



Realty Notes



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February 28, 2010

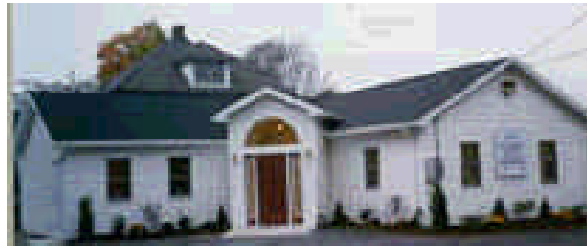
March

- 4 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 9 Board of Directors, 8:30 AM Board Office
- 11 Public Relations Committee Meeting 9:00 Board Office
- 12 Membership Committee Meeting 9:00 AM Board Office
- 30 General Membership Meeting Presidential Awards, Chautauqua Suites, 8:30 AM



April

- 1 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 2 Good Friday - Board Office closes at noon
- 4 Happy Easter!
- 8 Public Relations Committee Meeting 9:00 Board Office
- 9 Membership Committee Meeting 9:00 AM Board Office
- 13 Board of Directors, 8:30 AM Board Office



Volunteers..... Thank You!

A successful association hinges on having volunteers to give their time, energy and talent. Our board is very fortunate to have the core of volunteers we do.

Those members already volunteering would likely tell you there is a huge payoff. No, not in direct dollars ☺, but an indirect payoff ...beyond personal satisfaction and enjoyment. The networking and learning opportunities are never ending. There hasn't been a committee meeting nor Board of Director's meeting where anyone hasn't taken away knowledge - whether it's an MLS hint, twist in a real estate deal and how it was solved or news in the real estate industry.

Many times it is me learning of problems, issues and helpful hints to pass on to other members. For that, I am grateful.

You will see the published list of Officers and Committee Members for 2010 in this newsletter. Take a moment to thank them for their time and commitment. If you would like to become a volunteer, please don't hesitate. Give me a call and I can help answer questions, concerns or sign you up.

*Sincerely,
Jan Murray, EO*

Pathways to Professionalism:

#6 Show courtesy, trust and respect to other real estate professionals (1030).

Ask me about our great product packages!

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

March Birthdays

1 st	Janet Beckman	18 th	Steve Muck
2 nd	Jamie Jaynes	19 th	Ron Littlejohn
2 nd	Tracie Lorenzo	20 th	Patty Thomason
3 rd	Mark DiVincenzo	20 th	Andree McRae
3 rd	Kevin Duntley	21 st	Dan Corbin
4 th	Wendy Maines	22 nd	Helen Baran
5 th	Pete Holt	24 th	Pat Prusha
6 th	Brenda Burgstrom	25 th	Louis Aliquo
7 th	Roy Hawk	26 th	Marcia Matteo
7 th	Jon Coe	26 th	Mary LoBrutto
8 th	JoAnn Niebel	27 th	David Thorpe
8 th	Tony Parinella	28 th	Debbie Rowe
9 th	Doug Zahn	31 st	Donna Crandall
14 th	Al VanDette	31 st	Vicki Lee Little
16 th	Pat Stam		

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.

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MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, February 4, 2010

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

VORSTAR, SoftMLS Changes: 1) Cleaning a listing is now available for co-listing property and to put back into the MLS database without re-typing the listing. 2) Mobile Homes have a link on the Home Page for public access. **Requested Changes:** Still have not gotten all the requests completed for Average Median Report.

RPR (REALTORS® Property Resource) has been introduced by NAR. It is not a national mls, nor replacement of REALTOR.com. It is a national database where they have purchased licenses in order to have everything in one place for the REALTOR®. It will provide history to all of our current listings at no cost to us. Agents will be able to pull reports on taxes, neighborhoods. Reports involving sold data would be only available to agents in our MLS. However, they may sell the end statistic on sold values to banks in order to re-coup dollars spent. According to the presentation in Albany, banks are purchasing AVM's and RVM's now from outside sources. We would have accurate, up-to-date data – as available as it is from our assessors. The committee will follow demos and information as it is available to us.

REIS (Real Estate Information System) is a data sharing group with Buffalo, Rochester and Syracuse. Buffalo MLS has been joined by Cattaraugus, Genesee and Niagara Falls. Buffalo is proposing to us that we also join the Buffalo MLS. It was discussed by the committee, and there was no interest in changing – all are happy with SoftMLS and remaining as a committee of the Chautauque County Board. Due to the fact there will be only 2 Board's remaining with SoftMLS, it was suggested to start looking now, so that we are not forced into anything later.

RECOMMENDED CHANGES by a member of the committee were gone over, item by item. Some were merely a size issue that could be changed by the user. The 20 suggestions were reviewed by the committee. It was decided to begin work on a commercial listing form. Some real estate licensees working with commercial properties will be invited to the next meeting.

ADDITIONAL BUSINESS was brought before the committee regarding an agent website pulling sold data from the Board site and displaying it. Jan will contact the agent. Also brought up was the fact that an ad manually inserted into the Homes Magazine will stay there forever – unless the agent puts the correct expiration date on the ad at time of insertion. Jan will talk to Bev of Homes Magazine regarding reminder to all agents to put the correct date.

