



Realty Notes



CCBR Volume No. XXV Issue No. 4

April 30, 2010

May

- 6 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 9 Happy Mother's Day!
- 11 Board of Directors, 8:30 AM Board Office
- 13 Public Relations Committee Meeting 9:00 Board Office
- 31 Memorial Day – Board Office Closed



June

- 3 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 8 Board of Directors, 8:30 AM Board Office
- 10 Public Relations Committee Meeting 9:00 Board Office
- 11 Membership Committee Meeting–Board Office 9:00 AM
- 20 Happy Father's Day



Real Estate Agent vs REALTOR®

A real estate agent is licensed by the State to sell real estate. That's it. Any changes in the law, innovative practices, etc - they are solely responsible for learning about it themselves. There are no National, State and Local Associations to keep them updated.

REALTORS® and REALTOR-ASSOCIATES® are also real estate agents licensed by the State, but they dedicate themselves to professionalism in real estate transactions and to conduct business according to their National, State and Local Boards rules. Important matters concerning real estate are passed on to the members. The Chautauqua County Board of REALTORS® also provides a Multiple Listing Service for its members. This is a significant service available to members that is not available to a nonmember in our County.

It has come to my attention that many potential customers and clients do not understand the difference. They believe all who hold a license are REALTORS®. It is important for us to exemplify the term REALTOR® and all that it stands for.

Please, wear your pins, use our trademark and MLS logo. Explain to potential customers and clients why they should work with a REALTOR®. Educate them on the difference between agents and REALTORS® and the use of our MLS.

Excerpts from *Pathways to Professionalism* is inserted into each month's newsletter as a reminder for our behavior as professionals.

Pathways to Professionalism:

#8 Do not prospect at other REALTORS® open houses or similar events.

License Registration Numbers



LuAnn Ellis of Midtown Realty Co. missed out on \$10.00! LuAnn missed her license registration number in last month's newsletter. Don't forget to look for your license registration number in the newsletter each month. Call the board Office when you find it and receive \$10.00 (ten dollars) cash (if you call before the next newsletter comes

May Birthdays

2 nd	Ginger Johnson	16 th	Dan Molfino
2 nd	Sheryl Davis	17 th	Denise Doane
4 th	Paula Levandoski	18 th	Dorothy Klinginsmith
5 th	Valerie Foster	21 st	Sandy Calalesina
5 th	Wayne Weaver	25 th	Bonny Milliner
7 th	Randy Brown	25 th	Donald Hauck
10 th	Debra Sanders	27 th	Scott Kelemen
11 th	Jean Holton	27 th	Susan Bauer
11 th	Joe Quinn, Jr	29 th	Mindy Parinella
11 th	Penny Siragusa	29 th	Chad Laska
11 th	Richard Bronstein	30 th	Mary Jane Rutkowski
11 th	Tom Kennedy	31 st	Cathy Pritchard

NYSAR Education Information

Enhance your career with designation courses

In addition to increased income, designation courses:

- Enhance your career
- Provide continuing education as well as designation credit
- Are facilitated by only top-rate faculty members with extensive experience in the business.

[CLICK HERE](#) to learn more

Legal Hotline - FAQ's

As a principal broker, am I allowed to be a designated sales agent?

NO, A PRINCIPAL BROKER CANNOT ACT AS A DESIGNATED SALES AGENT IN A TRANSACTION. A DESIGNATED SALES AGENT WORKS UNDER THE SUPERVISION OF THE PRINCIPAL REAL ESTATE BROKER. THE PRINCIPAL REAL ESTATE BROKER MUST ACT AS A DUAL AGENT IN DESIGNATED AGENCY SCENARIOS. FURTHERMORE, THE DEFINITION FOR "DESIGNATED SALES AGENT" STATES THAT THE AGENT MUST BE A LICENSED REAL ESTATE SALESMAN OR ASSOCIATE BROKER, WORKING UNDER THE SUPERVISION OF A REAL ESTATE BROKER, WHO HAS BEEN ASSIGNED TO REPRESENT A CLIENT WHEN A DIFFERENT CLIENT IS ALSO REPRESENTED BY SUCH REAL ESTATE BROKER IN THE SAME TRANSACTION.

