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Hot News Sponsors

Click here to pay your GSAR dues today!

Weekly Video

Thank You Isn't Enough

The REALTORS® Care Clothing Drive was a HUGE success and we could not have done it without your donations and support! Over 60 members brought donations in all day Thursday and today, enjoyed some light refreshments and mingled with other members. We had 6 winners in our raffle drawing. Congratulations to Karl Ashely, Sharon Dailey (our Thursday winners) and Artemis Voudouris, Jason (Jay) Caporiccio, Wendy Elmore and Elizabeth Smyth today's winners!

We are still in need of volunteers to help catalog, sort and fold the clothing up at OCC. If you are interested and can help for a few hours, please call Suzanne Thompson at (315)430-0319. THANK YOU!!



Lisa Moore, Vice President, Development
Executive Director Onondaga Community College



Become a Member today

315-477-2200

Federally insured by NCUA. Membership eligibility required.

Increase your income.

Quick Links

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Events

Save These Dates for December and January 2019

Dec 3-6 [Triple Play](#), Atlantic City, NJ

Dec 13 [Cayuga County Chapter's Holiday Party &](#)

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Important Dates

Triple Play

December 3 - 6, Atlantic City, NJ

Cayuga County Chapter Holiday Party & Fundraiser

December 13, 5:30 pm
Springside Inn, Auburn

SAVE THESE DATES FOR 2019

Installation Cocktail Reception

January 18, 5:30 pm, Marriott
Syracuse Downtown

2019 Mid-Winter Business Meetings

February 10-14, Desmond Hotel,
Albany

Lobby Day

May 7, Washington, DC

REALTORS® Legislative Meetings & Expo

May 13-18, Washington, DC

Borio's Member Mixer

June 6, 5:00 pm, Borio's-Oneida
Lake

GSAR's Annual Golf Outing

July 22, Time TBD, Links at Erie
Village

NYSAR Fall Business Meetings

Sept 22-25, Turning Stone Casino

Oswego County Chapter's PATH Auction & Holiday Party

November 12, TBD

[Fundraiser](#), 5:30 pm, Springside Inn, Auburn

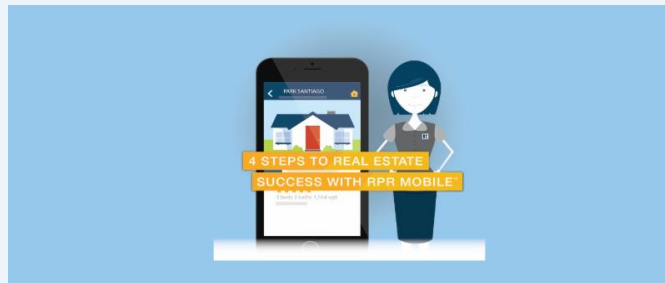
Jan 18 Installation Cocktail Reception, 5:30 pm,
Syracuse Marriott Downtown. Details soon!

Early Bird Pricing to Expire Soon!

Please join us at the Cayuga County Chapter's Holiday Party & Fundraiser on Thursday, December 13th at 5:30 pm at the [Springside Inn](#), 6141 West Lake Road, Auburn. Each attendee will enjoy a free drink ticket, food, entertainment and a live auction to benefit Cayuga County's Habitat for Humanity and The Christmas Elf. Please bring an item to auction with a value of \$25 or more. [Click here](#) for event flyer.

Register Today

MLS News



MLS Tip of the Week

Proper MLS Area/Property Type: All properties must be listed according to address and assessment jurisdiction only. CNYIS will not accept an additional listing for a property because the listing office wants to emphasize the school district, zip code, etc.

Coming Soon - Release of Supra's Refreshed eKey App

Supra's "refreshed" eKEY is right around the corner! While Supra is looking at a mid-December release, we will feature over the next three weeks the refreshed set of eKEY apps for Basic and Pro, plus Supra's innovative Home Tour app for home buyers. This week see what the improvements are with eKey Basic (for complete list click here)

- Redesigned to have a modern look and feel
- A simpler interface, quicker access to common tasks
 - Interface designed to accommodate left-handed and right-handed users
 - 30-digit numeric authorization code replaced with a simpler, more secure 10-digit
 - alphanumeric authorization code
 - Listing information displayed after a keybox is opened (requires data agreement)
 - Showing details available in app (previously only available to eKEY Professional subscribers)
 - Add an optional, extra layer of security by requiring your device's biometric scanner to open
 - Keyboxes
 - Open keyboxes using your Apple Watch®

- Option to enter PIN only once per day to obtain keys (requires device lock to be enabled)

Next, look for what's been "refreshed" within eKey Pro.

