



Realty Notes



CCBR Volume No. XXVI Issue No. 2

February 28, 2011

March

- 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
- 29 General Membership Meeting, Presidential Award presentations - 8:30 AM – Webbs, Mayville, NY



April

- 7 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 12 Board of Directors, 8:30 AM Board Office
- 14 Public Relations Committee Meeting 9:00 Board Office
- 22 Good Friday – Board Office closes at Noon.
- 24 Happy Easter!



Listen. Call. Learn. NYSAR Radio

Premiere: Tuesday, March 1, 2011, 2-3 p.m.

NYSAR Radio, a new, free service being offered exclusively to NYSAR members, will premiere Tuesday, March 1, from 2-3 p.m. **The Internet-based, live call-in show is an extension of NYSAR's widely used free Legal Hotline**, and will be hosted by NYSAR Director of Legal Services S. Anthony Gatto, Esq.

During the show, members will have the opportunity to call and ask their real estate-related legal questions. The ultimate goal of the show is not only to assist the member making the call, but to educate all listening members as well.

The topic of the first show on Tuesday, March 1, is agency. Anthony will take calls on other topics as time permits.

Initially, NYSAR Radio will be on the air every Tuesday from 2-3 p.m. Pre-registration is not required. Calls will be answered off the air to verify that the caller is a member of NYSAR and to identify the particular issue being presented.

NYSAR Radio can be heard at its regularly scheduled time at <http://wms10.iviplanet.com/nysar>. To call in to the show, dial 518.436.9727 between 2-3 p.m.

You can also follow NYSAR Radio on Twitter by going to twitter.com/#!/NYSAR_Radio. Anthony will respond to questions from the Twitter feed as time permits between callers.

Questions must relate to a licensed real estate activity, much the same as calls to the NYSAR Legal Hotline. Callers are reminded that all issues being presented are hypothetical in nature and the names of individuals and/or entities should not be discussed during the call. Contacting NYSAR Radio does not create an attorney/client relationship and callers who seek a legal opinion should consult with their own attorney.

Pathways to Professionalism

To be successful in the business, mutual respect is essential.

License Registration Numbers



JoAnn Niebel of Niebel Realty missed out on \$10.00! She didn't catch 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.

March Birthdays

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

MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, February 3, 2011.

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

WEBINAR PRESENTATION

VORSTAR, SoftMLS Changes: 1) Auto Responder on autoresponder Management – there are check boxes by each name – have ability to email right from “Manage Autoresponder”
Requested Changes 1) Send autoresponder notifications to Seller once a week on how many hits they've had on their listed property. 2) Drawing a section on map where it would pull up homes in selected section. 3) Have average acre, on CMA's 4) set the input so that an agent can't get out of the listing until they choose at least one coded feature 5) ability to sort listings for print in the order that the agent is showing them.

Talked with Tim regarding above changes – he needed clarification on a couple & is working on implementing them.

LETTER FROM FRED LARSON RE: VAN EVERY COMPLAINT

A letter for revision request has been forwarded to Bob VanEvery of the Jamestown Bar Forms Committee.

MLS REPORT from NYSAR business meetings was not given as Lory and Jan cancelled the trip. An update will be given when minutes of the meeting are reviewed.

RPR PROGRESS REALTORS Susie Yonemoto emailed Jan on January 31st to report that Ernie Bottom was still trying to work with SoftMLS on getting closed data.

TWO LISTINGS in the MLS database – same property, both pended the property. Until an Ethic Complaint, or MLS Rules violation determines the outcome, either both will remain in, or pulled out if property closes.

The meeting adjourned at approximately 10:15 AM.

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Current market conditions

MEMBERSHIP COMMITTEE REPORT

The Membership Committee met February 4th @ 8:30 AM at Bob Evans. The Committee was treated to breakfast by Chair, Nancy Gleason

In Attendance: Nancy Gleason, Chair; Michelle Turner, Glori Taylor, Cindy McNallie, Bobbi Thompson, Judy Kraft, Sharon Lisciandro, Kris Whitmore, Membership & Bookkeeping and Jan Murray, Executive Officer.

New Members - No report

Terminated Members No report

2011 Meetings dates and locations are:

1. March (Presidential Awards) is planned for Tuesday, March 29th @ the Webb's, Mayville, NY. Proposed menu is Bacon, Sausage, Scrambled Eggs, Homefries, Biscuits and Muffins, Orange Juice, Coffee & Tea. Rick Haggmark & Fred Larson will (40DE) sponsor.
2. August (Picnic) is planned for Wed., August 17th on the Floating Stage in Bemus Point. Michelle Turner is checking into prices and menu. A \$25 donation request will be made from each office - Michelle will make up gift baskets with Bemus Point Gift Cards and donations from where we buy the gift cards.
3. September (Voting Meeting) will be Tuesday, September 27th at Wing City Grill, Lakewood, NY. Cindy McNallie was quoted a price of \$9.95 (tax & tip included). Community Bank and Richard Sotir will sponsor the meeting.
4. Installation Banquet is being looked into for Thursday, November 10th at LaScala's. Cindy McNallie provided a menu from LaScala for hors d'oeuvres and buffet. For the price, the menu for the buffet was more appealing. Selection of choices will be made at the next membership committee meeting.