Pepper & Crandall Co. Cattaraugus/Allegheny Counties

REFERRALS WANTED!
"Your Full Service REALTOR®"

401 State St.

Olean, NY 14760

(716) 372- 7100
Mary Pepper, Broker

Ask me about our great product packages!

BEV WILLIAMS
PrimerNet Manager, Erie, PA & Chautauque, NY - Ellipticville, NY
814-838-2231
bev.williams@dominicanenterprises.com

MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, April 1, 2010.

Present were: Rick McMahon, MLS Chair; Craig Gleason, Computer Chair; Sandy Haines; Chuck Ludwig; David Garofalo; Craig Butler; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

VORSTAR, SoftMLS Changes: 1) Cloaning was added in February. **Requested Changes:** 1) A request will be made to SoftMLS to revert back to how it use to be on "Recent Activity" Recent Activity should reflect 1 day activity, now it's just like the hotsheet. 2) Additional forms will be placed for attachments to include Agricultural Disclosure and Personal Property List. A reminder will be placed on the MLS message board that the use for "Maps" is to be a tax parcel map, or survey map – not for a link to go to Mapquest, etc. as that is on the listing already for everyone's use.

CLOANING has created a lot of confusion among agents. The purpose of cloaning is to be able to put a listing back into the system without re-typing it. While it is convenient, there has been a lot of misuse. Some are using it to extend a listing while erasing the DOM and having it appear (41RY) new. A call will be made to NYSAR legal to check on liability of making a listing appear new, when in fact it has been listed before. It was discussed that while inserting the property as "new" is an advantage to the seller, agents need to be truthful when asked how long a particular property has been on the market. Any agent can research a property address and find out the true # of DOM. It was also brought up that maybe the committee should set a time frame for which a property has to be off the market in order to be inserted as a new listing with a new number. Three months, six months or more was discussed. After talking with NYSAR legal, a decision will be made at the next meeting.

PROTESTS A number of protests to fines were reviewed. The committee voted on each individually taking any proof into consideration. The parties will be notified of the Committee's decision.

MLS PROVIDERS Our SoftMLS agreement will expire November 2011. The Committee will begin looking at others to compare price and features to our current provider.

COMMERCIAL LISTING FORMS Those members that deal with commercial properties would like a commercial listing form to reflect more of the commercial fields. A task force will be set up to include Chuck Ludwig, Craig Butler, Bruce Turner and Randy Brown.

THE NEXT MEETING will be held May 6th, 2010.

The meeting adjourned at approximately 9:45 AM.

LEGISLATIVE COMMITTEE REPORT

Another Burden Proposed on REALTORS® and Real Estate Attorneys

As if there is not already enough paperwork to be completed in closing a property transaction, legislation in Albany has been proposed that would require that parties to a closing be provided with voter registration forms at the closing table.

"REALTORS® totally support the concept that residents should register and vote, but complicating the real estate closing process in attempting to achieve that goal is not the right course of action," says CCBR Legislative Chair Randall J. Brown. "If the state wants more people to be involved in the political process, perhaps our legislators should start by enacting an on-time budget, each year, every year. Instead, they want REALTORS® to make the public more responsible when they choose not to be."

In advising legislators of its opposition to the proposal, NYSAR's government affairs staff notes, "Both the buyer and seller are inundated with forms and financial (1145086) statements, and adding yet another requirement to this process is excessive."

CCBR members are encouraged to contact state Assemblyman Bill Parment advising him to oppose bill A.10324, and state Senator Cathy Young requesting that she oppose bill S.2867B.

MEMBERSHIP COMMITTEE

The Membership Committee did not meet in April.

The next committee meeting will be Friday, June 11th 9:00 AM at the Board Office.

