



September 29, 2017

Issue No. 38



9 Things You Need to Know this Week

Just a friendly reminder...if you have not already paid your MLS dues and to avoid MLS service interruption and a reactivation fee of \$100, MLS dues, including late fees, must be paid in full by the end of the day, Wednesday, October 4th. Partial payments WILL NOT prevent interruption of MLS service nor the reactivation fee on Thursday, October 5th.

[PAY YOUR DUES](#)

1. Mandatory Key and Lockbox Exchange!

ActiveKEY and lockbox exchange for CNYIS members will be held on **October 3rd and 4th** at GSAR. If you are an ActiveKEY user you must attend to upgrade to an eKEY or an XpressKEY. Only the owner of the ActiveKEY can exchange their key.

Your ActiveKEY will no longer work after this event

Brokers are responsible for the exchange of their company's lockboxes.

[Click here](#) for more information on KEY options, what you need to bring to the event, and the exchange schedule.

2. Who Will be the Next Mr. GSAR? It Could be YOU, Let's Have Some Fun!

This year's Mr. GSAR will be held on **Thursday, October 19th** at 6:00 pm at GSAR. This is such a fun time and the money raised will benefit Upstate Cancer Center. We are looking for men to auction off their donation or service and to generate donations leading up to the event. The person that raises the most money, between the auction and pre-event fund raising, will be crowned Mr. GSAR!

[Click here](#) for more information on how to register to participate.

[Click here](#) for event flyer

[Click here](#) to register to attend

3. Save the Date - Mayoral Debate October 12th

Please join GSAR as they host a mayoral debate on **Thursday, October 12th** at

the Palace Theatre in Eastwood from 6:00 - 7:00 pm. This event is open to the public, we hope to see you there!

4. Thinking of Getting Your Brokers License? Act Now!

The first step to take in obtaining your real estate broker/associate broker license is to complete the NYS Broker 45 Hour Qualifying Course. The next Broker Course will begin on Wednesday, October 11th. **Registration deadline is October 4th.** For more information and to register, [click here](#).

5. Register Today! CRS 210: Building an Exceptional Customer Service Referral Business

Come join GSAR President, Jennie Chapin, for this highly interactive course on **October 16th and 17th** at GSAR. This class is designed to deliver all the essentials for refocusing the agent's business plan to a customer service-centered, repeat and referral business, hosted by New York Certified Residential Specialist.

[Click here](#) for more information.

[Click here](#) to register.

6. Wine and Wisdom - Free seminar for Agents

A free seminar with national speaker, Blaine Rada, from Arch Mortgage Insurance, will be held at the Marriott Downtown on **Wednesday, October 11th** from 5:30 - 8:30 pm. Cocktails and hors d'oeuvres will be served before and after presentation.

You must RSVP by October 2nd to Nour Khalil,

nkhalil@premiummortgage.com. For more information, [click here](#).

7. PATH Auction & Holiday Party Date Set

Please mark **Tuesday, November 14th** at 6:00 pm on your calendars for this year's PATH Auction and Holiday Party at the River Vista Center in Fulton. Open to all members this event is always a great time and for a great cause. More details coming soon!

8. MarketStats - Weekly Activity Report

Below is part of the latest Weekly Market Activity report, one of the many reports you can access from your dashboard.

1. Go to your dashboard
2. Click on MarketStats
3. Click on FastStats
4. Click on 'Weekly Market Activity'
5. Chose the time period you want

[Click here](#) to print complete report.

Weekly Market Activity Report



For Week Ending September 16, 2017

Data current as of September 25, 2017

According to the National Association of Home Builders, there is a rising demand in the new-home market spurred on by ongoing job and economic growth, the continuation of attractive mortgage rates and increased consumer confidence. And there does appear to be a notable increase in building or announced building projects around the country. Builder confidence tends to equate with more construction starts, which would be welcome news in an era of low inventory.

SINGLE FAMILY

For the week ending September 16:

- New Listings increased 9.7% to 193
- Pending Sales increased 25.4% to 158
- Inventory decreased 24.3% to 2,305

For the month of August:

- Median Sales Price decreased 3.2% to \$138,000
- Days on Market decreased 27.6% to 42
- Pct of List Price Rec'd increased 0.4% to 97.8%
- Months Supply decreased 26.9% to 3.8

CONDO AND TOWNHOUSE

For the week ending September 16:

- New Listings increased 54.5% to 17
- Pending Sales decreased 27.3% to 8
- Inventory decreased 28.2% to 117

For the month of August:

- Median Sales Price increased 2.4% to \$130,000
- Days on Market decreased 56.1% to 25
- Pct of List Price Rec'd decreased 0.7% to 96.7%
- Months Supply decreased 38.5% to 3.2

Quick Facts

+ 12.3% + 21.2% - 24.5%

Year-Over-Year Change Year-Over-Year Change Year-Over-Year Change
New Listings Pending Sales Homes for Sale

This research tool provided by the Central New York Information Service, Inc. (CNYIS) covers residential real estate activity within the counties of Cayuga, Cortland, Jefferson, Lewis, Madison, Oneida, Onondaga and Oswego for listings within CNYIS. Percent changes are calculated using rounded figures. Percent changes are calculated using rounded figures.

Metrics by Week

New Listings 2
Pending Sales 3
Inventory of Homes for Sale 4

Metrics by Month

Days on Market Until Sale 5
Median Sales Price 6
Percent of List Price Received 7
Months Supply of Inventory 8

Current as of September 25, 2017. All data from the Central New York Information Service, Inc. Report © 2017 ShowingTime.

9. NPN Keys for a Cause

The New Professionals Network is holding a key drive! Just drop your keys in the jug your broker should have or just collect the keys and bring them to GSAR! The office that collects the most keys (by weight) by 12/31/2017 will win a visit from the Skippy ice cream truck next summer (up to 40 people). Money raised from this key drive will go to Upstate Cancer Center.



Member to Member News and Hot
Chitchat

Send us your news!

Content must be about member community
events or personal events you would like
other members to know about.

NO RECRUITING!

Send to: teneyck@cnyrealtor.com

IMPORTANT DATES

2017 Mayoral Debate

October 12, 6:00 pm
Palace Theatre, Eastwood

Mr. GSAR

October 19, 6:00 pm

QUICK LINKS

[2017 Membership Directory](#)
[2017 REALTORS® Honor Society](#)
[Calendar of Events](#)
[CenterState CEO Essentials](#)
[CenterState CEO Events](#)
[CNY Housing Stats](#)

GSAR

NPN Charity Bowling Event

October 22

Bowling Green Lanes, N. Syr.

Tech Tips & Training

October 23, 1:00 - 3:00 pm

GSAR

NAR Conference & Expo

November 3 - 6, Chicago, Ill

Oswego Chapter PATH

Auction & Holiday Party

November 14, River Vista, Fulton

Craft Fair

November 29, 11:00 - 2:00 pm,

GSAR

NYSAR Triple Play

December 4 - 7, Atlantic City, NJ

[Click here](#) to register

[Events Calendar](#)

[CNYIS Billing Change](#)

[Congressman John Katko](#)

[Downtown Syracuse Events](#)

[Education Schedule](#)

[Important Support Numbers](#)

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

[NAR - REALTOR® Magazine](#)

[NYSCAR Calendar of Events](#)

[NYSAR](#)

[Pay Your Dues](#)

[Register for Education](#)

[Register for an Event](#)

[GSAR & CNYIS Scholarship](#)

[Request Forms](#)

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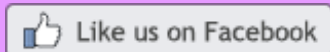
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