



# Realty Notes



CCBR Volume No. XXVI Issue No. 7

July 31, 2011

## August

- 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 – 9:00 AM Board Office
- 17 Annual Picnic – Bemus Point Floating Stage



## September

- 1 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 8 Public Relations Committee Meeting 9:00 Board Office
- 9 Membership Committee – 9:00 AM Board Office
- 11 NYSAR Fall Business Meetings, 11<sup>th</sup>- 13<sup>th</sup>
- 20 Board of Directors, 8:30 AM Board Office
- \*\* RPAC Golf Tournament
- 27 Voting Meeting 8:30 AM Wing City Grill
- \*\* date to be determined



## *Annual Summer Picnic*

***Wednesday, August 17, 2011***

***6:00 PM***

***Floating Stage Bemus Point, NY***

***Tickets - \$20.00 Before Aug. 10<sup>th</sup> - \$25.00 Aug. 10<sup>th</sup> & after.***

**Cash Bar**

**Famous Fisherman Fare (come hungry!)**

**Door Prize of MLS Fees**

**Raffles for Awesome Gift Baskets!**

***Come to the Stage, Enjoy the Music, Mingle and Eat!***

### [Question on Dual Licensing?](#)

*DOS permits multiple licensure with the permission of both brokers regardless of licensed status (salesperson, assoc. broker etc...). DOS will seek the permission of the brokers prior to issuing the license.*



Marcia Matteo of C-21 Turner Brokers 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.

## August Birthdays

2 <sup>nd</sup>	Debra Schurman	15 <sup>th</sup>	Michael Flowers
3 <sup>rd</sup>	Mary Ford	16 <sup>th</sup>	Ross Cali
4 <sup>th</sup>	LuAnn Ellis	16 <sup>th</sup>	Andrea Conklin
5 <sup>th</sup>	Diane Wronski	17 <sup>th</sup>	Joseph Strnad
8 <sup>th</sup>	Jennifer Liuzzo	18 <sup>th</sup>	Donna Breen
8 <sup>th</sup>	Bobbi Thompson	18 <sup>th</sup>	John Lipchik
8 <sup>th</sup>	Judy Porpiglia	21 <sup>st</sup>	Bob Penharlow
9 <sup>th</sup>	Rich Peterson	21 <sup>st</sup>	Dale Sandberg
11 <sup>th</sup>	Cindi Anderson	24 <sup>th</sup>	Jerod Zahn
12 <sup>th</sup>	Roy Richardson	27 <sup>th</sup>	Larry McCutcheon
12 <sup>th</sup>	Carrie Bielawski	28 <sup>th</sup>	Darlene Mendrick
12 <sup>th</sup>	Cindy Koelbl	29 <sup>th</sup>	Jeff Fellows

*MLS and Lockbox fees have been mailed to the real estate offices. Make sure you get your payment to your office so they can make the payment by October 1<sup>st</sup>. Don't cause your office to be shut off from the MLS!*

## MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, July 7, 2011.

Present were: Rick McMahon, MLS Chair; Sandy Haines; Craig Butler; David Garofalo, and Jan Murray, Executive Officer

### VORSTAR, SoftMLS Changes: None **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) set the input so that an agent can't get out of the listing until they choose at least one coded feature 4) ability to sort listings for print in the order that the agent is showing them 5) Request Average Lakefront Footage

**PROMATCH** Promatch was asked for a frontface (web page) and free hosting for the site. Promatch agreed. A call was made to Scott @ Promatch asking for a 2 year cancelation clause. The contract was going to (1040) be revised to reflect the requests. The Committee voted to recommend signing a 5 year contract with Promatch to the Board of Directors.

The meeting adjourned at approximately 9:25 AM.

## **Change is Coming to our MLS!!!!**

The MLS/Computer Committee has been researching several MLS systems over the past year. While enjoying the simplicity and service of SoftMLS, they found there was a lot more out there – for less money.

So, after much discussion and testing, they have recommended to the Board of Directors to not renew our contract with SoftMLS in November and go with Promatch Solutions. Promatch Solutions offers higher technology capabilities such as unlimited photos, Flyers, free IDX, Mobile application, High Def Video, Screen Parking, Customized reports – all while keeping it simple.

Over the next few months, the MLS/Computer Committee will be busy customizing the system to our needs. That is the tough part... once it is up and running to our expectations, the system will (1209202) be rolled out and training will begin. (You will find it easy... Donna promises... and Rick said you can learn it while sitting and sipping a glass of wine).

**HARMONHOMES.COM**  
 Online, In Person, In Sync™

HarmonHomes.com is a leading provider of real estate marketing and media services.

- Enhance Listing Exposure
- Promote Yourself
- Build Your Brand

For more information contact  
 Bev Williams, 814-838-2231  
 bev.williams@harmonhomes.com

Take your Real Estate Career to the **NEXT LEVEL!**

## MEMBERSHIP COMMITTEE REPORT

The Membership Committee will meet on an as-needed basis.

**New Members** – Margaret Leiber, Maple Group Real Estate; Rebecca Wolfe, Real Estate Advantage; Maryfran Pascarella, CENTURY 21 Turner Brokers.

**Terminated Members** - None

**Member Count for July:** 68 REALTORS®, 213 REALTOR-ASSOCIATES®, 13 Affiliates, 2 Life Members totaling 296.

## PUBLIC RELATIONS COMMITTEE REPORT

Birdie Crandall and friends continue to cut out coupons for our men and women in the Armed Services. As large as our group is, we should provide many more for them to cut and mail. I know first hand from my son that these packages are looked for and greatly appreciated by the service personnel. It indirectly provides a Touch-of-Home. We will continue to collect the coupons until the end of August.

