1	Section I. M	lodel C	ity Tax	Code Section 416 is amended as follows effective from and
2	after April 1,	2019.		
3				
4	Sec416	6. Cons	tructio	n contracting: speculative builders.
5	(a)	The ta	ax shall	be equal to percent (%) of the gross income from the
6		busin	ess acti	vity upon every person engaging or continuing in business as a
7		specu	ılative b	uilder within the City.
8		(1)	The g	ross income of a speculative builder considered taxable shall
9			includ	le the total selling price from the sale of improved real property at
10			the tir	ne of closing of escrow or transfer of title.
11		(2)	" <u>Impr</u>	oved Real Property" means any real property:
12			(A)	upon which a new structure has been constructed substantially
13				completed; or
14			(B)	where improvements have been made to land containing no
15				structure (such as paving or landscaping); or
16			(C)	which has been reconstructed as provided by Regulation Section
17				416.2; or
18			(D)	where water, power, and streets have been constructed to the
19				property line.
20			For th	e purpose of paragraph (A), once a structure has been deemed
21			"subs	tantially complete" subsequent improvements to the structure shall
22			not be	e considered for the purpose of determining the date on which a sale
23			transa	action would be taxable under this Section.
24		(3)	" <u>Sale</u>	of Improved Real Property" includes any form of transaction,
25			wheth	ner characterized as a lease or otherwise, which in substance is a

1		transfer of title of, or equitable ownership in, improved real property and
2		includes any lease of the property for a term of thirty (30) years or more
3		(with all options for renewal being included as a part of the term). In the
4		case of multiple unit projects, "sale" refers to the sale of the entire project
5		or to the sale of any individual parcel or unit.
6	(4)	"Partially Improved Residential Real Property", as used in this Section,
7		means any improved real property, as defined in subsection (a)(2) above,
8		being developed for sale-to-individual homeowners, where the
9		construction of the residence upon improvement to such property is not
10		substantially complete at the time of the sale.
11	(b) <u>Exclu</u>	usions.
12	(1)	In cases involving reconstruction contracting, the speculative builder may
13		exclude from gross income the prior value allowed for reconstruction
14		contracting in determining his taxable gross income, as provided by
15		RegulationSection416.2.
16	(2)	Neither the cost nor the fair market value of the land which constitutes
17		part of the improved real property sold may be excluded or deducted from
18		gross income subject to the tax imposed by this Section.
19	++(Local Option #N	A :
20	(2)	Cost of land. Gross income from the sale of improved real property shall
21		not include the seller's original purchase price of the land which is
22		included in the real property sold, when a charge for such land is included
23		in the total selling price of the real property sold.)++
24	OR	
25	++(Local Option #N	J:

1	(2)	<u>Fair n</u>	larket value of land. Gross income from the sale of improved real
2		prope	rty shall not include the "fair market value" of the land which is
3		includ	led in the real property sold, when a charge for such land is included
4		in the	total selling price of the real property sold.
5		(A)	Except as provided in subsection (b)(2)(B) below, the taxpayer
6			must document such "fair market value" to the satisfaction of the
7			Tax Collector, and maintain and provide such documentation upor
8			demand in addition to and in like manner to the books and records
9			required in Article III.
10		(B)	In lieu of the documented fair market value of land allowed in
11			subsection (b)(2)(A) above, an amount equal to twenty percent
12			(20%) of the total selling price may be used to estimate the "fair
13			market value" of land.)++
14	(3)	(Rese	erved)
15	++(Local Option #K	:	
16	(3)	When	the improved real property is located at Fort Huachuca, the sale of
17		such	improved real property is excluded from the tax imposed by this
18		Section	on.)++
19	(4)	A spe	culative builder may exclude gross income from the sale of partially
20		impro	ved residential real property as defined in (a)(4) above to another
21		specu	lative builder only if all of the following conditions are satisfied:
22		(A)	The speculative builder purchasing the partially improved
23			residential real property has a valid City municipal privilege tax
24			license for construction contracting as a speculative builder; and

