



Realty Notes



CCBR Volume No. XXVI Issue No. 1

January 31, 2011

February

- 1 NYSAR Business Meetings, Albany, NY 1/31 - 2/2
- 3 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 4 Membership Committee Meeting--Bob Evans 8:30 AM
- 8 Board of Directors, 8:30 AM Board Office
- 8 Revaluations for Ellery & Chautauqua Seminar – Board Office – 10:30 AM
- 10 Public Relations Committee Meeting 9:00 Board Office
- 11 Presidential Award Applications due.
- 16 Professional Standards Training, Buffalo Marriott



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
- 11 Membership Committee Meeting--Board Office 9:00 AM
- 29 General Membership Meeting, Presidential Award presentations - 8:30 AM - White Inn, (40NI) Fredonia

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- Go to www.nysar.com and login using your last name and nine-digit NRDS number. Once you are logged in, click on "My account" in the upper left-hand area of the screen under your name. Then click on "edit my free web page."
 - Confirm your login by re-entering your last name and NRDS number.
- Once your credentials are accepted, there will be a series of tabs along the left side of the page to lead you through the editing process. Type the information you want included in each section and click on the "Next" button at the bottom of each page before moving to the next section.
- When updating the "Web Links" option, be sure to include <http://> before each web address. For example, if you wanted to add NYSAR.com as a link, type: <http://www.nysar.com>.

For additional assistance, contact [NYSAR's Communications Department](#).



Roy Hawk of Midtown Realty missed out on \$10.00! He didn't catch 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.

February Birthdays

- | | |
|--------------------------------|------------------------------------|
| 4 th Earl Johnson | 19 th Darryl VerHague |
| 5 th Maggie Langan | 20 th Mickey Yates |
| 10 th Kim Fisher | 24 th Sean Larkin |
| 11 th Joreta Speck | 25 th Terri Lynn Farley |
| 13 th Judy Anderson | 26 th Bill Carlson |
| 14 th Ann Brigiotta | 26 th Bill Rollinger |
| 17 th Corey Klinger | 28 th Kathy Ricketts |



MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, January 6, 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

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, average DOM 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.

LETTER FROM FRED LARSON RE: VAN EVERY COMPLAINT

A letter for revision request has been sent to the Jamestown Bar Forms Committee.

RPR PROGRESS REALTORS Property Resource needs our closed data. SoftMLS does not have the program to send closed data. The labor for programming the RPR data feed would be 40-50 hours at an estimated cost of \$2,638 for the programming, set-up and testing of the data. After that it would cost \$26/year of data they will need to extrapolate and push and \$50 each month that they provide daily pushing of the listings to RPR. Susie Yonemoto, RPR Representative asked for the quote and will take it to the higher ups to see if there is help – as other SoftMLS Boards will run into the same thing. The (1004958) Committee recommended that if RPR wants our data, they can help pay.

PROTEST A protest was reviewed for a fine levied for not

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bev.williams@harmonhomes.com

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*Unpaid Dues must be paid by
January 31st
In order to avoid an additional
10% late fee*

MEMBERSHIP COMMITTEE REPORT

The Membership Committee met January 14th, 9:00 AM at the Board Office.

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

New Committee Members Bobbi Thompson, Judy Kraft and Sharon Lisciandro were welcomed.

New Members - 1 new member in December was reported: Affiliate Larry McKutcheon, Home Inspector.

Terminated Members since December are: Betty Newhouse, ERA Team VP; Tammy Hess-Schmitt, Howard Hanna Holt; Susan Swanson and Jason Lazarus of Real Living Avista.

Member Count is 65 REALTORS®, 222 REALTOR-ASSOCIATES®, 2 Life Members, and 10 Affiliates for a total of 299. 2010 had 325 and 2009 had 349.

2011 Meetings tentative dates and possible locations are:

1. March (Presidential Awards) is being planned for Tuesday, March 29th @ the White Inn in Fredonia. Donna Crandall is checking into prices and availability.

2. August (Picnic) is being planned for Wed., August 17th on the Floating Stage in Bemus Point. Michelle Turner is checking into prices and availability.

3. September (Voting Meeting) will possibly be Tuesday, September 27th at Wing City Grill. Cindy McNallie is checking on prices and availability.

