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Hot News Sponsors

MLS Dues-Office Turn-offs in Process

If you have not already paid your MLS dues, Office shut-offs began **Thursday, October 11th**. Please click the button below or go to cnyREALTOR.com to pay today!

Click here to pay
your MLS dues

Weekly Video

Events

Save These Dates for October and November

- Oct 13-28 [Parade of Homes](#), Crown Point Summit Meadows, Jamesville
- Oct 15 [Tax Cuts and Jobs Act Overview](#), 10-12:00pm GSAR
- Oct 17 [REALTOR Morning at the Parade](#), 9-12:00pm
- Oct 17 [Analysis and Marketing of Commercial Real Estate](#) offered by NYSCAR, 9:00 - 5:00 pm, GSAR
- Oct 22 [Tech Tips & Training](#), 1:00 pm, GSAR
- Oct 24 [NPN Roundtable](#), 2:00 pm, GSAR
- Nov 2-5 [REALTORS® Conference & Expo](#), Boston
- Nov 13 [Oswego County Chapter's PATH Auction &](#)

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[Holiday Party](#), 6:00 pm, River Vista, Fulton

Nov 15 [Cayuga County Chapter Education & Networking Event](#), 4:30 pm, Hilton Garden Inn, Auburn

Nov 21 **GSAR Offices closing at 3:00 pm**

Nov 22 & 23 **GSAR office closed for Thanksgiving**

Only 2 Days Left to Reserve a Hotel Room Through NAR

Register now for the 2018 REALTORS® Conference & Expo, taking place November 2-5 at the Boston Convention & Exhibition Center (BCEC) in Boston, MA. **October 12th** is the deadline to [reserve your room in NAR's registration system](#). You're guaranteed the lowest rate at that hotel over the conference dates, plus free shuttle service to the Boston Convention & Exhibition Center.

[Learn More & Register!](#)

Only Two Dats Left to Save on Triple Play!

December 3 - 6, 2018 - Atlantic City, NJ

Every year since 2000, the Triple Play REALTOR® Convention & Trade Expo has attracted thousands of REALTORS®, brokers, appraisers, and other real estate professionals to the largest real estate convention and trade show of its kind in the U.S. Last year, participants traveled from coast-to-coast and Canada to learn about the newest and most exciting developments in real estate products and services.

[Click here for more info. on Triple Play!](#)

2018 Parade of Homes

The 2018 Parade of Homes will be at Crown Point Summit Meadows located at 4517 Providence Road, Jamesville.

This single site event allows guests to walk through fully landscaped & decorated newly constructed homes to learn about the newest industry trends. Mondays-Fridays: 1:00pm to 8:00pm

Saturdays & Sundays: 11:00am to 6:00pm.

[Click here](#) for directions.

[Buy Your Tickets Here!](#)

Tax Cuts and Jobs Act Overview

Diane Salatino, with New York Life, is hosting this complimentary workshop for our GSAR members on Monday, October 15th from 10 - 12:00 pm. You will learn: How the new income tax brackets & changes to deductions could impact individuals and much more! RSVP to 315-622-8359. [Click here](#) for event flyer!

Increase
your
income.


Quick Links

[2018 Membership Directory](#)
[Calendar of Events](#)
[CenterState CEO Events](#)
[CNY Housing Stats](#)
[CNYIS Billing Change](#)
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[Pay Your Dues](#)
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[Register for Education](#)
[Register for an Event](#)
[Scholarship Request Form](#)
[Syracuse Events](#)

Important Dates

[Tech Tips & Training](#)

September 24, 1:00pm, GSAR

[NYSAR Fall Business Meetings](#)

REALTOR® Morning at the Parade of Homes

The Parade Of Homes 2018 will be held October 12th - 28th at Crown Point, Summit Meadow 4517 Providence Road, Jamesville. Come and enjoy a continental breakfast on Wednesday, October 17th and preview each of the beautiful homes. We hope to see you there! [Click here](#) for flyer.

Syracuse Chapter of NYSCAR to Host Class at GSAR

The NYS Commercial Association of Realtors (NYSCAR) is offering the "Analysis and Marketing of Commercial Real Estate" course here at GSAR on October 17, 9:00am-5:00pm. Lunch and 7.0 hours CE credit included. Registration is through NYSCAR. NYSCAR & CCIM members: \$120.00; non-members: \$140.00.

[Learn More and Register](#)

October Tech Tips & Training

Seminar Focus for October: Michael Connors, from Corelogic, will perform a high level overview of Matrix 360, touch on GONYSMLS, eProp Watch and demonstrate the InstaNet upload to Matrix incomplete listing. [Click here](#) for flyer.

[Register Today](#)

NPN Roundtable October 24th at GSAR

There're doing it again! Please join the NPNs as they host another informative roundtable discussion. Are you new to the real estate industry? Come learn some tips and tricks from seasoned professionals! [Click here](#) for event flyer!

[Register Today](#)

Oswego County Chapter's Annual PATH Auction & Holiday Party

This year's PATH Auction will be held on Tuesday, November 13th at 6:00 pm at the River Vista in Fulton. This event is always a ton of fun and all monies raised will benefit [Oswego County Opportunities' PATH Program](#). Please bring an item to contribute to the auction. Last year we raised over \$7,000...let's beat that number!!

