



In This Issue

- [Weekly Video](#)
- [Important Dates](#)
- [Events](#)
- [MLS News](#)
- [Education News](#)
- [Hot News Sponsors](#)
- [Hot Topics](#)
- [Quick Links](#)
- [New Members](#)



Hot News Sponsors

MLS Dues-Broker Turn-offs to Begin

If you have not already paid your MLS dues, Broker shut-offs are scheduled to begin **Thursday, October 11th**. Please have your dues paid by Wednesday, October 10th to avoid the hassle of being turned off.

[Click here to pay your MLS dues](#)

Weekly Video

Nothing Changes if You Don't Vote!

Karl Ashley, Chairperson of the Legislative Committee, has a very important reminder for you regarding voting. Election day is November 6th. Make it a point to go out and vote!



Every Vote Counts

This year's election will be held on Tuesday, November 6th. Let your voice be heard—get out and vote!

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- 470 seats in the U.S. Congress (35 Senate seats and all 435 House seats)
- 298 state executive seats up for election across 43 states
- 69 seats on state supreme courts are up for election.
- 166 statewide ballot measures in 38 states.
- Elections are being held in 49 of the 100 largest cities by population in 2018.
- Dozens of mayoral offices and city council seats across the country.
- 925 school board seats up for grabs across 26 states

The work you do as REALTORS®, and as an organization, is noble, good, and lasting. Voting is opportunity to exemplify and solidify this point. This November, the National Association of REALTORS® wants to make sure your voice is heard: PLEDGE TO VOTE IN THIS YEAR'S ELECTIONS!

Take the Pledge Today!

Events

Save These Dates for October and November

- Oct 13- [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 & Holiday Party, 5:00 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

Increase
your
income.


Quick Links

[2018 Membership Directory](#)
[Calendar of Events](#)
[CenterState CEO Events](#)
[CNY Housing Stats](#)
[CNYIS Billing Change](#)
[Education Schedule](#)
[Event & Meeting Schedule](#)
[Important Support Numbers](#)
[MarketStats Newsletter](#)
[Member Benefits](#)
[Member Profile](#)
[NAR](#)
[NAR REALTOR® Magazine](#)
[NYSAR](#)
[NYSCAR Events](#)
[OCC Newsletter](#)
[Pay Your Dues](#)
[RPR® Webinars](#)
[Register for Education](#)
[Register for an Event](#)
[Scholarship Request Form](#)
[Syracuse Events](#)

Important Dates

[Tech Tips & Training](#)

September 24, 1:00pm, GSAR

2018 REALTORS® Conference & Expo November 2-5

Register now for the 2018 REALTORS® Conference & Expo, taking place November 2-5 at the Boston Convention & Exhibition Center (BCEC) in Boston, MA.

[Learn More & Register!](#)

Registration for Triple Play is now open!

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!](#)

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!

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 GONYSMILS and demonstrate the InstaNet upload to Matrix incomplete listing. [Click here](#) for flyer.

[Register Today](#)

NPN Roundtable October 24th at GSAR

[NYSAR Fall Business Meetings](#)

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

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](#)

■ **MLS News**



MLS Tip of the Week

Square Footage within the MLS needs be entered as per the MLS Rules and Regulations:

Square Footage - Square Footage should match the tax records. If it is determined that the tax records are incorrect, it should be noted in the Realtor Remarks. For reference, Square Footage is area which is "above grade and heated living area". Best way to obtain the sq. ft. is to measure the exterior dimensions of the dwelling. Fannie Mae & Freddie Mac guidelines and FHA & VA allow 50% of a below grade area to be used as sq. ft. but only if access and egress exists on two levels, such as a hillside. On a Cape Cod the second floor should be measured using the area that is at least 5 ft. or higher.

MarketStats Monthly Newsletter

MarketStats is excited to share their second monthly newsletter. This month, the focus is on how InfoSparks can help determine whether the market may be heading for a shift.

Additionally, the FAQ section highlights a few customer questions. They've also added a new MarketStats webinar session for those members who weren't able to take advantage of the earlier sessions.

[Read Newsletter](#)

■ **Education News**



Code of Ethics Course Schedule

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
- December 13, 1pm-4pm

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.

[Register for GSAR Classes Today!](#)

Hot Topics



Congratulations to Mark Re and Nancy Pasquale!

Congratulations go out to Mark Re and his wife, Nancy Pasquale, for their induction into the Onondaga Community College's Alumni Faces. There was a formal ceremony held Wednesday, October 3, 2018 on the OCC campus.

Nancy began her studies at OCC in 1988 and was a founding member of the College's Phi Theta Kappa Program, the National Honor Society for Community colleges.

Mark Re attended OCC shortly after starting his real estate career. He is an active community leader and volunteer in the arts, healthcare, education and human services.



Main Event and Raising the Bar #4 Recap

This year the Main Event was held in conjunction with Raising the Bar #4. There were over 20 vendors' tables and over 230 in attendance! The trade show was held from 10 - 12:00 pm followed by lunch and Jeremias Maneiro, the keynote speaker for Raising the Bar. The event was held at Embassy Suites-Destiny where previous RTBs have been held. It is always a successful event when learning is fun and money is being raised for two great charities, On Point for College and OCC REALTORS® Care Hub! We raised over \$650. Congratulations to our 50/50 raffle winner, Mary Pat Adams.



Those that donned their new REALTORS® Care Shirts posed for a group photo at the Main Event. If you would like to order your shirt email kdeanthy@cnyrealtor.com.

[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 of candy at the GSAR office by Thursday, October 25th.

NYSREEF Awards Thousands in Scholarships

The New York State Real Estate Education Foundation

announced the award of \$13,895 in scholarships recently at the New York State Association of REALTORS®, Inc. business meetings held at The Turning Stone Resort and Casino in Verona, NY.

We would like to congratulate the following GSAR members who were the recipients of NYSEEF's scholarships.

Kathleen Dunford
Tracy Jensen
Marie VanAtta
Wendy Stark
Natalie Martin

[Learn More About Scholarships](#)

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.

Recognize Our Outstanding Members with the 2018 REALTOR Honor Society

The 2018 REALTOR Honor Society recognizes board/association members for their involvement during the 2017 elective year. The Honor Society Report Form must be completed, signed by an officer or executive officer of the board/association and returned to NYSAR by Friday, October 12th.

[Learn More Here](#)

[Honor Society Report Form](#)

■ New Members

Robyn Klee

Hunt Real Estate ERA
315-682-7197
TwoProhs@aol.com

STAY CONNECTED

