

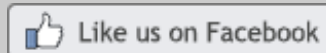


January 26, 2018

Issue No. 4



Remember to "like" us on Facebook!



9 Things You Need to Know this Week

**PAY YOUR
DUES HERE**

1. DEADLINE APPROACHING-Avoid MLS Interruption-Pay Your Dues Today!

If you have not already paid, your 2018 GSAR dues (including \$15 late fee), are due by **Wednesday, January 31, 2018**. On Thursday, February 1, 2018 a \$75 reactivation fee will be applied to all delinquent accounts and MLS service shut offs will begin. Please note, once your account is paid in full it may take up to 24 hours to get your MLS service back on. [Click here](#) to pay today!

2. Supra's Tip to Releasing Keybox Container

If you are experiencing issues with releasing the keybox container, Supra recommends you try pulling on the rubber tab on the bottom of the key container in case there are business cards, a wedged key or something that may prevent it from opening smoothly. When performing an obtain key function, the user can then pull on the tab when they hear the click of the solenoid.

3. 2018 GSAR/CNYIS Installation Recap

This year's installation was held at the beautiful Landmark Theatre on Friday, January 19th with over 225 in attendance! The Directors of both companies were sworn in by Assemblywoman Pamela Hunter. Assemblywoman Hunter also installed GSAR president, Jennie Chapin and CNYIS president, Don Radke. Congratulations to the winner of this year's Affiliate of the Year, Tom Brown of Empower Federal Credit Union, Shining Star, Barbara Carter from Century 21-Tucci Realty, and

REALTOR® of the Year, David Manzano, Jr. of Hunt Real Estate Era. Thank you for coming out and showing your support!



4. Asking for Your Donations and Involvement

On **Thursday, March 8th** at GSAR, beginning at 6:00 pm, the second MS-TER GSAR Fundraising event will take place. This year, the event has been opened to women to participate as well. Why should the men have all the fun? We need your help with participation and donations to make this event a success. All proceeds will go to Upstate Cancer Center. [Click here](#) to learn more on how to partake in this fun event.

5. Mark These Dates for 2018 Raising the Bar Series

Raising the Bar dates for this year have been set, please mark your calendars.

Raising the Bar #1 March 15, 10-12:00 pm

Raising the Bar #2 & Annual Meeting May 10, 10-12:00 pm

Raising the Bar #3 & Meet the Candidates Social, August 22, 9-11:30 am

Raising the Bar#4 & Main Event, October 4, 10-2:00 pm

Venues to be determined and as always, if you attend all 4 Raising the Bars **OR** 3

Raising the Bars and Community Day, April 12th at 10:00 am at GSAR, you will receive 20% off of your 2019 GSAR dues!

6. Setting Goals: New Year, New Opportunity

The process for setting goals and holding yourself accountable is different for everyone. To give you a little inspiration, YPN Lounge blogger Ryan Fitzgerald interviewed brokers and agents from around the country about their goals and how they plan to achieve them. [Click here](#) to read more!

7. US Land Values Up Three Percent, Land Sales Up Four Percent Showing Strong Land Market

The REALTORS® Land Institute and National Association of REALTORS® Research Group released the results of their annual Land Markets Survey which shows a 4 percent increase in land sales and a 3 percent increase in land prices over the previous twelve months. [Click here](#) to read more.

8. And the Winners Are...

Our New Professionals Network (NPN) members held a key drive last fall to benefit the Ronald McDonald House. The office that collected the most keys is Coldwell Banker Prime Properties, Fayetteville office. This office will be visited by the Skippy Ice Cream truck this summer! Thank you to everyone that collected keys for this worthwhile charity. Our winner of a \$50 gift card for the newsletter survey is Joe Nastri. Thank you to all that took part in the survey, your feedback is very important to us.

9. New York State Housing Market Sets Sales Record for Second Consecutive Year

Home buyer activity remained strong throughout 2017, driving closed sales past the 2016 record to reach 134,066 homes sold, according to the annual housing market report released today by the New York State Association of REALTORS. The statewide median sales price also grew by 5.5 percent in 2017 to reach \$250,000. [Click here](#) to read more!



*Member to Member News and Hot
Chitchat*

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

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A Message from Longley Jones

For the last six decades, Longley Jones has provided real estate services to Central New York. In the past few years, the company has undergone significant changes. Previous owner E. Carlyle Smith passed away in July of 2015 at the age of 87. In October of 2016, Ronald J. Mucci purchased Longley Jones from the Smith family (owners of Syracuse Securities) and became CEO. Since then, he has drastically expanded the company's repertoire. Several new divisions have been added such as development, energy management and commercial brokerage. The newest division, residential brokerage, launched this past month following the purchase of McKenzie Realty at the end of 2017.

IMPORTANT DATES

(subject to change)

2018 Mid-Winter Business

Meetings, February 4 - 8
Desmond Hotel, Albany

MS-TER GSAR Fundraiser

March 8, 6:00 pm, GSAR

Raising the Bar #1

March 15, 10 - 12:00 pm
Details coming soon!

Lobby Day

March 20, Albany

NPN Roundtable

April 5, 2:00 pm, GSAR

Community Day

April 12, 10 -12:00 pm, GSAR

Oswego County Chapter's REALTOR® Expo

April 19, 4:00 - 7:00 pm, Fulton

Raising the Bar #2 & Annual Meeting

May 10, 10 - 12:00 pm

QUICK LINKS

[2017 Membership Directory](#)

[Calendar of Events](#)

[CenterState CEO Events](#)

[CNY Housing Stats](#)

[CNYIS Billing Change](#)

[Congressman John Katko](#)

[Downtown Syracuse Events](#)

[Education Schedule](#)

[Important Support Numbers](#)

[Member Benefits](#)

[Member Profile](#)

[NAR](#)

[NAR - REALTOR® Magazine](#)

[NYSAR](#)

[NYSCAR Calendar of Events](#)

[Pay Your Dues](#)

[Register for Education](#)

[Register for an Event](#)

[NYSCAR Calendar of Events](#)

[GSAR and CNYIS Scholarship](#)

[Request Forms](#)

NEW MEMBERS

No new members this week

More details coming soon!

REALTORS® Legislative Meetings & Trade Expo

May 14 - 19, Washington, DC

Borio's Member Mixer

June 7, 5:00 - 7:00 pm

Borio's, Oneida Lake

GSAR's Annual Golf Outing

July 23, Links at Erie Village

Raising the Bar #3, Meet the Candidates, Election begins

August 22, details coming soon!

NYSAR Fall Business Meetings

September 30 - Oct. 3

Turning Stone Casino

Raising the Bar #4 & Main Event

October 4, 12 - 3:00 pm

Details to follow!

REALTORS® Conference & Expo

November 2 - 5, Boston, MA

Oswego County Chapter's PATH Auction & Holiday

Party November 29, 5:00 pm,

Fulton

[Events Calendar](#)

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