



# Realty Notes



CCBR Volume No. XXVI Issue No. 5

May 31, 2011

## June

- 2 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 9 Public Relations Committee Meeting 9:00 Board Office
- 10 NYSAR Regional Meeting, Amherst, NY
- 14 Board of Directors, 8:30 AM Board Office
- 19 Happy Father's Day!
- 21 Summer Begins



## July

- 4 Independence Day
- 7 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 14 Public Relations Committee Meeting 9:00 Board Office
- 12 Board of Directors, 8:30 AM Board Office
- 13 AE Seminar, Saratoga

*What an awesome benefit...>>>>>>*

### *Pathways to Professionalism*

*Follow the "Golden Rule"  
Do unto others as you would  
have them do unto you.*



**Listen. Call. Learn.**

### **NYSAR Radio**

If you didn't listen in during the live show, tune in Wednesday June 1, at 10 a.m. or 2 p.m. to listen to the re-broadcast. After the show, call NYSAR's free Legal Hotline with your questions at 518.436.9727.

### **Topic: "DOS Decisions"**

Members frequently call the NYSAR Legal Hotline with questions such as:

- What happens if I fail to complete my continuing education?
- What happens if my license lapses because I forgot to renew it?
- Can a client pay a salesperson directly?
- Do I need to cooperate if DOS is investigating me?

If you're wondering about the answers to these questions, you really don't want to miss NYSAR Radio. **Anthony Gatto, Esq., the voice of NYSAR Radio and NYSAR's Legal Hotline, will be taking your calls live on air to discuss current legal trends.** Prepare your questions now and call 518.436.9727 between 10-11 a.m. tomorrow for Anthony to answer. And, be sure to listen live at <http://wms10.iviplanet.com/nysar>.

**Mark your calendar for the next NYSAR Radio show:  
Tuesday, June 14, 10-11 a.m.  
Topic: "Broker Dos and Don'ts"**



Lorraine Garofalo of Key Real Estate 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.

## June Birthdays

1 <sup>st</sup>	Patti Crist	16 <sup>th</sup>	Dan Molfino
2 <sup>nd</sup>	Harold Whitford	17 <sup>th</sup>	Denise Doane
2 <sup>nd</sup>	Sara Vail	18 <sup>th</sup>	Jim Smith
4 <sup>th</sup>	Mary Beth Holt	20 <sup>th</sup>	Jan Friend-Davis
6 <sup>th</sup>	Nick Speziale	21 <sup>st</sup>	Gene Koszarek
8 <sup>th</sup>	John LaBardo	22 <sup>nd</sup>	Sandy Haines
8 <sup>th</sup>	Jeff Molnar	22 <sup>nd</sup>	Diana Holt
13 <sup>th</sup>	Anne LaPaglia	26 <sup>th</sup>	Ray Wagester
15 <sup>th</sup>	Paul Liuzzo	27 <sup>th</sup>	Crystal Abers
15 <sup>th</sup>	Scott Allen	27 <sup>th</sup>	Tarrin Simpson
16 <sup>th</sup>	Starr Ryder	29 <sup>th</sup>	Bob Uber
17 <sup>th</sup>	Nan Sorenson	30 <sup>th</sup>	Rita Corbin

*"Life's just one darn thing after another."*

*Mark Twain*

**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!**

## MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees met on Thursday, May 5, 2011.

Present were: Rick McMahon, MLS Chair; Craig Gleason, Computer Chair; Sandy Haines; Donna Breen, Paul Liuzzo; Nick Holt; Lynn Weaver, MLS Coordinator and Jan Murray, Executive Officer

**VORSTAR, SoftMLS Changes:** 1) Average Acreage is now on CMA's and Prospect Sheets. 2) RETS Server is up and running correctly. **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.

**VIRTUAL TOURS** After checking with NYSAR legal, Anthony Gatto, Brokers/Agents could use a slide show eg. [www.blogspot.com](http://www.blogspot.com) and [www.YouTube.com](http://www.YouTube.com) if no advertisement accompanied the pictures or tour. That would mean – no address, no description, just photos or video to be linked to their listing. The Committee will make a decision at the next meeting after researching alternative solutions to the unbranded free sites which are providing a contact to listing agent.

**RPR – Update** SoftMLS will be getting back to us with a price to get closed data for RPR. Jan will call St. Lawrence Board EO to ask about their data transfer. Also, will communicate to SoftMLS of the Board's frustration.

