



February 2010

- 1 NYSAR Business Meetings
1 – 3rd
- 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 Board Office
- 12 Presidential Award Deadline
- 28 Fabulous February Fling!
Bus Trip to Casino Niagara
7:30 pickup in Jamestown, 8:00 Fredonia pickup.



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

Casino Niagara Bus Trip

Niagara Falls, NY

sponsored by the Chautauqua County Board of REALTORS®

Tired of those winter blues? Come join us on our Fabulous February Fling!

Sunday, February 28, 2010

We must have 40 paid reservations by February 19, 2010 or money will be refunded.

Bring your Spouse, Friends, and Relatives
(ALL ADULTS ARE WELCOME)

Cost is \$25.00 each with \$25.00 back in Slot Dollars Plus \$5.00 in Food

Bus Leaves:

Jamestown - 7:30 AM - North Main Street Park N Ride

8:00 AM Fredonia - Movie Complex Plaza (by Thruway)

Bus will depart Casino Niagara approx. 4:00 PM

Please send your payment to:

Chautauqua County Board of REALTORS®

303 West Sixth Street

Jamestown, NY 14701

Phone: (716) 484-9426

Pathways to Professionalism:

#6 Communicate with all parties in a timely fashion.

#7 When entering a property, ensure that unexpected situations, such as pets, are handled properly.

#8 Leave your business card if not prohibited by local rules.

Ask me about our great product packages!



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

February Birthdays

4 th	Earl Johnson	19 th	Darryl VerHague
5 th	Maggie Langan	24 th	Sean Larkin
10 th	Kim Fisher	25 th	Terri Lynn Farley
11 th	Joreta Speck	26 th	Bill Carlson
13 th	Judy Anderson	28 th	Bill Rollinger
14 th	Ann Brigiotta	28 th	Kathy Ricketts
17 th	Corey Klinger		

MEMBERSHIP COMMITTEE

The Membership Committee met January 8th, 9:00 AM.

In Attendance: Donna Crandall, Glori Taylor, Kris Whitmore, Membership; and Jan Murray, Executive Officer.

Additional members for the Membership Committee are needed. A message will be placed on the message board.

New Members - One new member in January, James Constantino with Coleen Christy GMAC.

Terminated Members are Mitch Dudley, C-21 Turner Brokers, and Jeremy Enders, ERA VP

2010 Tentative Meeting Dates:

March 30th (Presidential Awards) Jan will get prices from Chautauqua Suites.

July/Aug ____ (Picnic) - Donna is checking into possibility of a Lawn Social at the Lenhart Hotel.

September 28th (Voting Meeting)

November ____ (Installation Banquet) (NAR Convention: New Orleans, Nov 5-8th)

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

License

Registration Numbers



Jackie Francisco-Palmer of Howard Hanna Holt has \$10.00 more in her wallet!

Jackie saw her license registration number in last month's newsletter and received \$10.00.

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

MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, January 7, 2010.

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

VORSTAR, SoftMLS Requested Changes are still being worked on by SoftMLS. It was discovered that the Condo/Townhouse input form was missing the school district. It was added and made mandatory.

RETS COMPLIANT We have been informed by SoftMLS that we are RETS compliant. SoftMLS (1030) now hold certifications of compliance for RETS1.5, RETS1.7 and RETS 1.7.2. All RETS clients using accepted features should work very well with our MLS data.

RENEWAL OF SOFTMLS CONTRACT The agreement for the next 2 years has been signed and mailed. The change regarding the minimum number of participants to be 300 was crossed out and initialed by SoftMLS and CCBP.

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

The meeting adjourned at approximately 9:30 AM.

“What we see depends mainly

on what we look for.”

~~ John Lubbock

Pepper & Crandall Co.

Cattaraugus/Allegheny Counties

REFERRALS WANTED !

"Your Full Service REALTOR®"

401 State St.

Olean, NY 14760

(716) 372- 7100

Mary Pepper, Broker

Tax Credit Extension and Expansion



The following links will provide information including the new form 5405, in addition to the Q&A and Scenario pages.

