



January 1, 2016
Issue no. 1



GSAR would like to wish you a very happy and healthy 2016!

[Easy way to double your income](#) | [How to update info in MLS](#) | [2016 Events](#)

Top 3 Things YOU Need to Know This Week!

1. Show your American pride and REALTOR® spirit at January's Installation Event.

Show up in your fanciest Red, White and Blue duds and show your support of the American dream of home ownership. Need ideas on what to wear? Here is a [starting point](#). Google can help you find many more more! All we ask is if you choose to incorporate an American flag into your evening attire please do so respectfully. **Don't forget [to register](#)!** Time is running out on the early bird pricing so make sure you get yourself and everyone in your office registered today! [Event details](#).

2. It's a NEW year so make sure we have all of your NEW information

A lot can change in a year and we want to make sure the information we have for you is accurate. We will be pulling your head-shot photos and important contact information from the MLS for our Membership Directory very soon. You must be an active member as of January 31st, meaning that your 2016 GSAR and CNYIS dues are paid. **No exceptions.** You don't want to be "that agent" who has wrong information listed! **DEADLINE is January 31st!**

3. NEW date for Annual Meeting and Raising the Bar in June.

We try to get our event dates out as early as possible to help you plan your year, but sometimes dates have to change. The *Annual GSAR Membership Meeting* and the *3rd Raising the Bar*, that immediately follows, have been moved to **June 14th**. Please adjust your schedules accordingly.

IMPORTANT DATES

2016 Installation Event

Jan. 15th

6:00-9:30 p.m., OnCenter

[Event details](#)

[Register now for early bird pricing](#)

New York State Commercial
Association of REALTORS
Syracuse Chapter

Welcome Reception & Toast

January 20th

3-4:30 pm, GSAR

[Event details](#)

Save these dates for 2016

Raising the Bar #1 - March 3rd

Raising the Bar #2 - April 7th

Community Day - May 6th

Lobby Day - May 24th

Member Mixer at Borio's - June 2nd

QUICK LINKS

[2015 Membership Directory](#)

[Education Schedule](#)

[CNY Housing Stats](#)

[Important Support Numbers](#)

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

[NYSAR](#)

[Open House Show](#)

[Pay Your Dues](#)

[Register for Education](#)

[Register for an Event](#)

[Know Before You Owe \(TRID\)](#)

NEW MEMBERS

No new members this week

[GSAR Calendar](#)



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your risk.



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Be smart and know what your buyers want!

BUYERS WANT SMART HOMES

Research shows homebuyers in the Northeast, millennials in particular, are becoming more and more interested in the possibilities of living in a “smart home.”



Consumers expressed the highest levels of interest in having:



Self-adjusting thermostat:
72%



Doors that lock remotely:
71%



Automatically adjusting indoor lighting:
69%



Automatically adjusting outdoor lighting:
65%



Home monitoring cameras:
65%



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Source: 2015 State of the Smart Home Report
By: iStock, Network

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