THE NEXT MEETING will be held March 4th, 2010.

Pepper & Crandall Co.

Cattaraugus/Allegheny Counties
REFERRALS WANTED !

"Your Full Service REALTOR®"

401 State St. Olean, NY 14760

(716) 372- 7100
Mary Pepper, Broker

MEMBERSHIP COMMITTEE

The Membership Committee met February 12th, 9:00 AM at Bob Evans where Chair, Nancy Gleason graciously treated the committee to breakfast.

In Attendance: Nancy Gleason, Chair; Glori Taylor; Michelle Turner; Cindy McNallie; Kris Whitmore, Membership; and Jan Murray, Executive Officer.

New Members - Chuck Telford, Hometown Realty; Catherine Brooks, Howard Hanna Holt; Jason and Heather Lazarus of Coleen Christy GMAC.

Terminated Members are Steven Larson, C-21 Turner Brokers; Lori Lindstrom, Coldwell Banker Phil Mathyer; Sam DelPoppolo, Coleen Christy GMAC; Susan Swanson, Dennis Johnson, Carol Erickson and Vickie Sanders of ERA VP; Dan Scapelitte, Real Estate Advantage; Laurel Kota, RealtyUSA, Hamburg.

2010 Tentative Meeting Dates:

March 30th (Presidential Awards) Chautauqua Suites gave us a price of \$12.58 (tax and tip included) for Scrambled Eggs, Bacon, Potatoes, Assorted Breads and Breakfast Pastries, Fresh Sliced Fruit, Coffee, Tea and Juice.

August 19 (Picnic) - Tentative date for a Lawn Social at the Lenhart Hotel.

September 28th (Voting Meeting) Cindy is looking into prices at White Horse Inn

November 18th or 19th (Installation Banquet) Tentative dates. A hors d' oeuvres cocktail reception was discussed rather than a sit down dinner. Several places are being looked into: Yacht Club; Clarion, Ice Arena, and Casino.

The next committee meeting will be Friday, March 12th 9:00 AM at the Board Office.

LEGISLATIVE COMMITTEE REPORT

Congratulations are in order for Chautauqua County REALTORS® according to Legislative Committee chair Randall J. Brown.

"The support of brokers and agents in the county helped the CCBR achieve 101% of its RPAC goal," Brown said. "Chautauqua was among the top five among medium-sized boards in raising funds for the state political action committee."

Effective legislative efforts, he explained, require what he calls the "three-legged stool.

"You have to have effective public relations, effective government relations and effective political action. The NYSAR staff does a great job with the first two, but needs the ongoing financial support of brokers and agents to accomplish the third.

"Chautauqua County REALTORS® demonstrated, once again, that we're committed to the effort."

Brown noted NYSAR's most significant achievements of the past year were in (1202647) defeating proposed, and burdensome, legislation:

- No requirement that REALTORS® verify zoning compliance before they list a property
- No obligation that REALTORS® prepare a loan counseling disclosure as part of sales contract
- No limitation on REALTORS®, licensed by the state, from listing and selling properties in any county

"When you consider what gets proposed in the state legislature, and the additional and inappropriate burdens the proposals would place on our day-to-day work as brokers and agents, it's good to know that NYSAR is fighting hard on our behalf," Brown said. "It is also good to know that CCBR members continue to support the effort through their RPAC contributions."

New carbon monoxide detector law to take effect February 22

On February 22, 2010, "Amanda's Law" will take effect. The law requires carbon monoxide detectors in every 1-2 family property; apartments in a multiple dwelling; and all condominium and cooperative apartments where the dwelling unit has appliances, devices or systems that may emit carbon monoxide or has an attached garage. Real estate licensees must be aware of the new law and advise clients and customers of the same. To view the text of the law, [click here](#).

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 YorkLaws 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

- | | | | |
|--------|---|------------------------------|---------|
| Mar 4 | Home Inspector Licensing – Module 3, Plumbing, Heating & Cooling | M, Th eve 25 Hrs | \$399. |
| Mar 23 | 75 Hr NYS Salespersons Qualifying Course | 5:30-10:15 PM call for flyer | \$469. |
| Mar 24 | NYS 30 Hour Gap Program | T, W 5:30-10:45 PM | \$229. |
| Mar 29 | Home Inspection Licensing Program | 140 Hr program M-F | \$2500. |

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

- | | | | |
|--------|---|--------------------------------------|--------|
| Mar 2 | HI-3 Mechanicals of the House: Heating, Cooling and Plumbing | 25 hrs Tue, Thur 5:15 PM – 10:15 PM | \$895. |
| Mar 6 | NYS Real Estate 30 Hr Gap Course | 3/6,8,10,13,15 5:30 PM – 10:30 | \$249. |
| Mar 15 | NYS Salespersons 75 Hr Qualifying | 2 week accelerated 9:00-5:00 | \$549. |
| Mar 23 | NYS Real Estate 30 Hr Gap Course | 1 week accelerated Tue-Fri 9-5:00 PM | \$439. |
| Mar 23 | Hli-4 The Home Inspection Profession: License Law, Ethics & Report Writing | | \$195 |
| Mar 23 | R-9 Res. Sales Comparison & Income Approach | 30 Hr T, Th 8:30-4:30 | \$450. |