<http://www.irs.gov/newsroom/article/0,,id=206293,00.html>

<http://www.irs.gov/newsroom/article/0,,id=206294,00.html>

LEGISLATIVE COMMITTEE REPORT

No New Transaction Taxes in Proposed State Budget

In spite of an additional new \$1 billion in taxes and fees proposed in the Governor's executive budget, the document presented to the state legislature does not include a statewide increase in mortgage recording or transfer taxes, according to CCBR Legislative Chair Randall J. Brown.

That doesn't mean the proposed budget won't pose challenges for homeowners and home buyers, Brown said.

"Cuts in state aid to municipalities and schools will likely drive up local property taxes," Brown explained. "Property taxes are a significant cost of home ownership and history has shown that local governments and school districts don't typically cut spending when state funding declines."

Nonetheless, he says, now is a good time to convince potential homeowners to buy.

"The federal tax credit is still in effect, there are no new state transaction fees pending and mortgage interest rates remain low," Brown noted.

The good news, Brown said, is that it doesn't appear that the real estate industry is going to "take a beating" in this year's state budget, at least in the one proposed by the Governor.

ONLINE RENEWAL FOR REAL ESTATE LICENSEES

Beginning February 1, 2010, Licensees will no longer be sent a paper renewal in the mail. In accordance with New York's Green Initiative, the Division of Licensing Services will be requiring that all real estate licensees renew their licenses online. When a license is due for renewal, the licensee will be notified in two ways: a postcard reminder will be sent to the licensee's business address and an email reminder will be sent to the email address provided in the licensee's **eAccessNY** account. In addition, brokers will be included in the email reminders (a "cc" copy) for any salespersons and associate brokers who are employed by their office. Both of these renewal reminders will include instructions on how to renew a license online utilizing eAccessNY.

The online renewal process is a much quicker and more efficient process. Online renewal applications that meet the requirements will be approved immediately and licensees will receive their License and Photo ID Card within two to three weeks.

Instructions for Completing an Online Renewal

To renew your license online you must have an active eAccessNY account and follow the directions below:

- Go to the Department of State website, www.dos.state.ny.us, and select the eAccessNY link (to the right of the screen)
- Select "**access**" link under item 3, "**Access My Account**" and log into your account
- Select list of licenses/select the license number you wish to renew
- Select the "**Renew License**" link and complete the online application

If you have not yet activated your eAccessNY account, NOW is the time. Please email eAccessNY@dos.state.ny.us to obtain a password for your account.

PRESIDENTIAL AWARD FOR SALES EXCELLENCE

PRESIDENTIAL AWARD REGULATIONS FOR 2009

1. Participation in the Awards Program is voluntary.
2. Only Sales Associates and Broker Associates may achieve an award status. There will be two divisions: Single Awards and Team Awards. Managers, Directors, Officers, Owners and Partners in any Real Estate company are ineligible as this is strictly a Sales Associate Award. Teams are permitted unless an Owner/Broker is part of the team.
3. Awards will be given for meeting the following criteria:
 - A. Bronze Award 20 points - or \$ 1,000,000 dollar volume.
 - B. Silver Award 30 points - or \$ 2,000,000 dollar volume.
 - C. Gold Award 40 points - or \$ 3,000,000 dollar volume.
 - D. Platinum Award 50 points - or \$ 5,000,000 dollar volume
 - E. Diamond Award 60 points - or \$10,000,000 and over
4. Points are credited for sales and listings CLOSED in 2009. One (1) point for the sale; one (1) point for the listing. A person selling and listing the same property would be credited with two (2) points.
 - * **Type Addresses on Application in Chronological Order**
 - * **Attach a copy of Sellers Report from MLS**
 - * **Attach a copy of Sales Contract on anything that differs from Seller's Report**
5. Dollar volume is credited on the **selling** price (as written on purchases contract as purchase price) of the sales and listings CLOSED AND REPORTED in 2009. Sales Associates who list and sell the same property is given for BOTH listing and selling. Thus, a person who lists and sells a \$50,000. house would receive \$100,000. in volume credit.
6. Half credits will be given on co-lists .
7. **Sales** points and **dollar volume** will be creditable whether in or out of Multiple Listing (Open listings, HUD, Builders Orders, Commercial and Industrial). **Listing Points will only be credited when in Multiple Listing. CREDIT FOR SOLD LISTINGS THAT ARE NOT IN MLS SYSTEM BEFORE DECEMBER 31, 2009 WILL NOT BE ALLOWED.** Listing credit for mobile homes (which are not permitted to be in our Multiple Listing system) can be received by being in the Board's Non-MLS Flyer put out monthly.
8. There shall be one reporting period. The award year began January 1, 2009 and ends December 31, 2009.
 - A. The awards application must be certified by the Sales Associate **and** the Broker of the Company.
 - B. The awards application must be received at the Chautauqua County Board of REALTORS® office anytime between January 4th and February 12, 2010.
 - C. Any award application received after that date and time will not be considered.
 - D. A written receipt acknowledging submission will be given by the Board Office.
9. Only **Typed Applications**, coordinated in **chronological sequence** (according to date and starting with January closings first), with report form, will be accepted. Contracts must be in exact order as typed on the report form. No report forms or contracts will be returned by the committee.
10. The Presidential Award for Sales Excellence Committee shall be comprised of not more than two people from a real estate firm, excluding the Chairman. All areas are to be represented.
11. The Committee of Presidential Award for Sales Excellence has the authority to request verification from the Assessor, Broker and/or agent on any transaction. Any individual disqualified by the committee shall not be reinstated without the majority consent of this committee. Decisions of the committee shall be final.
12. Random checks will be done to verify information. If any Sales Associate and/or any Company are discovered to have falsified information on the application, he/she will be removed and disqualified from participation.