4. Installation Banquet is being looked into for Thursday, November 10th at LaScala's or Moonbrook. Cindy McNallie is checking on prices and availability.

Sponsors for Presidential and Voting Meeting will be arranged by new members, Bobbi Thompson, Judy Kraft and Sharon Lisciandro. Glori was checking with Community Bank on the March, Presidential Award meeting.

The next committee meeting will be Friday, February 4th, 8:30 AM at Bob Evans in Jamestown.

The meeting adjourned at approximately 10:20 AM as there was no new business.

Current market conditions

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 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.

PRESIDENTIAL AWARD FOR SALES EXCELLENCE

PRESIDENTIAL AWARD REGULATIONS FOR 2010

1. Participation in the Awards Program is voluntary for all Chautauqua County Board Members.
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 2010. 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 2010. 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 CCBR Multiple Listing. CREDIT FOR SOLD LISTINGS THAT ARE NOT IN CCBRMLS SYSTEM BEFORE DECEMBER 31, 2010 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, 2010 and ends December 31, 2010.
 - 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 3rd and February 11, 2011.
 - 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

GO TO WWW.CHAUTAUQUAREALTORS.ORG FOR REPORTING FORM

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

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<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

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**WNY School of Real Estate**

- |        |                                                           |                              |       |
|--------|-----------------------------------------------------------|------------------------------|-------|
| Feb 1  | <b>30 Hour Gap Course</b>                                 | 5:30-10:45 PM                |       |
|        | Tues & Wed Eves                                           |                              | \$229 |
| Feb 23 | <b>Property Management</b>                                | 22½ Hr                       | \$289 |
| Feb 23 | <b>75 Hr Salesperson Qualifying Course</b>                | 5:30-10:45 PM Tue & Wed Eves | \$469 |
| Feb 25 | <b>Sustainable Architecture &amp; Historic Properties</b> | 9:30-3:00 PM 10 Hr           | \$ 89 |

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

633-9009 for info.  
or to Register

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NYS Licensing Courses:

- |        |                                                                                   |                          |                           |
|--------|-----------------------------------------------------------------------------------|--------------------------|---------------------------|
| Feb 5  | <b>HI-5 Ongoing Field Inspections</b>                                             | 40 Hr                    |                           |
|        | 2/5,12,19,26, 3/5,12,19, 26                                                       | 8:30-1:30PM              | \$895                     |
| Feb 8  | <b>7-Hour Nat'l Uniform Standards of Prof. Appraisal Practice Update (NUSPAP)</b> | 8:30-5:00 PM             | \$195                     |
| Feb 8  | <b>NYS Real Estate 30 Hr Gap Course</b>                                           | 2/8, 9, 10, 12           | 9:00-5:00 PM \$249        |
| Feb 8  | <b>Insulation/Ventilation &amp; Electrical System</b>                             | 2/8, 10, 15,17, 22       | 5:15-10:15 PM 25 Hr \$450 |
| Feb 8  | <b>R-5 Basic Appraisal Principles</b>                                             | 30 Hr                    |                           |
|        | 2/8, 9, 15, 16                                                                    | 8:30-4:30 PM             | \$439                     |
| Feb 17 | <b>NYS Brokers 45 Hr Qualifying Course</b>                                        | 2/17, 18, 24, 25, 3/3, 4 | 9:00 AM-5:00 PM \$350     |
| Feb 22 | <b>R-6 Basic Appraisal Procedures</b>                                             | 30 Hrs                   |                           |
|        | 2/22, 23, 3/1, 2                                                                  | 8:30 AM – 4:30 PM        | \$439                     |

NYS Continuing Education Courses:

- |        |                              |        |                |
|--------|------------------------------|--------|----------------|
| Feb 11 | <b>Vacant Land Valuation</b> | 7½ Hrs | 9-4:30PM \$ 75 |
|--------|------------------------------|--------|----------------|

[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**

**Salesperson's Qualifying 75 Hour Course**

**Feb 22- April 5**

**Tuesdays, Thursday from 6-10 pm**

**Saturday from 9-1 pm**

**\$485.00 (includes text)**

**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.