NYS Continuing Education Classes

- | | | | |
|--------|---|-----------------------------------|-------|
| Mar 5 | Vacant Land Valuation | 7½ Hr 9-4:30 | \$75. |
| Mar 11 | Housing Patterns & Fair Housing Laws | 3¾ Hr CE 9:00 AM – 12:45 PM | \$40. |
| Mar 11 | Market Trends and Pricing | 3¾ hr CE 1:00 PM – 4:45 PM | \$40. |
| Mar 12 | An Introduction to the Development Process | 7½ Hr CE 9:00 AM-4:30 PM | \$75. |
| Mar 24 | Beyond the Basics: Plumbing | 6 Hr CE 3/24,31 6:00 PM – 9:00 PM | \$75. |

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.

**2010 Officers:**

|                |       |                      |
|----------------|-------|----------------------|
| President      | (69)  | Lory Anderson        |
| Vice President | (43)  | Donna Breen          |
| Secretary      | (53)  | Bonnie Saletta       |
| Treasurer      | (127) | John "Jack" Villella |

**2010 Directors:**

|                      |      |              |
|----------------------|------|--------------|
| 2010, Past President | (37) | Rick McMahon |
| 2010                 | (25) | Paul Liuzzo  |
| 2011                 | (45) | Jane Grice   |
| 2012                 | (41) | Diana Holt   |

**2010 MLS Committee:**

|       |                     |
|-------|---------------------|
| (37)  | Rick McMahon, Chair |
| (43)  | Donna Breen         |
| (45)  | Sandy Haines        |
| (69)  | Lory Anderson       |
| (51)  | Chuck Ludwig        |
| (28)  | Denise Whipp        |
| (25)  | Paul Liuzzo         |
| (137) | David Garofalo      |

**2010 Computer Committee:**

|       |                      |
|-------|----------------------|
| (37)  | Craig Gleason, Chair |
| (43)  | Craig Butler         |
| (127) | David Garofalo       |

**2010 Membership Committee:**

|      |                      |
|------|----------------------|
| (37) | Nancy Gleason, Chair |
| (12) | Cindy McNallie       |
| (AF) | Donna Crandall       |
| (AF) | Glori Rahr-Taylor    |
| (43) | Michelle Turner      |
| (45) | Linda Wolfe          |

**2010 Political Affairs (RPAC):**

|       |                   |
|-------|-------------------|
| (AF)  | Lynn Smith, Chair |
| (69)  | Kevin Duntley     |
| (127) | Jack Villella     |
| (51)  | Chuck Ludwig      |
| (37)  | Ginger Johnson    |

**2010 Equal Opportunity:**

|      |                    |
|------|--------------------|
| (67) | Jean Holton, Chair |
| (53) | Bonnie Saletta     |
| (xx) | Paula Loveless     |

**2010 Legislative:**

|      |                    |
|------|--------------------|
| (41) | Randy Brown, Chair |
|------|--------------------|

**2010 Budget & Finance:**

|       |                      |
|-------|----------------------|
| (127) | Jack Villella, Chair |
|-------|----------------------|

**2010 By-Laws:**

|      |                       |
|------|-----------------------|
| (45) | Cindy Anderson, Chair |
|------|-----------------------|

**2010 Education:**

members needed to fill ....

**2010 Grievance:**

|       |                            |
|-------|----------------------------|
| (37)  | Ross Cali, Chair           |
| (43)  | Bill Rollinger, Vice Chair |
| (37)  | Sandy Rater                |
| (37)  | Betty Kemp                 |
| (105) | Bob Penharlow              |
| (45)  | Doug Hooper                |
| (69)  | Kevin Duntley              |

**2010 Professional Standards:**

|      |                                      |
|------|--------------------------------------|
| (41) | Pete Holt, Chair                     |
| (43) | Ron Littlejohn, Vice Chair           |
| (43) | Pat Stam (45) Michael Flowers        |
| (45) | Rita Corbin (105) Bill Corsi         |
| (53) | Ken Hollander (04) Alan Shaw         |
| (45) | Sandy Haines (17) Joe Notaro         |
| (37) | Roger Penhollow(69) Darlene Mendrick |
| (41) | Jennifer Wohler (43) Marcia Turner   |
| (45) | Jeff Fellows (Buff) Prof Stand Comm  |
| (37) | Steve Sorg (Catt) Prof Stand Comm    |

**2010 Public Relations:**

|       |                       |
|-------|-----------------------|
| (41)  | Ron Littlejohn, Chair |
| (12)  | Cindy McNallie        |
| (37)  | Vickie Lee Little     |
| (41)  | Lisa Barber           |
| (127) | Starr Ryder           |

**Staff:**

|       |                                         |
|-------|-----------------------------------------|
| (555) | Jan Murray, Executive Officer           |
| (555) | Lynn Weaver, MLS Coordinator            |
| (555) | Kris Whitmore, Membership & Bookkeeping |