



July

- 1 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 4 Independence Day
- 5 Board Office Closed
- 8 Public Relations Committee Meeting 9:00 Board Office
- 9 Membership Committee Meeting-Board Office 9:00 AM
- 13 Board of Directors, 8:30 AM Board Office
- 14 NY AE Seminar 14th-16th Saratoga Springs, NY



August

- 5 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 10 Board of Directors, 8:30 AM Board Office
- 12 Public Relations Committee Meeting 9:00 Board Office
- 13 Membership Committee Meeting-Board Office 9:00 AM
- 19 Annual Picnic – Lawn Social @ Hotel Lenhart, Bemus Point



Save the Date !

*Annual Summer Picnic
Thursday, August 19, 2010
6:00 PM*

Lawn Social

*Hors d'oeuvres
Cash Bar*

Pathways to Professionalism:

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

More information to follow

License Registration Numbers



Kathy McCarthy of Coldwell Banker Phil Mathyer recieved \$10.00! She found 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

MEMBERSHIP COMMITTEE

The Membership Committee met June 11th, 9:00 AM at the Board Office.

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

New Members - Joseph Suplicki, Kirchmeyer & Associates; Benjamin Ross, Midtown Realty Co.; Eric Enser, Statewide Appraisal Services.

Terminated Members - Brian Blair, Kirchmeyer & Associates.

July Birthdays

- | | |
|--------------------------------|---------------------------------------|
| 1 st Steve Sorg | 17 th Mary Walton |
| 3 rd Sharon Howard | 22 nd Antionette Snyder |
| 5 th Lory Anderson | 23 rd Donna Phillips |
| 6 th Terry Niebel | 26 th Roxanne Fisk |
| 6 th Laura Ferraro | 26 th Arianne Correll |
| 7 th Phil Mathyer | 27 th Laurie Ennis |
| 9 th Gloria Taylor | 27 th Debbie Grzegorzewski |
| 13 th Patty Bullard | 28 th Bill Soffel |
| 13 th Mary Pepper | 30 th Karen Shaw |
| 16 th Jim Bahm | |

2010 Meeting Dates:

August 19 (Picnic) - Lawn Social at the Lenhart Hotel. The committee decided to go with heavy hors d' oeuvres: Mini Beef on Wicks, Meatballs, Fruit; Veggie Trays and a Dessert. After getting the cost from Lenhart, (40RI) a ticket price will be decided.

September 28th (Voting Meeting) Cindy has arranged for White Horse Inn, Cassadaga for \$9.95 pp (inc. tax and tip)

November 19th (Installation Banquet) An hors d' oeuvres cocktail reception is planned rather than a sit down dinner. It was decided to hold it at the Yacht Club in Lakewood. Details will be finalized at the next committee meeting.

Additional Business was discussed to have a Casino Night as the picnic for next year at Bemus Point Fire Dept.

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

Pepper & Crandall Co.
Cattaraugus/Allegheny Counties

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NARdiGras 2010 NEW ORLEANS
NOVEMBER 5-8

What if.....

Have you ever shepherded a transaction where the buyers were on the edge of unaffordability on account of closing costs? What if closing costs were a couple thousand dollars higher on average due to a mortgage recording tax? Would this make a difference to your business?

What if your community passed a two percent transfer tax? Would it make a difference in the affordability of your housing stock? Again, would this matter to your business?

What if you were prohibited from taking an exclusive right to sell listing in Cattaraugus County? Or any place else in New York for that matter. Would you want to practice real estate there?

What if you owned an apartment building but were prohibited from moving yourself or your family into a vacant unit?

What if the buyer's attorney tells you his client wants consideration because you forgot your statutory responsibility to provide a brochure about well water, or a loan counseling disclosure notice?

These are just a few examples of what could happen if some legislators in Albany have their way.

What if your co-op purchasers always got prompt responses to their communications with co-op boards, on standard forms, and with written explanations if their applications were rejected? Wouldn't that civilize the process for you?

What if you didn't have to sign a new agency disclosure form every time your buyer client showed interest in one of your firm's listings? Wouldn't it be great to get the buyer's OK for dual agency just one time, in advance?

What if New York State had its own homebuyer tax credit to pick up where the national credit left off? How about letting first time homebuyers establish tax free savings accounts to help them deal with our enormous average closing costs?