[Register Today!](#)

Cayuga County Chapter's Education & Networking Event

Please join the Cayuga County Chapter as they host another Education & Networking Event on Thursday, November 15th at the [Hilton Garden Inn, Auburn](#). Don Radke will teach a one hour Agency Class (1 hr. CE) and a three hour Fair Housing Class (3 hrs CE). Following all of that intense learning, enjoy cocktails and light

September 30 - Oct. 3
Turning Stone Casino

[Raising the Bar #4
& Main Event](#)

October 4, 10 - 2:00 pm
Details to follow!

[Parade of Homes](#)

October 13 - 28
Crown Point Summit Meadows

[REALTOR® Morning @ The Parade of
Homes](#)

October 17, 9:00 - 11:00 am
Crown Point Summit Meadows

[Tech Tips & Training](#)

October 22, 1:00 pm, GSAR

[REALTORS®
Conference & Expo](#)

November 2 - 5,
Boston, MA

[Oswego County Chapter's PATH Auction
& Holiday Party](#)

November 13, 5:00 pm, Fulton

[Cayuga County Chapter Holiday Party &
Fundraiser](#)

December 13, 5:30 pm
Springside Inn, Auburn

appetizers in the bar area from 8:30 - 9:30 pm.

[Sign Up Here!](#)

■ MLS News



MLS Tip of the Week

Use of Incomplete MLS #'s - MLS#'s of Incomplete listings are prohibited from use in advertising in any media until the property is in the "Active" Status

■ Education News



Code of Ethics Deficiency List

If you find your name on the list, it means that GSAR doesn't have a record of your Code of Ethics training for the current cycle (1/1/2017 - 12/31/2018). Please submit your proof of completion to education@cnyrealtor.com or fax to 315-457-5884. The list is current as of October 9, and will be updated in mid-November.

[List arranged by firm name](#)

[List arranged by member name](#)

Still need to complete your ethics training for the 2017-2018 cycle? GSAR has scheduled several dates for the "Ethics for Realtors" course (held in the GSAR classroom):

- November 20, 9am-12pm \$20 for GSAR members
- December 13, 1pm-4pm \$20 for GSAR members

Can't attend a live class? Online courses are also available.

[Click here](#) for offerings from GSAR online course partners
[Click here](#) for NAR's online Code of Ethics courses (Free and CE courses)

Broker Course to Begin November 26

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 Monday, November 26. Registration deadline is November 19. Course fee: \$325.00, includes textbook. Register by Nov. 5 for early bird pricing: \$299.00.

[Click here](#) for list of class dates and times and general licensing information.

Designation Course: GRI-4 Legal

The GRI Legal course is for the practitioner who wants to learn how to handle any real estate transaction like a true professional: legally, ethically, and without risk. Topics include: environmental issues, contracts, deposits, record-keeping, and other legal issues.

If you already hold the GRI designation, you can audit any GRI course for \$50. It's a great way to refresh your skills, and the CE is included!

Oct. 30 GRI-4 Legal
Instructor: Jim Braman, Esq.
8:30am - 5:30pm 7.5 CEU

[Click here](#) for flyer and registration form.

Hot Topics



[Click Here to View Pics!](#)

Trick or Treat at the Mansion

[The Barnes Hiscock Mansion](#), located at 930 James Street, is calling all kids to come and join Trick or Treat at the Mansion! This event draws over 2,000 kids with over 8,000 pieces of candy handed out. But they need your help! Please donate candy for this fun event. You may drop off candy at the GSAR office by Thursday, October 25th.

FREE NYSAR Tech Hotline Now Available!

Free NYSAR Tech Hotline now available!, Call NYSAR's free Tech Hotline at **518-380-5380**, Monday-Friday, from 7:30 a.m.-5 p.m., and speak with on-call experts available to assist you with your technology-related issues. You can also email techline@nysar.com to be called within an hour during normal operating hours.

REALTORS® Applaud Senate Passage of 2018 WRDA Bill

National Association of REALTORS® President, Elizabeth Mendenhall, issued the following statement after the Senate recently voted to pass S. 3021, America's Water Infrastructure Act of 2018.

"America's Water Infrastructure Act of 2018 ensures the U.S. Army Corps of Engineers can continue providing vital economic and environmental services to property owners across this country. Overall, this legislation supports U.S. economic development and the real estate industry by investing in natural disaster and flood control protections; by securing clean, sustainable drinkable water for everyone in America; and by maintaining waterways and ports that help us transport goods across the country."

[Read More](#)

The Voice for Real Estate 90: How to Take the New 20% Deduction

The latest Voice for Real Estate news video looks at what you should be doing to take the new 20 percent business income deduction for the 2018 tax year.

[View Video](#)

■ New Members

Susan Bentley

Keller Williams Realty Syracuse
315-701-6900
sbentley@yourcnyhome.com

Vicky Powers

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315-685-7324
vpowers@skanrealty.com

Carin Reeve

Howard Hanna Real Estate Service
315-622-2221
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