WESTERN NY SCHOOL OF REAL ESTATE
(courses taken at the Board Office)

1. Fair Housing in New York 3½ hrs \$35/\$55
2. Green Building Certificate 7½ hrs \$75/\$95
3. Architectural Initiatives, Interior Decorating & ...Historic Landmarks in New York State 22½ hrs
...\$159/\$179
4. Home Inspection: Theory & Practices 22½ hrs
...\$159/\$179
5. Keeping Out of Trouble: Understanding New York Laws
22.5 hrs \$159/\$179
6. Real Estate Topics for the Decade 7½ hrs \$75/\$95
7. Mold, Lead & Radon in the Home 4¼ hrs \$40/\$60
8. Understanding Covenants & Surveys 3¾ hr \$40/\$60
9. Assessments, Taxes & Exemptions 3 hrs \$30/\$50
10. Wall Street vs. Main Street 22½ hrs. \$159./\$179

Call the Board Office - 484-9426

CompuTaught On Line Courses

<http://affiliate.careerwebschool.com/new-york/real-estate/618/>
New York Home Page

<http://affiliate.careerwebschool.com/new-york/real-estate/sales-pre-license/618/> NY Sales Qualifying 75 hour

<http://affiliate.careerwebschool.com/new-york/real-estate/broker-pre-license/618/> Broker Qualifying

<http://affiliate.careerwebschool.com/new-york/real-estate/remedial/618/> NY Remedial "Gap" Course

<http://affiliate.careerwebschool.com/new-york/real-estate/continuing-education/618/> NY CE

WNY School of Real Estate

- May 11 **30 Hr Gap Program** Tue, Wed 5:30-10:45 PM \$229
- May 14 **Understanding HUD/FHA Guidelines** 6 hr.CE
10:00 – 4:00 PM \$ 70.
- May 24 **75 Hr. Real Estate Salesperson Qualifying Course**
5/24-28 and June 1-5 9:15am-5:15pm \$519
- May 28 **Property Management Certificate Program**
22½ Hrs \$289.

www.wnyschoolofrealestate.org

633-9009 for info.
or to Register

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HTTP://WWW.THECESHOP.CO

Cusack Real Estate & Sales Training Center

NYS Qualifying Courses

- May 4 **7 Hr National Uniform Standards of Professional Appraisal Practice (NUSPAP)**
7 hrs 8:30am-5:00pm \$195
- May 8 **NYS Real Estate 30 Hour Gap Course**
5/8,10,12,15,17 5:30pm-10:30pm \$249
- May 4 **RE-1 Introduction to Residential Income Properties** 5/4,5,11 8:30-4:30pm \$299

NYS Continuing Education Classes

- May 5 **Evaluating Green – What Does it Mean?**
3¾ hr 6:00-9:45 \$40
- May 7 **Red Flags – A Property Inspection Guide**
7½ hr 9:00am-4:30pm \$75
- May 14 **Housing Patterns & Fair Housing Laws**
3¾ hr 9:00 am – 12:45 pm \$40
- May 14 **Market Trends and Pricing** 3¾ hr
1:00 pm – 4:45 pm \$40.
- May 19 **Beyond the Basics: Cooling/Heat Pumps**
6 hr 5/19,26 6:00 pm – 9:00 pm \$75
- May 20 **Vacant Land Valuation** 11¼ hr
5/20,21 9:00 am – 12:45 pm \$124.95

www.virtualclassrooms.com

Call 683-4080 for info. or to Register

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**SUNY College at Fredonia**

Call 673-3177 for info or to Register

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JCC- Jamestown

665-5220 ext 2409 For Info. or to Register

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**JCC- North County**

366-2255 For Info. or to Register

**Manfred On-line Salesperson 75 Hr. Course**

On-Line 75 Hour Salesperson's Qualifying Course and the 30 Hour Gap Course. Study On-line and take the test at the Board Office.

Go to: <http://www.manfred.fastclass.com>

Questions? Email Manfred RE Learning Center:  
info@manfredrelc.com with "75 hr Online Question" in subject line.