What if we elect more legislators with common sense about real estate? You'll never know unless you help make it happen.

There are literally dozens of "what ifs" like these on both the dark and bright sides of real estate. Your Legislation Committee members, in conjunction with NYSAR and NAR, deals with them all year long, opposing the horrid, promoting the good. Every single member benefits from that hard work and vigilance.

Please show that you value this important service by your colleagues who represent your interests on the legislative front. You can do that by helping to change the legislative environment for them, by electing legislators who appreciate private property rights and sensible real estate practices. All it takes is a contribution to the Realtors Political Action Committee. We suggested a \$20 contribution on your dues invoices earlier this year – but feel free to contribute more! Just write a personal check to RPAC, affix your business card, and send it off to Chautauqua County Board of REALTORS®, Inc.

MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committee meeting was cancelled for the month of June.

The next meeting will be Thursday, July 1st.

LEGISLATIVE COMMITTEE REPORT

Revenue Enhancers are Tax Increases

The state calls them fees, or "revenue enhancers," but they are really just taxes.

"If fee income above the cost of providing a specific service can be 'swept' into the state's general fund, the fee is just another tax," notes CCBR legislative chair Randall J. Brown. "Sweeping monies out of accounts that are supposed to be dedicated to providing specific state services has become a routine, budget-balancing practice. It's unconscionable and it's wrong."

How does this affect the real estate industry? Brown said sales taxes on gasoline purchases were intended (1083878) to improve highways and bridges. Increased taxes on cigarettes were supposed to reduce the local property tax burden required by the state to pay for Medicaid. The state's lottery program was to be the ultimate funding source for public education.

"The condition of roads and bridges, the level of local property taxes and the related costs of quality education are important factors when businesses consider investments and their employees make decisions about buying homes," Brown explained. "State tax and fee policies directly affect the demand for commercial and residential real estate. Unfortunately, most of our state legislators don't get that."

The CCBR and NYSAR continue the fight against new or increased fees on real estate transactions. Your support of these efforts remains critical. Email your legislators when you get legislative alerts and make your contribution to RPAC!

"If not you, who? If not now, when?"

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

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|---------|---|-------------------------------|-------|
| July 7 | Green Building Certificate Program | 7½ Hr | \$ 69 |
| July 16 | Property Management Certificate Program | 22½ Hr. Call for details | \$289 |
| July 21 | NYS Broker Qualifying Course | 45 Hr | \$375 |
| July 27 | 75 Hour NYS Salesperson Licensing Course | 75 Hr 5:30-10:45 pm Tue & Wed | \$469 |

www.wnyschoolofrealestate.org

633-9009 for info.
or to Register

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Cusack Real Estate & Sales Training Center

NYS Qualifying Courses

- | | | | |
|---------|--|--|--------------|
| July 12 | NYS Salespersons 75-Hr Qualifying Course | 7/12,14,17,19,21,24,26,28,31, 8/2,4,7
Mon, Wed 5:30-10:30pm Sat 8:30-5:00 | \$499 |
| July 13 | HI-4 The Home Inspection Profession: License Law, Ethics & Report Writing | 7/13,15,20 8:30-5:00 pm | 25 hrs \$450 |
| July 13 | R-5 Basic Appraisal Principles | 7/13,15,20,22,27,29 | 30 Hrs \$429 |
| July 15 | Florida 63 Hr Salesperson's Qualifying Course | 7/15,16,22,23,29,20, 8/5,6 | \$399 |
| July 31 | NYS Real Estate 30 Hr Gap Course | 7/31,8/2,4,7,9 9:00-12:00 pm | \$24 |

NYS Continuing Education Classes

- | | | | |
|---------|---|-------------------------|-------|
| July 9 | Housing Patterns & Fair Housing Laws | 3¾ Hr CE 9:00-12:45 PM | \$40. |
| July 9 | Market Trends and Pricing | 3¾ Hr CE 1-4:45pm | \$40 |
| July 23 | How Land use Regulations Affect Use & Transfer of Property | 7½ Hr 9-4:30pm | \$75 |
| July 30 | Property Management Basics | 7½ Hr 9:00 AM – 4:30 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.