



# Realty Notes



CCBR Volume No. XXV Issue No. 8

August 31, 2010

## September

- 2 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 6 Labor Day – Board Office Closed
- 9 Public Relations Committee Meeting 9:00 Board Office
- 10 Membership Committee Meeting–Board Office 9:00 AM
- 12 NYSAR Fall Business Meetings @ Rye Brook, NY
- 14 Board of Directors, 8:30 AM Board Office
- 16 RPAC Golf Scramble Peek ‘n Peak Resort 10:00 Shotgun
- 28 General Membership Meeting – Voting (35HA) Meeting @ White Horse Inn.



## October

- 3 Seneca Niagara Fundraiser Casino Bus Trip Jmst 7:30 AM, Fredonia 8:00 AM
- 7 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 8 Membership Committee Meeting–Board Office 9:00 AM
- 12 Board of Directors, 8:30 AM Board Office
- 14 Public Relations Committee Meeting 9:00 Board Office
- 31 Happy Halloween!

**Pathways to Professionalism:**

**\*\* Do not tell people what you think – tell them what you know.**

Chautauqua County Board of REALTOR’S® RPAC Committee  
Invites all Members, Affiliates, Associates, Guests and Friends!



Thursday, September 16<sup>th</sup>, 2010

**An 18 hole Scramble golf match with a 10 AM  
shotgun start,  
teams of four with contests, skins, raffles,  
awards, fun AND  
supporting the essential work of the NYSAR and  
NAR  
RPAC\* Committees**

\* Realtors® Political Action Committee.

**A Cash-Bar Social hour will follow play.  
Dinner will be a Chicken BBQ on the Course  
Gazebo & Bar**

The \$65.00 package includes greens’ fees, cart, dinner and the RPAC\* contribution.

*For non-golfers, a dinner and RPAC contribution*

*special is offered for only \$35.00*

Get your reservations in early.  
(Registration form on page 5)

## License Registration Numbers



Dennis Morgan of ERA VP missed out on \$10.00. He didn't see his 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

## September Birthdays

1 <sup>st</sup>	Terry Kuhn	22 <sup>nd</sup>	Ron Melquist
3 <sup>rd</sup>	Ron Johnson	23 <sup>rd</sup>	Rick Haggmark
6 <sup>th</sup>	Todd Bauer	25 <sup>th</sup>	Cathy Rivers
6 <sup>th</sup>	Frank Benedetto	27 <sup>th</sup>	Linda Janes
7 <sup>th</sup>	Christine Fosberg	28 <sup>th</sup>	Lisa Barber
10 <sup>th</sup>	Gerd Brigiotta	29 <sup>th</sup>	Karen Goodell
11 <sup>th</sup>	Dyanne Seeley	29 <sup>th</sup>	Julia McMahon
15 <sup>th</sup>	Sharon Soehnlein	30 <sup>th</sup>	Jack Sheedy
18 <sup>th</sup>	Betty Kemp	30 <sup>th</sup>	Doug Hooper
20 <sup>th</sup>	Sam Porto	30 <sup>th</sup>	Jim Constantino

### Pepper & Crandall Co. Cattaraugus/Allegheny Counties

REFERRALS WANTED!  
"Your Full Service REALTOR®"

401 State St. Olean, NY  
14760

(716) 372- 7100  
Mary Pepper, Broker

## MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, August 5, 2010.

Present were: Rick McMahon, MLS Chair; Craig Gleason, Computer Chair; Craig Butler; Sandy Haines; Denise Whipp; Donna Breen; Paul Liuzzo; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

**VORSTAR, SoftMLS Changes:** 1) Changed all REALTOR® pages to 45 minutes before timeout. 2) Mapping is now available for Admin status to try out. **Requested Changes:** Once we give the go-ahead for mapping to agents, they would like it available on the Public Side.