[Learn More about eKey Basic](#)

■ Education News



The Deadline is Near

If you find your name on the Code of Ethics list below, 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 before December 31, 2018.

The ethics list is current as of November 20.

[Code of Ethics List](#)

Code of Ethics Courses

Code of Ethics Course Schedule - Still need to complete your ethics training for the 2017-2018 cycle? GSAR is offering one more "Ethics for REALTORS®" course (held in the GSAR classroom) on December 13, 1pm-4pm \$20 for GSAR members.

[Register Today!](#)

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)

December Continuing Education

December 6 Commercial Real Estate - You Can Do It!
9:00am - 12:00pm 3.0 CEU Instructor: Ozzie Crisalli

December 12 Killer House You Have There (Environmental issues)
9:00am - 12:00pm 3.0 CEU Instructor: Mike Smith

December 12 Multiple Offers: Handle with Care
1:00pm - 4:00pm 3.0 CEU Instructor: Mike Smith

December 13 Ethics for REALTORS®
1:00pm - 4:00pm 3.0 CEU Instructor: Don Radke

Matrix 1, Matrix 2, and Matrix 3 can be taken for CE credit. See "Matrix Training Schedule" under News & Alerts for the schedule.

[Register Today](#)

Designation Courses Coming to GSAR in 2019

GRI 1 - Ethics
April 9 (7.5 hours CE)
Instructor: Don Cummins, Esq.

GRI 8 - Technology
September 10 (7.5 hours CE)
Instructor: Jeremias Maniero

GRI 3 - Agency
October 23 (7.5 hours CE)
Instructor: Jim Braman, Esq.

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!

ABR - Accredited Buyer Representative
June 12-13 (2-day course; 15 hours CE)
Instructor: Randy Templeman

[Register for Designation Courses](#)

[Download Registration Form](#)

Hot Topics



Get Your Nominations in by 12/14!

GSAR is pleased to continue the REALTOR® of the Year, Affiliate of the Year and Shining Star awards. These awards will be presented at our Installation Event, Friday, January 18th at the Marriott Syracuse Downtown. Nominations are due no later than Friday, December 14th.

National Flood Insurance Update

No Lapse In Coverage! The House and Senate, today, passed a 7 day extension to avoid a lapse tonight after midnight. Senate also passed a 6 month extension that now goes to House.

BJ's Sign-up and Renewal Time! Deadline Looming

Get Rewarded: Join or renew as a **BJ's** Perks Rewards® Member for just \$80, and earn 2% cash back on most purchases. You'll also receive 1 bonus month! [Click here](#) for flyer. All applications are due no later than December 15th.

New Customer Application

Renewing Customer Application

\$1 Million Commitment to Aid Wildfire Victims

Join NAR this holiday season in helping those devastated by the worst California wildfires in history!

When major disaster strikes, the REALTORS® Relief Foundation has one goal: help families who have endured unimaginable loss. The REALTORS® Relief Foundation is currently coordinating efforts to provide relief for those affected by wildfires in California. The foundation has made a \$1 million commitment to wildfire victims. Your support will help us continue meeting the immediate housing needs of disaster victims.

Learn How You Can Help!

IMPORTANT NOTICE-Security is our Priority!

At the direction of the GSAR and CNYIS board of directors beginning January 1, 2019 members will no longer be able to make **credit card payments over the phone, in person or make any cash payments.**

Please go to cnyREALTOR.com/dues to pay your dues 24 hours a day, seven days a week from your computer or ours!

Cash will not be accepted at any event, with the exception of 50/50 raffle tickets sold at various functions and smaller dollar items.

New Listings, Prices Continue to Trend Upwards in October

New home listings increased 5.7 percent in the month of October from a year ago and the median sales price rose, 6.0 percent to \$260,000, according to the housing market report released today by the New York State Association of REALTORS®. The 184,328 year-to-date new listings represent the most since 2015.

Read More Here!

■ New Members

Joseph Bergovec

Excel REALTORS

315-458-8121

Joe.bergovec@gmail.com

Lisa Brown

Bridgeway Residential Realty, Inc.
315-928-1400
lisa@bridgewayrr.com

Meghan Gould

Better Homes and Gardens Select
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Vincent Mangan

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Stacy Myers

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STAY CONNECTED

