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**GSAR Dues are due
12/31/18**

Click here to pay today!

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.

Please Don't Forget to LIKE us on Facebook

Click the button below to to our GSAR Facebook page and LIKE us! You will find informative articles, upcoming events, and your weekly Hot News Newsletter. Join us today!

LIKE Us Here

Weekly Video

Killer House You Have There

Lawrence Papaleo and Bruce Tibbitts atteded this week's class: Killer House You Have There. This course was an overview of common environmental issues that one might

Increase
your
income.



find in residential properties and can affect the real estate transaction. Click and hear what they had to say!




TRADITIONAL LOCAL,
hometown banking.

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Events

Save These Dates for January and February 2019

Dec 24 & 25 GSAR Office will be closed
Dec 31 & Jan 1 GSAR Office will be closed

- Jan 18 Installation Cocktail Reception, 5:30 pm,
Syracuse Marriott Downtown. Details soon!
- Feb 10 2019 Mid-Winter Business Meetings, Desmond
Hotel, Albany



Sigrid Holben,
Mortgage Originator
NMLS #14258
315-446-4030

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Tompkins and Sigrid.
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Lyndon Corners

TOMPKINS
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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.

Edit Listings

FYI - have you notice you can now edit your listing from the "display" view (ie: REALTOR Full) by clicking on "Edit Listing". No more having to leave the listing view and go to the Add/Edit tab to make your changes. Click on the "Edit Listing" and it will now automatically take you there!

Hot News Sponsors

Coming Soon - Release of Supra's Refreshed eKey

Quick Links

[2018 Membership Directory](#)
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Important Dates

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

GSAR Fundraiser
March 7, Details coming soon!

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

App - this week featuring "Supra's Home Tour" app for eKey Professional Users

Supra's "refreshed" eKEY is coming soon! We started with two weeks ago featuring Supra's refreshed eKEY apps for Basic and last week for Pro. This week we are featuring Supra's Home Tour app for eKey Professional users. The Supra® Home Tour app helps you keep track of the homes you have toured. Easily capture your impressions of a home by adding photos, comments, and ratings for rooms, yards, and other amenities. Never again forget which home had which amenity!

- Search properties listed in your area
- Receive alerts from your real estate agent* for recommended properties
- Keep photos and notes organized
- Rate rooms and amenities to calculate an overall property score or assign an overall score directly
- Create your own custom rating categories
- Compare the properties you've rated
- Share your ratings with friends and family
- Send feedback to your real estate agent*

[Explore Supra Home Tour](#)

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 .

[Ethics List by Member Name](#)

[Ethics List by Firm Name](#)

Code of Ethics Courses

Still need to complete your ethics training for the 2017-

2018 cycle?

Online courses are available.

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

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



Cayuga County Chapter's Holiday Party & Fundraiser Recap

The Cayuga County Chapter of GSAR held their Holiday Party & Fundraiser last night at the beautiful Springside Inn in Auburn. Everyone enjoyed drinks and a wonderful buffet before the auction got underway. Paddles were flying! After everything was said and done the chapter raised a little over \$2,500. Sandra Commesso, the chapter's chairperson, announced that they would match whatever was raised, so the grand total is just over \$5,000! All monies raised will be split between two worthwhile charities: Cayuga County's

Habitat for Humanity and The Christmas Elf, a program that provides items to families in need for the holidays. Thank you to all that attended and participated in the auction.

[View pictures Here!](#)

Mark Re Selected 43rd Recipient of Annual Crystal Ball Award

The Central New York Sales & Marketing Executives (CNYSME) has named Mark Re, Vice President & Regional Manager of Howard Hanna Real Estate, as its 2019 Crystal Ball Recipient!

An enduring symbol of the organization's mission, the prestigious Crystal Ball is awarded annually by CNYSME to a local businessperson or group of business people in recognition of their contributions to the sales and marketing profession and for their endeavors in the areas of community development and support.

Mark will receive the award on Tuesday, April 30th, 2019 at the Marriott Syracuse Downtown during the annual Crystal Ball and Sales & Marketing Excellence Awards presentation and celebration.

[Read More!](#)

[Register to Attend and Show Your Support](#)

Helping Students Become "Suited For Success"

The generosity of many will soon be helping Onondaga Community College students dress for success. A large clothing drive spearheaded by the Greater Syracuse Association of REALTORS® (GSAR) as part of the REALTORS® Care partnership has helped the College's Career Center create "Suited For Success," a place on campus where students can go for professional clothing for an interview, job shadow, employer site visit or internship. "Our Career Services team was so impressed with this effort," said Abbey Baird, Director of Career Services. "This collaboration will go a long way in helping students prepare for careers."

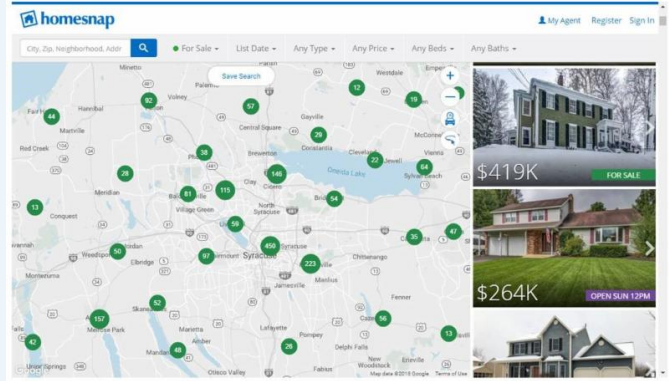
[Read More Here](#)

NEW Interactive Map Search on cnyREALTOR.com Powered by Homesnap!

We are excited to announce that consumers can now search via an interactive map on our site! We have teamed up with Homesnap to offer the latest and greatest in search technology! Users can draw a shape around where they want to search, see where the schools are, or even search by drive time.

Check it out.....and pass it on!

Mapping Search powered by Homesnap



[Check It Out Today!](#)

Technology, Realtor® Use Both Large Part of Home Buyer Process

Consumers retain the internet as a critical tool during their home buying process, while buyers continue to utilize the knowledge and expertise of a real estate agent, according to the National Association of Realtors®' [Real Estate in a Digital Age](#) report.

The report examines the process home buyers go through in the initial online search and the role Realtors® play connecting with customers in the digital space.

[Read Full Article](#)

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](#)

Realtors® More Likely to Donate Annually than Most Americans, According to Survey

Eighty-two percent of Realtors® donate money to charitable causes every year, compared to the national average of 56.6 percent of Americans who do so, according to a new report from the National Association of Realtors®.

[Read More Here!](#)

■ New Members

Holiday New Member Set-up Class Schedule

New Member Set Up Classes will still be held on Thursday

December 27, 2018 and Thursday January 3, 2019.
However, if you would like to attend a class on one of those dates please make sure completed applications are in to Danielle Mizon no later than 3:00pm on December 20, 2018 for the 12/27 class and December 27, 2018 for the 01/03 Class. (No Exceptions.) This will allow us the time to process the applications due to the holiday schedule.

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STAY CONNECTED