**PROTESTS** Three protests to fines were reviewed.

**TAX SALE** listings submitted to MLS database brought revenues of \$1914.00. All entries are now expired.

**SARATOGA AE SEMINAR** had Speaker, Matt Cohen from Clarity Consulting on the Future of the MLS. There are currently 21 MLS Vendors. We need better tools & knowledge than the non pros. Listing database is the snapshot – you need the history behind it. Agents want listings, public records, transaction management, lockbox, showing info and feedback in one place. RPR could be the centralized data store.

The meeting adjourned at approximately 9:45 AM.

Ask me about our great product packages!

**BEV WILLIAMS**  
PrimerNet Manager, Erie, PA &  
Charlotte, NY - Ellicottville, NY  
814-838-2231  
bev.williams@dominicanenterprises.com

# NARdiGras 2010

NEW ORLEANS  
NOVEMBER 5-8

# RPAC Works for Me!

The REALTORS Political Action Committee (RPAC) gives REALTORS a voice in the political arena, and helps support lawmakers who share the REALTOR commitment to promoting homeownership and private property rights.

Without the support of thousands of REALTORS such as Linda Page, principal broker with Fraleigh & Rakow in Rhinebeck, NY and NYSAR past president, RPAC would not be able to fulfill its mission. REALTORS support RPAC for a variety of reasons, but all understand it is their best investment in real estate.

“I honestly believe that my RPAC contribution helps to get a seat at the table to talk about the issues that are not only important to us as REALTORS but to also talk about things that are important to the consumer. And that’s what REALTORS are about. The more I saw that it helped and moved us along, the more strongly I felt that I was doing the right thing.”

While some people may think about cutting back their contributions during economic times (0834121) like these, Page, a Capitol Club donor, points out that this really is the time to step up our efforts. “I think that when the economy is struggling, RPAC is more important than ever because obviously our legislators are looking for soft targets and we are clearly one of those in terms of imposing additional taxes and fees. This is our way of opening up the discussion about the high costs of closing and we don’t need any more taxes and fees than we’ve already got.”

“If we don’t make the effort to have our voice heard, than somebody else’s voice will be heard instead of ours,” said Page. “If that happens, we have no one to blame but ourselves.”

RPAC has raised \$461,888 in 2010, but is far short of its October 15 fundraising goal of \$807,105. Please join with REALTORS like Linda Page in supporting RPAC in this important election year. Investing in RPAC is easy! Just complete the [RPAC Pledge Form](#), [contribute online](#) , call NYSAR at 518-463-0300 x217 or.....

participate in Chautauqua County Board of REALTORS® Scramble on September 16<sup>th</sup>!



## Seneca Niagara Bus Trip Fun, fundraiser

Sunday, October 3<sup>rd</sup>

\$25.00 w/\$25 back in Casino Credit

Bus leaves Jamestown @ 7:30 AM

Bus leaves Fredonia @ 8:00 AM

Call the Board Office today!

484-9426

## Congratulations to Mike Kelly and his Team @ NYSAR

Mike Kelly reports that the state budget has been completed and that NYSAR has successfully defeated proposals to increase and expand the state Mortgage Recording Tax. This is a huge victory for our industry as members navigate the post-tax credit housing market. If anyone questions the value of their NYSAR membership, this is a great example of return on membership dues. Congrats to Mike and his department as this has been one of the most difficult budgets to lobby.

### Following is Mike’s report:

A full month after the Assembly passed its final budget bill, the state Senate has completed its work on the 2010-11 New York State budget. The final state spending plan totals \$136 billion, reflecting a 2-percent spending increase over last year, largely achieved through spending cuts and various tax hikes. There was no borrowing. Some of the new taxes include the re-instatement of the 4-percent statewide sales tax on clothing and footwear under \$110, and a new tax to be imposed on hotel reservations made through travel websites.

In positive news for REALTORS, the final budget does not include any increase in the statewide mortgage recording tax or statewide transfer tax! Furthermore, the final budget bill does not include the proposal to impose the mortgage recording tax on cooperative housing purchases.