**RETS** is up and running so far without errors as of yesterday. Smarter Agent has asked for Logo or artwork we would like for our app. It was decided to go with "CCBRMLS"

**SUPRA CONTRACT REVISION OPTION** If the Board renews contract – we are into it for 3 of the 6 years – we would be extending the contract out for an additional 3 yrs. In return, Supra would exchange our ActiveKeys with the ActiveKey2, correcting our problem of keys going dead. They would also change the billable floor. Our current floor is 227 and we have 200 users. When an Agent/Broker changes to eKey, our floor doesn't change – it remains at 227 if an Agent goes to the eKey. It would also remove an Activation fee of \$50 for eKey. [We currently pay \$14.68 + 1.14 tax = \$15.88 with an additional \$2.00 admin fee for \$18.00 per user. We also self insure for \$2.00 per month bringing the total to \$20./month per user.] The Committee asked to find out if the price of the active key would change.

The meeting adjourned at approximately 10:25 AM.

**MEMBERSHIP COMMITTEE REPORT**

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

**New Members** - Affiliate, Richard Lawson, Lawson Home Inspection; Carmen Laurendi, RealtyUSA.com; Rexford Rater, Real Estate Advantage.

**Terminated Members** - Christine Fosberg, CENTURY 21 Turner Brokers, Carrie Blitz and Carol Erickson of Real Estate Advantage.

**Member Count for May:** 66 REALTORS®, 210 REALTOR-ASSOCIATES®, 13 Affiliates, 2 Life Members totaling 291.

**2011 Meetings dates and locations are:**

\*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.

\* 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.

\* 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.

**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.

**The Public Relations Committee** met on Thursday, May 6th at 9:00 AM.

**Present** were Chair, Ron Littlejohn, Starr Ryder, Judy Weilacher, Sandy Calalesina, Brenda Rissel, Catherine Brooks and Executive Officer, Jan Murray.

**The committee met to prepare boxes to be dropped off to real estate offices:**

A. **Coupons for Soldiers** – A box to collect coupons for soldiers will be placed in each real estate office for the months of May and June. Soldiers can use manufacturer coupons even if they are expired up to six months. The boxes will be put together & distributed on Friday, May 6<sup>th</sup>. Sandy made labels. Ron, Brenda and Starr brought the boxes.

B. **Toiletries for Safehouse** – In July, a box to collect unopened hotel toiletries or samples of toiletries will be placed in each office.

The meeting was adjourned at approximately 10:00 AM. The next meeting will be Thursday, June 12<sup>th</sup>, 9:00 AM at the Board Office.

*We have been offered this 1 Hour course for free- the last week in June... if we have enough interest.*

*Please call or email the Board office if you would be interested*



Southern Crime Prevention Task Force/ Gainesville, Georgia

**Realtor Safety Training Emphasized**

**Fact:** Statistics show that 1 in 4 real estate agents encounter criminals at some point during their careers. In March of this year, an agent in Iowa was murdered. (1092708)

**Solution:** Our professional trainers can provide your agents with safety training that they can utilize throughout the year to minimize their risks and increase their safety.

**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**

June 1 **75 Hr Real Estate Salesperson Qualifying Course**  
 T,W 5:30 – 10:45 PM \$469

June 14 **Legal Issues in Real Estate** 4 Hr CE  
 5:30-9:30 PM \$ 35

June 29 **NYS 30 Hr. Gap Program** 5:30-10:45 PM \$229

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

633-9009 for info.  
 or to Register

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

NYS Licensing Courses:

- June 6 **NYSSalespersons 75 Hr Qualifying Course**  
 (2 week accelerated) 6/6,7,8,9,10,13,14,15,16,17  
 9:00 – 5:00 PM \$549
- June 14 **HI-2 Inside the Envelope: Interior, Insulation /Ventilation & Electrical System** 25 Hr  
 6/14,16,21 8:30 AM – 5:00 PM \$450
- June 8 **HI-5 Ongoing Field Inspections** 8:30-1:30  
 6/08,15,22,29,7/6,13,20,27 40 Hrs \$895
- June 14 **NYS Real Estate 30-Hr Gap Course** 9-5  
 30 Hrs 6/14, 15, 16, 17
- June 28 **HI-3 Mechanicals of the House: Heating, Cooling and Plumbing** 25 Hrs 6/28,30,7/5 \$450

NYS Continuing Education Courses:

- June 3 **Housing Patterns & Fair Housing Laws**  
 3¾ Hrs 9:00 AM – 12:45 PM \$ 40
- June 3 **Property Defect Disclosure** 1-4:45 PM \$ 40
- June 24 **How Land Use Regulations Affect Use & Transfer of Property** 7½ Hr 9-4:30 PM \$ 75
- June 29 **Anatomy of a Short Sale: An Alternative Exit Strategy** 3¾ Hr CE 9:00 AM – 12:45 PM \$ 40

[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**