1			(B)	At the	time of the transaction, the purchaser provides the seller
2				with a	properly completed written declaration that the purchaser
3				assun	nes liability for and will pay all privilege taxes which would
4				otherv	vise be due the City at the time of sale of the partially
5				impro	ved residential real property; and
6			(C)	The s	eller also:
7				(i)	maintains proper records of such transactions in a manner
8					similar to the requirements provided in this chapter relating
9					to sales for resale; and
10				(ii)	retains a copy of the written declaration provided by the
11					buyer for the transaction; and
12				(iii)	is properly licensed with the City as a speculative builder
13					and provides the City with the written declaration attached
14					to the City privilege tax return where he claims the
15					exclusion.
16		(5)	For tax	xable p	eriods beginning from and after July 1, 2008, the portion of
17			gross	procee	ds of sales or gross income attributable to the actual direct
18			costs	of provi	ding architectural or engineering services that are
19			incorp	orated	in a contract is not subject to tax under this section. For the
20			purpos	ses of t	his subsection, "direct costs" means the portion of the actual
21			costs t	that are	directly expended in providing architectural or engineering
22			service	es.	
23	(c)	Tax lia	bility fo	r specu	lative builders occurs at close of escrow or transfer of title,
24		whiche	ever occ	curs ea	rlier, and is subject to the following provisions, relating to
25		exemp	tions, c	deductio	ons and tax credits:

1	(1)	Exem	nptions.	
2		(A)	The (gross proceeds of sales or gross income attributable to the
3			purch	nase of machinery, equipment or other tangible personal
4			prope	erty that is exempt from or deductible from privilege or use tax
5			unde	r:
6			(i)	Section465, subsections (g) and (p)
7			(ii)	Section660, subsections (g) and (p)
8	**(Model Option #	15:		
9			(ii)	(Reserved))**
10			shall	be exempt or deductible, respectively, from the tax imposed
11			by th	is Section.
12		(B)	The g	gross proceeds of sales or gross income received from a
13			contr	act for the construction of an environmentally controlled
14			facilit	y for the raising of poultry for the production of eggs and the
15			sortir	ng, or cooling and packaging of eggs shall be exempt from
16			the ta	ax imposed under this Section.
17		(C)	The g	gross proceeds of sales or gross income that is derived from
18			the in	nstallation, assembly, repair or maintenance of cleanrooms
19			that a	are deducted from the tax base of the retail classification
20			pursu	uant to Section465, subsection (g) shall be exempt from
21			the ta	ax imposed under this section.
22		(D)	The g	gross proceeds of sales or gross income that is derived from
23			a cor	ntract entered into with a person who is engaged in the
24			comr	nercial production of livestock, livestock products or
25			agric	ultural, horticultural, viticultural or floricultural crops or

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products in this state for the construction, alteration, repair, improvement, movement, wrecking or demolition or addition to or subtraction from any building, highway, road, excavation, manufactured building or other structure, project, development or improvement used directly and primarily to prevent, monitor, control or reduce air, water or land pollution shall be exempt from the tax imposed under this Section.

- (E) Any amount attributable to development fees that are incurred in relation to the construction, development or improvement of real property and paid by the taxpayer as defined in the model city tax code or by a contractor providing services to the taxpayer. For the purposes of this paragraph:
 - the attributable amount shall not exceed the value of the development fees actually imposed.
 - (ii) the attributable amount is equal to the total amount of development fees paid by the taxpayer or by a contractor providing services to the taxpayer and the total development fees credited in exchange for the construction of, contribution to or dedication of real property for providing public infrastructure, public safety or other public services necessary to the development. The real property must be the subject of the development fees.
 - (iii) "development fees" means fees imposed to offset capital costs of providing public infrastructure, public safety or other public services to a development and authorized