The next committee meeting to be determined.

The meeting adjourned at approximately 9:40 AM as there was no new business.

*It is a long road that has no turning.
--Irish Proverb*

The federal homebuyer tax credit and low mortgage rates helped bring consumers to the housing market, particularly in the first half of 2010, despite concerns about the economy. As a result, 74,718 existing single-family homes were sold in New York State in 2010, a decrease of 4.6 percent from 2009, according to preliminary existing single-family sales data accumulated by NYSAR. Home values remained solid as the \$215,000 annual statewide median sales price finished above both 09 and 08.

Without the federal homebuyer tax credit, we would undoubtedly be telling a much different story about the Empire State's 2010 housing market. The tax credit, low rates and large inventory combined to help New York State homebuyers overcome larger concerns about the economy.

The 2010 housing market can be considered to have been two separate markets – the one with the federal tax credit incentive and the one without. Once the tax credit was expanded to include both first-time and trade-up buyers the market gained momentum, especially as the original June deadline approached. The 11,615 sales recorded in June clearly demonstrate the effect of the tax credit. This total set the record for most sales in the month of June since NYSAR began tracking data in the 1980s. In fact, it was the second highest monthly sales total on record, surpassed only by the 12,082 sales in (0912620) August 2005.

Following the exceptional June market, housing activity slowed greatly and the New York state housing market posted the weakest July (5,875) and August (6,155) sales levels in more than a decade. Historically, July and August rank among the most active sales months in the Empire State's seasonal market. From September through December, sales totals did not fare any better, falling below typical levels.

With little chance of another significant federal home buying incentive, the future of housing in our state may be dictated by how state lawmakers address the enormous state budget deficit, a struggling overall economy and crippling property taxes. New York's REALTORS® are hopeful and supportive of Gov. Andrew Cuomo's efforts to cap property tax growth, and efforts to revitalize the state's economy and create jobs will be a significant factor in the future of the housing market.

NYSAR's joint consumer research project with the Siena Research Institute shows the majority of New Yorkers value homeownership as part of the American Dream and that they are optimistic about the housing market going forward in 2011. We believe that for this optimism to be fully realized our leaders in Albany must enact a property tax cap, provide mandate relief and create homebuyer savings programs.

In the coming months, it will be critical for all New York State REALTORS® to become involved in our legislative advocacy efforts as we work to convince our legislators to support the tax cap, mandate relief and homebuyer savings programs, among other key legislative issues such as preserving the federal mortgage interest deduction. When you receive a Call for Action on these issues, please respond immediately. Your legislators will listen to you and to your REALTOR® point of view on the issues because you will be the one casting a vote in their next election. Please also encourage everyone in your office to respond to the Call for Action. These issues will have a significant impact on the housing market and your business success in the coming year and beyond.

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

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<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 8 **Legal Issues in Real Estate** 4 hr CE
 5:30 PM - 9:30 PM \$35.
- Mar 21 **Accelerated Day** Home Inspection Licensing Prog
 Mar 21st -Mar 28th and Apr 4th – Apr 8th 140 Hrs
 \$2500.
- Mar 23 **NYS 30 Hr Gap Program** 5:30-10:45 Tue, Wed
 Eves. Mar 23rd – Apr 9th \$ 229.

www.wnyschoolofrealestate.org

633-9009 for info.
 or to Register

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NYS Licensing Courses:

- Mar 1 **HI-3 Mechanicals of the House: Heating Cooling and Plumbing** 25 Hr & Exam
 3/1,3,8,10,15 5:15 PM – 10:15 PM \$450
- Mar 5 **NYS Real Estate 30 Hr Gap Course**
 3/5,7,9,12,14 5:30 PM – 10:30 PM \$249
- Mar 8 **R-7 Residential Market Analysis & Highest and Best Use** 15 Hr 3/8, 9 \$229
- Mar 15 **R-8 Residential Site Valuation & Cost Approach** 3/15,16 8:30 AM-4:30PM \$229
- Mar 22 **R-9 Residential Sales Comparison & Income Approach** 3/22,23,29,30
 8:30 AM – 4:30 PM 30 Hr \$439
- Mar 22 **HI-4 The Home Inspection Profession: License Law, Ethics & Report Writing**
 3/22,24,29,31,4/5 25 Hr \$450

NYS Continuing Education Courses:

- Mar 2 **Beyond the Basics: Electrical** 6 Hr.
 3/2,9 6:00 PM – 9:00 PM \$ 75
- Mar 11 **Anatomy of a Short Sale: An Alternative Exit Strategy** 9:00 AM –
 12:45 PM 3¾ Hr \$ 40
- Mar 11 **Housing Patterns & Fair Housing Laws**
 1:00 AM – 4:45 PM 3¾ Hr \$ 40
- Mar 18 **Property Management Basics** 7½ Hr
 9:00 AM – 4:30 PM \$ 75

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