We are also beginning the campaign to collect "unopened" toiletries for the people coming to the SAFE HOUSE. It may be a tiny help for someone who is in an immediate intolerable situation. Save those little goodies that you get at the motel or hotel, check stores for values on travel toiletries, and look at home for the unopened bottles or packages of things you have not yet used.

Each office should have a box for the coupons and toiletries. Fill it up and then call one of the public relations committee members to come and pick it up. If your office needs a box, call Jan at the board office or call me at 665-8621. We have a creative committee with many viable ideas--if you have an idea talk with one of the members. The goal of this committee is to destroy the negative "huckster" impression that some in the local community have about real estate agents. *Ron.*

*Ron Littlejohn, Chair  
Vickie Lee Little  
Lisa Barber  
Starr Ryder  
Cindy McNallie*

*Ginger Johnson  
Judy Weilacher  
Sandy Calalesina  
Brenda Rissel  
Catherine Brooks*

### **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.

## 2012 Dues Increase

3

The dues billing was mailed out last week in order to give members a chance to make payments, or pay in advance – rather than come up with the entire amount in December.

You might have noticed an increase in Membership dues for 2012. This is due to an increase of \$40.00 by NAR (National Association of Realtors) because of a change in the political arena. Many real estate issues are being fought by NAR. The Mortgage Interest Deduction, a mandatory 20% downpayment, and an end to 30 year mortgages, are just some of the issues they are dealing with. NAR felt it was more important than ever to protect the recovering housing market and economy as a whole.

On top of the NAR increase, the local dues went up \$19.00. After resisting an increase for over 20 years, because of declining membership and increasing expenses, we had to raise our dues also.

### *\$10.00 One-Time Assessment*

NAR has taken a lead role in negotiating a proposed \$7.5 million licensing agreement that's intended to provide blanket protection for multiple listing services and the industry as a whole from patent infringement claims by a company that has already sued Realtor.com operator Move, Inc and two major MLS's.

The company, CIVIX-DDI LLC filed a lawsuit in December 2005 against NAR, Move, Inc. and Hotels.com. The suit claimed infringement on four patents by providing location-based search services. Move settled the suit in Dec 2009 for an undisclosed amount.

More recently CIVIX filed lawsuits against MRED and MRIS and a lead MLS vendor, Tarasoft. In the last few weeks, MLS's served by Rapattoni have received letters demanding they pay a licensing fee of \$6/per member per year for four years.

Patent disputes are risky, and expensive. Smaller vendors and smaller MLS's might go bankrupt if they end up in court. A business decision was made and COVE (MLS Cooperative Venture) ask NAR to "head up the effort to get a license for the entire industry,"

Each MLS was asked to pay per MLS participant and in return would be licensed. Our board sent a check to cover each MLS participant.

The Board of Directors voted to pass the expense on to the members. Each member paying \$10.00 is better than the Board paying the entire \$3,000.00.

Therefore, in the MLS fees being mailed out in September, (which covers the 6 month period through March) a \$10.00 one time fee will be added to your MLS fee.

3

**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 1 **Understanding Green Building Concepts**  
 8 hr CE 9:30 AM – 5:30 PM \$ 89.
- Aug 2 **75 Hr Real Estate Salesperson Qualifying Course**  
 8.2-9/17 5:30 – 10:45 PM \$ 469.
- Aug 4 **Understanding FHA/HUD Guidelines for Home Inspectors** 6 hr CE 9:30 AM – 3:30 PM \$ 59.
- Aug 29 **NYS Home Inspection Licensing Program**\$2195.

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

633-9009 for info.  
 or to Register

**Cusack Real Estate & Sales Training Center** 4

NYS Licensing Courses:

- Aug 2 **R-6 Basic Appraisal Procedures** 30 Hr  
 Tues, Thur 5:30- 10:30 PM \$439
- Aug 15 **NYS Salesperson's 75 Hr Qualifying Course**  
 (2 week accelerated) 8/15,16,17,18,19,22, 23,  
 24,25,26 9AM-5PM \$549
- Aug 16 **7-Hour Nat'l Uniform Standards of Professional Appraisal Practice Update**  
 8:30 AM - 5:00 PM \$195
- Aug 23 **R-7 Residential Market Analysis & Highest and Best Use** 8/23,25,30 5:30-10:30PM \$229
- Aug 23 **NYS Real Estate 30 Hr Gap Course**  
 8/23,24,25,26 9:00AM-5:00PM \$249

NYS Continuing Education Courses:

- Aug 4 **Property Management: Best Practices**  
 3¾ Hr 9:00AM-12:45PM \$ 40
- Aug 10 **UAD Seminar: How to Complete the URAR Report in Compliance with UAD Dataset Requirements** 7 Hr 8:30AM-4:00PM \$195
- Aug 12 **Buffalo Walks: Exploring an Architectural Legacy – Oakland Place** 9-1:00PM \$ 45
- Aug 31 **Buffalo Walks: Exploring an Architectural Legacy – Downtown Buffalo** 12-4:00PM \$ 45

[www.virtualclassrooms.com](http://www.virtualclassrooms.com)  
 Call 683-4080 for info. or to Register

**SUNY College at Fredonia**  
 Call 673-3177 for info or to Register

**JCC- Jamestown**  
 665-5220 ext 2409 For Info. or to Register

**JCC- North County**  
 366-2255 For Info. or to Register

**CONTINUING ED MADE EASY!**  
**HTTP://WWW.THECESHOP.CO**