1			pursuant to A.R.S. Section 9-463.05, A.R.S. Section 11-
2			1102 or A.R.S. Title 48 regardless of the jurisdiction to
3			which the fees are paid.
4	(F)	The g	ross proceeds of sales or gross income that is derived from
5		the va	alue of existing tenant leases in place at the time of the sale
6		shall b	be exempt from tax imposed under this section. The value of
7		the in	-place leases shall be determined as of the close of escrow
8		or trai	nsfer of title as follows:
9		(i)	For a residential lease the value of the in-place lease is the
10			total value of all expected lease receipts through the end of
11			the current lease term multiplied by a factor of 1.5.
12			Expected lease receipts includes non-refundable deposits
13			and excludes all refundable deposits regardless of whether
14			the refundable deposit may be forfeited.
15		(ii)	For a commercial lease the value of the in-place lease is
16			the present value of the expected lease receipts through
17			the end of the current lease term or first option of either
18			party to terminate the lease, whichever is less. The
19			discount rate used to calculate the present value shall be
20			the 100% Mid-term Applicable Federal Rate published by
21			the Internal Revenue Service associated with the payment
22			terms of the lease related to the month preceding the close
23			of escrow plus three (3) percentage points.
24		A tran	saction, whether characterized as a lease or otherwise,
25		which	in substance is a transfer of title of or equitable ownership in

1			improved real property, including any lease of the property for a
2			term of thirty (30) years or more (with all options for renewal being
3			included as a part of the term) is deemed to be a sale of improved
4			real property pursuant to subsection (a)(3) of this section and is
5			not considered an in-place lease.
6	(2) [Deduct	tions.
7	((A)	All state and county taxes associated with the project and reported
8			and paid to the Department of Revenue by a contractor
9			constructing the improvements on the property shall be deducted
10			from the selling price.
11	((B)	All amounts subject to the tax shall be allowed a deduction in the
12			amount of thirty-five percent (35%).
13	•	(B)(C)	The gross proceeds of sales or gross income that is derived from
14			a contract entered into for the installation, assembly, repair or
15			maintenance of income-producing capital equipment, as defined in
16			Section110, that is deducted from the retail classification
17			pursuant to Section465(g), that does not become a
18			permanent attachment to a building, highway, road, railroad,
19			excavation or manufactured building or other structure, project,
20			development or improvement shall be exempt from the tax
21			imposed by this Section. If the ownership of the realty is separate
22			from the ownership of the income-producing capital equipment,
23			the determination as to permanent attachment shall be made as if
24			the ownership was the same. The deduction provided in this
25			paragraph does not include gross proceeds of sales or gross

1			incom	e from that portion of any contracting activity which consists
2			of the	development of, or modification to, real property in order to
3			facilita	te the installation, assembly, repair, maintenance or
4			remov	ral of the income-producing capital equipment. For purposes
5			of this	paragraph, "permanent attachment" means at least one of
6			the fol	lowing:
7			(i)	to be incorporated into real property.
8			(ii)	to become so affixed to real property that it becomes part
9				of the real property.
10			(iii)	to be so attached to real property that removal would
11				cause substantial damage to the real property from which it
12				is removed.
13		(C) (D)	For ta	xable periods beginning from and after July 1, 2008 and
14			endino	g before January 1, 2017, the gross proceeds of sales or
15			gross	income derived from a contract to provide and install a solar
16			energy	y device. The contractor shall register with the department of
17			revenu	ue as a solar energy contractor. By registering, the
18			contra	ctor acknowledges that it will make its books and records
19			relatin	g to sales of solar energy devices available to the
20			depart	tment of revenue and the city, as applicable, for
21			exami	nation.
22	(3)	Tax cr	<u>edits</u> .	
23		The fo	llowing	tax credits are available to owner-builders or speculative
24		builder	s, not t	o exceed the tax liability against which such credits apply,

