:45 a.m. and concludes around 12:45 p.m. after lunch and a wrap-up discussion. Attendance averages 70-75 for the meetings and 35-40 for the lunches at the last home on tour. (The tour's special events have attracted as many as 165.)

#### **Midyear Revisions**

1. The minimum price for homes on tour has been reduced from \$1 million to \$800,000.
2. The south boundary has been extended from Indian Bend Road to Lincoln Drive.
3. Tour requests may now be submitted online at [www.ScottsdaleLuxuryHomeTour.com](http://www.ScottsdaleLuxuryHomeTour.com).

#### **Revised Boundaries**

The Scottsdale Luxury Home Tour features luxury homes for sale in north Scottsdale. The revised boundaries are:

East Boundary: Town of Fountain Hills

West Boundary: Scottsdale Road

North Boundary: Thunderbird Road

South Boundary: Lincoln Drive

In addition, the tour covers the Kierland master-planned community.

For other tours sponsored by the Scottsdale Area Association of REALTORS®, please see [www.SAARonline.com/marketing](http://www.SAARonline.com/marketing).

## **Guidelines**

1. **NEW RULE THIS YEAR:** Prior to representing a home on tour, a listing agent must have attended another Scottsdale Luxury Home Tour meeting in the last year. If an agent has not attended a meeting in the last year, the agent may submit a tour request, but the home will not be confirmed until the agent has attended a meeting. The tour now maintains an attendance roster.
2. Homes must be priced at a minimum of *either* \$800,000 *or* \$300 per square foot.
3. Listings must be Active in the Multiple Listing Service. Homes under construction, even if Active in MLS, will not be considered until completed.
4. Selection is on a first-come, first-served basis with a maximum of 10 homes per tour (8 homes per tour in the summer).
5. The listing agent or co-listing agent must be present at the meeting beforehand and throughout the tour. An assistant or another agent may not fill in for the listing agent(s).
6. Each agent is allowed only one home per tour. A group or team is allowed two homes per tour if different co-listing agents are responsible for the listings.
7. No home may be featured more than once a year, even if it was toured during that year under a previous listing agent.
8. No substitutions are permitted for scheduled homes.
9. Homes are expected to be available to host the lunch provided by the tour's sponsors at the last home on tour. If a home is vacant or otherwise unavailable for lunch, please inform the Tour Directors when submitting a request.
10. At the lunch, the "Best Home on Tour" is named. To be eligible for that award and to receive the tour's written feedback, a listing agent must be in attendance.
11. The tour fee is \$30.00 (cash or check payable to the Scottsdale Area Association of REALTORS®) to be paid at the meeting along with the \$8.00 admission charge per agent.

## **Request Procedures**

1. Tour requests may be submitted online at [www.ScottsdaleLuxuryHomeTour.com](http://www.ScottsdaleLuxuryHomeTour.com). Alternatively, tour requests can be emailed to Roger Fitness, one of the Tour Directors, at [roger@waltdanley.com](mailto:roger@waltdanley.com). The request must include:
  - a. requested tour date,
  - b. MLS number,

- c. street address and subdivision (if any),
  - d. any special instructions (e.g., gate code),
  - e. any special disclosures (e.g., owner/agent property, short sale, pre-foreclosure, lender-owned property),
  - f. directions if the directions in MLS are incomplete (e.g., “Ask guard for directions.”), and
  - g. contact information, including the mobile telephone number and email address, for the listing agent(s).
2. Tour requests must state that the listing agent has read and understands the Tour Guidelines.
  3. Ordinarily, tour requests will be acknowledged within 48 hours via e-mail. Qualifying listings will be tentatively scheduled at that time for a specific date. If a tour request is not acknowledged promptly, feel free to contact the Tour Directors, whose contact information is posted on [www.ScottsdaleLuxuryHomeTour.com](http://www.ScottsdaleLuxuryHomeTour.com).
  4. If space is not available on the requested date, the home will be scheduled for the next available tour unless otherwise requested by the listing agent.
  5. Agents are responsible for immediately notifying the Tour Directors of any change in the listing’s status (e.g., to Pending, Cancelled or Expired).
  6. A week before each tour, homes that have been scheduled for the upcoming tour will be confirmed.
  7. The tentative order of homes on tour will be e-mailed to the listing agents, generally on the Monday before the tour.