This has been approved by the Chautauqua County Board of REALTORS®, Board of Directors, 04/11/06

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-estatecontinuing-education/618/> NY CE

WNY School of Real Estate

- | | | |
|--------|--|--------|
| Feb 2 | NYS 30 Hour Gap Program | |
| | T, W 5:30-10:45 PM | \$229. |
| Feb 4 | Develop a Better Market Analysis | |
| | Inc. Fair Housing 22½ Hrs Thur 9:30-5:30 | \$149. |
| Feb 8 | Fair Housing in New York State 3½ Hr CE | |
| | 9:30 AM – 1:00 PM Monday | \$35. |
| Feb 19 | Architectural Styles in Buffalo & New York City | |
| | 9:30 AM – 5:30 PM 7½ Hr CE | \$75. |
| Feb 24 | 75 Hr NYS Salespersons Qualifying Course | |
| | T, W Eves | \$469. |
| Feb 26 | Property Management Certification Program | |
| | 22½ Hrs Call for details | \$289. |

www.wnyschoolofrealestate.org

633-9009 for info.
or to Register

Cusack Real Estate & Sales Training Center

NYS Qualifying Courses

- | | | |
|--------|---|---------|
| Feb 1 | NYS Salespersons 75 Hr Qualifying | |
| | 2 week accelerated 9:00-5:00 | \$549. |
| Feb 6 | HI-5 Ongoing Field Inspections | |
| | 8:30-1:30 40 hrs | \$895.. |
| Feb 9 | NYS Real Estate 30 Hr Gap Course | |
| | 2/9,10,11,12 9-5:00 PM | \$249. |
| Feb 9 | R-5 Basic Appraisal Principles T, W | |
| | 8:30-4:30 PM 20 Hrs. | \$439. |
| Feb 9 | 7-Hour Nati'l Uniform Standards of Professional Appraisal Practice Update | \$195 |
| Feb 9 | HI-2 Inside the Envelope: Interior, Insulation/Ventilation & Electrical System | |
| | 25 Hrs T, TH 5:15-10:15 PM | \$450. |
| Feb 15 | NYS Salespersons 75-Hour Qualifying Course M, W 5:30-10:30 PM | \$499. |
| Feb 18 | NYS Brokers 45 Hr Qualifying Course TH, F 9:00 AM – 5:00 PM | \$350. |
| Feb 23 | R-6 Basic Appraisal Procedures | |
| | 30 Hrs T, W 8:30 AM – 4:30 PM | \$439. |

NYS Continuing Education Classes

- | | | |
|--------|--|-------|
| Feb 17 | Evaluating Green – What Does it Mean? | |
| | 3¼ Hr CE 1:00 PM – 4:45 PM | \$40. |

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.

**CONTINUING ED MADE EASY!**

**HTTP://WWW.THECESHOP.CO**