1	provide	ed such credits are documented to the satisfaction of the tax
2	collecte	or:
3	(A)	A tax credit equal to the amount of city privilege or use tax, or the
4		equivalent excise tax, paid directly to a taxing jurisdiction or as a
5		separately itemized charge paid directly to the vendor with respect
6		to the tangible personal property incorporated into the said
7		structure or improvement to real property undertaken by the
8		owner-builder or speculative builder.
9	(B)	A tax credit equal to the amount of privilege taxes paid to this City,
10		or charged separately to the speculative builder, by a construction
11		contractor, on the gross income derived by said person from the
12		construction of any improvement to the real property.
13	(C)	A tax credit equal to the amount of privilege taxes paid to this City
14		by any speculative builder on the gross income derived by said
15		person from the sale of improved real property pursuant to
16		subsections (a)(2)(B) or (a)(2)(D) of this section against the gross
17		income of any speculative builder from the sale of improved real
18		property pursuant to subsection (a)(2)(A).
19	(C) (D)	No credits provided herein may be claimed until such time that the
20		gross income against which said credits apply is reported.
21		
22	Section II. Model City Tax	Code Section 416.1 is added as follows, repealing and
23	replacing Regulation 416.1	effective from and after April 1, 2019.
24		

1	Sec416	3.1. Speculative builders: homeowner's bona fide non-business sale of a
2	family reside	ence.
3	(a)	A sale of a home, regardless of the stage of completion of such home shall be
4		considered a "homeowner's bona fide non-business sale" and not subject to the
5		tax on speculative builders if:
6		(1) the property was actually used as the principal place of family residence
7		or vacation residence by the immediate family of the seller for the six (6)
8		months next prior to the offer for sale; and
9		(2) the seller has not sold more than two (2) such residences (or, if the
10		residence is a vacation residence, two (2) such vacation residences)
11		within the thirty-six (36) months immediately prior to the offer for sale; and
12		(3) the seller has not licensed, leased, or rented the sold premises for any
13		period within twenty-four (24) months prior to the offer for sale.
14	(b)	In the event that a homeowner of a family residence contracts with a licensed
15		construction contractor for improvements to a residence, the construction
16		contracting on a family residence shall be presumed to be for an owner's bona
17		fide non-business purpose and all construction contractors shall be required to
18		report and pay the tax imposed on all such improvements.
19	(c)	Purchases by a homeowner of tangible personal property for inclusion in any
20		construction, alteration, or repair of his residence shall be subject to tax as retail
21		sales to the ultimate consumer.
22	(d)	"Owner", "Homeowner", and "Seller" as used in this Section shall only mean an
23		individual or qualified trust, and no other entity, association, or representative
24		shall qualify; except that an administrator, executor, personal representative, or
25		guardian in guardianship or probate proceedings, for the estate of a deceased or

1		incompetent person or a minor, may claim "homeowner" status for such person if
2		such person would have otherwise qualified with respect to the specific property
3		involved.
4	(e)	"Qualified trust" as used in this Section means any legal trust where a beneficiary
5		of the trust is an individual that has been the resident of the property and that
6		individual meets the criteria listed in subsection (a) of this Section.
7		
8	Reg416	6.1. Speculative builders: homeowner's bona fide non-business sale of a
9	family reside	ence.
10	(a)	A sale of a custom home, regardless of the stage of completion of such home
11		shall be considered a "homeowner's bona fide non-business sale" and not
12		subject to the tax on speculative builders if:
13		(1) the property was actually used as the principal place of family residence
14		or vacation residence by the immediate family of the seller for the six (6)
15		months next prior to the offer for sale; and
16		(2) the seller has not sold more than two (2) such residences (or, if the
17		residence is a vacation residence, two (2) such vacation residences)
18		within the thirty-six (36) months immediately prior to the offer for sale; and
19		(3) the seller has not licensed, leased, or rented the sold premises for any
20		period within twenty-four (24) months prior to the offer for sale.
21	(b)	In the event that a homeowner of a family residence contracts with a licensed
22		construction contractor for improvements to a residence, the construction
23		contracting on a family residence shall be presumed to be for an owner's bona
24		fide non-business purpose and all construction contractors shall be required to
25		report and pay the tax imposed on all such improvements.

