



November 5, 2015

Commission for Common-Interest Communities
And Condominium Hotels
Nevada Real Estate Division
Department of Business and Industry
2501 E. Sahara Avenue, Suite 303
Las Vegas, NV 89104

Re: Correspondence of June 18, 2015 and June 25, 2015

Dear Chairman Sibley and Honorable Commissioners:

Terra West Management Services has provided community management within the State of Nevada for over thirty years. Presently, we manage 204 Homeowner Associations affecting nearly 50,000 homes. We believe it is important for you to hear our voice concerning your consideration of the proposal to allow for a management contract to extend for only three months after expiration rather than continue on a month-to-month basis until a new set term agreement can be signed.

The management contracts are, by their very nature, contracts that are agreed to by the parties involved. At the time of agreement, the Associations enter into our agreements with the understanding that the agreements generally are for one year with the expectation that they will be renewed prior to or contemporaneous with their expiration. However, there are occasions when the Associations, often times for reasons outside of anyone's control, are unable to renew prior to or contemporaneous with expiration. Therefore, we provide language, as we believe most of those within the industry do, that the terms and conditions of the agreement continue on a month-to-month basis.

While we understand that it is not the Commission's intention to eliminate the ability for the agreements to convert to a month-to-month relationship, but to limit the same to three months after the termination of the contract, we are concerned that this will dramatically harm the interests of the Associations.

First, some Association boards only meet on a quarterly basis. If that were the case when a management agreement were to expire, it could very well be that an association is left without management despite the fact that both the Association and the manager want to continue the relationship.

Even with an Association that meets more regularly than quarterly, the shortened period of time of the month-to-month term may affect the following aspects of the community:

- Accounting
 - The maintenance of bank accounts;
 - The ability to ensure that collections of assessments proceed without interruption;
 - Payment of utility and other vendor obligations

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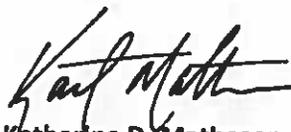
- Homeowner services
 - Granting access to the property via gate remotes and keys;
 - Processing of resale packages and demands
- Administrative obligations
 - Management's role with the Nevada Secretary of State and the Ombudsman's office;
 - Coordination of board meetings;
 - Providing responses to document requests

While we would like to be permitted to continue to have the agreements revert to month-to-month upon expiration, we understand that the Commission may have concerns about such relationships proceeding in perpetuity. Therefore, we would like for the Commission, if it imposes limitations, to have the limitations for six months rather than three.

The additional timeframe will mitigate against some of the concerns enumerated above. This is particularly true for those Associations with quarterly board meetings.

We are grateful for the opportunity to be heard and appreciate the actions and undertakings of the Commission.

Respectfully,



Katherine D. Matheson
Founding Partner and Chief Executive Officer
Terra West Management Services



Deborah E. Ogilvie
Founding Partner and President
Terra West Management Services