The STAR program remains intact for a majority of New Yorkers, however, the bill does include the following program amendments:

- Eliminates STAR for income earners of \$500,000 or more, beginning with the 2011-12 school tax rolls.
- Reduces STAR personal income tax benefits for New York City residents.

While disappointed that the budget made some adjustments to the STAR program and failed to include a property tax cap, NYSAR is very pleased that its efforts urging lawmakers to refrain from imposing real estate transaction tax hikes as part of the final budget paid off. In addition to running full-page advertisements against further real estate taxes in newspapers across the state, NYSAR launched several Calls for Action in opposition to taxes on the real estate transaction. Thank you to the thousands of NYSAR members who responded to the critical Calls for Action, attended Lobby Day and made an investment in the REALTORS Political Action Committee (RPAC). Together, these grassroots activities clearly drove the REALTOR message home to lawmakers.

**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**

Aug 30 **NYS Home Inspection Licensing Program**  
8/30-11/19 Mon, Thur 4:45-11PM \$2195

[www.wnyschoolofrealestate.org](http://www.wnyschoolofrealestate.org)

633-9009 for info.  
or to Register

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**CONTINUING ED MADE EASY!**

**HTTP://WWW.THESHOP.CO**

**Cusack Real Estate & Sales Training Center**

*NYS Qualifying Courses*

- Sept 2 **R-8 Residential Site Valuation & Cost Approach** 9/2,7,9 15 Hr 5:30-10:30 \$229
- Sept 7 **HI-1 The House as a System: Site, Structure, Exterior & Roof** 5:15-10:15 9/7,9,14,16,21 25 Hrs \$450
- Sept 9 **Florida 63 Hr Salesperson's Qualifying Course** 9/9,10,16,17,23,24,30,10/1 \$399
- Sept 13 **NYS Salespersons 75-Hr Qualifying Course** 9/13,15,18,20,22,25,27,29,10/2,4,6,9 5:30 -10:30 Sat 8:30 AM - 5:00 PM \$499
- Sept 14 **R-9 Residential Sales Comparison & Income Approach** 5:30-10:30 30 Hrs \$439
- Sept 28 **HI-2 Inside the Envelope: Interior, Insulation/Ventilation & Electrical System** 9/28,30,10/5,7,12 5:15-10:15 \$450

*NYS Continuing Education Classes*

- Sept 8 **Housing Patterns & Fair Housing Laws** 9:00 AM- 12:45 PM 3¾ Hr CE \$40
- Sept 8 **Market Trends and Pricing** 1-4:45 \$40
- Sept 15 **Anatomy of a Short Sale: An Alternative Exit Strategy** 3¾ Hr 9:00-12:45 \$40

[www.virtualclassrooms.com](http://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.

# 10<sup>th</sup> Annual RPAC Golf and Dinner Fundraiser

## Registration and Reservation Form

### Format:

- A Four-man Scramble
- Shotgun start at 10 AM
- 18 Hole Course at Peak ‘n Peek (lower)
- Thursday, September 16<sup>th</sup>, 2010
- Entry fee, cart, dinner and RPAC contribution \$65
- Dinner only with RPAC contribution \$35.

**Social Hour following Golf (cash bar)  
Chicken BBQ at the course Gazebo & Bar**

**Fill out this reservation form and turn in to the Board office with your check made payable: CCBR – RPAC before Friday, September 3rd.**

(Please check one)

- I will play as a single, please place me with others.
  
- I will play with \_\_\_\_\_, place us with others.
  
- We four wish to play together \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
  
- I will not be golfing, but will attend the dinner.
  
- I will not be golfing nor attending dinner, but, enclosed is an RPAC Contribution.

I have enclosed payment of \$ \_\_\_\_\_  
 Firm Name \_\_\_\_\_  
 Name \_\_\_\_\_