1	(c)	Purc	hases by a homeowner of tangible personal property for inclusion in any
2		cons	truction, alteration, or repair of his residence shall be subject to tax as retail
3		sales	to the ultimate consumer.
4	(d)	" <u>Owr</u>	ner" and "Homeowner" as used in this Regulation shall only mean an
5		indivi	idual, and no other entity, association, or representative shall qualify; except
6		that a	an administrator, executor, personal representative, or guardian in
7		guare	dianship or probate proceedings, for the estate of a deceased or
8		incor	npetent person or a minor, may claim "homeowner" status for such person i
9		such	person would have otherwise qualified with respect to the specific property
10		invol	ved.
11			
12	Section III.	Model	City Tax Code Section 416.2 is added as follows, repealing and
13	replacing Re	egulati	on 416.2 effective from and after April 1, 2019.
14			
15	Sec416	6.2. Re	construction contracting.
16	(a)	"Rec	onstruction (of Real Property)" shall mean the subdividing of real property
17		and,	in addition, all construction contracting activities performed upon said real
18		prope	erty; provided, however, that each of the following conditions are met:
19		(1)	a structure existed on said real property prior to the reconstruction
20			activity; and
21		(2)	the "prior value" of said structure exceeds fifteen percent (15%) of the
22			"prior value" of the integrated property (land, improvements, and
23			structure); and
24		(3)	the total cost of all construction contracting activities performed on said
25			real property in the twenty-four (24) month period prior to the sale of any

1 part of the real property exceeds fifteen percent (15%) of the "prior value" 2 of the real property; and 3 (4) the structure which existed on the real property prior to the reconstruction 4 activity still exists in some form upon the property, and is included, in 5 whole or in part, in the property sold. 6 Except as provided in subsection (c) below, "prior value" means the value of the (b) 7 total integrated property, with improvements, as existing immediately prior to any 8 reconstruction activity. Where, according to Title 42 of the Arizona Revised 9 Statutes, a property's full cash value for secondary tax purposes is intended to 10 represent the property's fair market value, "prior value" shall be the property's full 11 cash value for secondary property tax purposes as determined by the County 12 Assessor in the year immediately preceding the year in which the reconstruction 13 improvement(s) are or could have been included in the County Assessor's 14 valuation. If the County Assessor's valuation is contested or appealed, the final 15 determination at either the administrative or judicial level shall apply. Where, 16 according to Title 42 of the Arizona Revised Statutes, a property's full cash value 17 for secondary property tax purposes is not intended to represent the property's 18 fair market value, "prior value" shall be the property's fair market value prior to 19 the reconstruction improvement(s). 20 (c) "Alternative Prior Value" shall mean that as an alternative to the "prior value" 21 defined above, the taxpayer may use his actual cost of the reconstructed 22 property prior to reconstruction, provided that evidence of such cost is presented 23 to the Tax Collector and is determined by the Tax Collector, in his sole discretion, 24 to be satisfactory. Such evidence shall consist, at a minimum, of proof of the 25 actual, arms-length acquisition price, accompanied by a full appraisal of all

property involved which appraisal shall have been performed by a real estate
broker or MAI appraiser specifically for the purpose of assisting in the acquisition
and further shall have been performed on behalf of the seller or a lending
institution which has lent at least sixty-five percent (65%) of the acquisition price.
(Only long-term lending - not interim or construction financing will be considered.)
This alternative value shall be used only if the property was acquired by the
reconstruction taxpayer not more than thirty-six (36) months prior to a "sale" as
defined below.
A "sale" for the purpose of determining "alternative prior value" or

A "sale" for the purpose of determining "alternative prior value" or "reconstruction" only shall be deemed to have occurred as of the date of the execution of a contract of sale or a deed (joint tenancy or warranty) whichever is earlier, to a purchaser or grantee of any single residential or other occupancy unit. In addition to the foregoing, a lease with option to purchase a single residential unit shall be considered a "sale" at the date of execution of such lease if said option is exercisable by the lessee in not later than nine (9) months.

Further in the case of cooperative apartments, the sale date shall be the date of execution of the contract selling (subject or not to encumbrances, liens or security interests) of a share, or a sufficient number of shares which entitle the purchaser to the occupancy of a residential unit. In all cases a person shall include a husband and wife as a community, or any co-occupants of a single unit as joint tenants.

(d)

23 Reg. ___-416.2. Reconstruction contracting.

1	(a)	"Reconstruction (of Real Property)" shall mean the subdividing of real property
2		and, in addition, all construction contracting activities performed upon said real
3		property; provided, however, that each of the following conditions are met:
4	(1)	a structure existed on said real property prior to the reconstruction activity; and
5	(2)	the "prior value" of said structure exceeds fifteen percent (15%) of the "prior
6		value" of the integrated property (land, improvements, and structure); and
7	(3)	the total cost of all construction contracting activities performed on said real
8		property in the twenty-four (24) month period prior to the sale of any part of the
9		real property exceeds fifteen percent (15%) of the "prior value" of the real
10		property; and
11	(4)	the structure which existed on the real property prior to the reconstruction activity
12		still exists in some form upon the property, and is included, in whole or in part, in
13		the property sold.
14	(b)	Except as provided in subsection (c) below, "prior value" means the value of the
15		total integrated property, with improvements, as existing immediately prior to any
16		reconstruction activity. Where, according to Title 42 of the Arizona Revised
17		Statutes, a property's full cash value for secondary tax purposes is intended to
18		represent the property's fair market value, "prior value" shall be the property's full
19		cash value for secondary property tax purposes as determined by the County
20		Assessor in the year immediately preceding the year in which the reconstruction
21		improvement(s) are or could have been included in the County Assessor's
22		valuation. If the County Assessor's valuation is contested or appealed, the final
23		determination at either the administrative or judicial level shall apply. Where,
24		according to Title 42 of the Arizona Revised Statutes, a property's full cash value
25		for secondary property tax purposes is not intended to represent the property's

1 fair market value, "prior value" shall be the property's fair market value prior to 2 the reconstruction improvement(s). 3 "Alternative Prior Value" shall mean that as an alternative to the "prior value" 4 defined above, the taxpayer may use his actual cost of the reconstructed 5 property prior to reconstruction, provided that evidence of such cost is presented 6 to the Tax Collector and is determined by the Tax Collector, in his sole discretion, 7 to be satisfactory. Such evidence shall consist, at a minimum, of proof of the 8 actual, arms-length acquisition price, accompanied by a full appraisal of all 9 property involved which appraisal shall have been performed by a real estate 10 broker or MAI appraiser specifically for the purpose of assisting in the acquisition 11 and further shall have been performed on behalf of the seller or a lending 12 institution which has lent at least sixty-five percent (65%) of the acquisition price. 13 (Only long term lending - not interim or construction financing will be considered.) 14 This alternative value shall be used only if the property was acquired by the 15 reconstruction taxpayer not more than thirty-six (36) months prior to a "sale" as 16 defined below. 17 A "sale" for the purpose of determining "alternative prior value" or 18 "reconstruction" only shall be deemed to have occurred as of the date of the 19 execution of a contract of sale or a deed (joint tenancy or warranty) whichever is 20 earlier, to a purchaser or grantee of any single residential or other occupancy 21 unit. In addition to the foregoing, a lease with option to purchase a single 22 residential unit shall be considered a "sale" at the date of execution of such lease 23 if said option is exercisable by the lessee in not later than nine (9) months. 24 Further in the case of cooperative apartments, the sale date shall be the date of

execution of the contract selling (subject or not to encumbrances, liens or

25

1	security interests) of a share, or a sufficient number of shares which entitle the
2	purchaser to the occupancy of a residential unit. In all cases a person shall
3	include a husband and wife as a community, or any co -occupants of a single unit
4	as joint tenants.