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**Click here to pay your  
GSAR dues 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](http://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.

**Weekly Video**

**Come to the Final Event of 2018!**

Sandie Comnesso, Chairperson of the Cayuga County Chapter, would like to cordially invite you to attend the Chapter's Holiday Party & Fundraiser Thursday, December 13th at the Springside Inn, Auburn. The fun will commence at 5:30 pm. If you are able, please bring an item to auction off with a minimum value of \$25.

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Sandie Comnesso



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## Hot News Sponsors

## Events

### Save These Dates for December and January 2019

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

### Thank You Just Isn't Enough!

GSAR held their first clothing drive for the OCC Suited for Success Program. This program is where students can go (of all ages) to find a nice professional outfit or two to wear to job interviews, meetings or the first few days of a new job with confidence! We collected well over 700 pieces of clothing and all of the clothing was taken up to OCC on Tuesday, December 4th. Thank you so much for your donations! We hope to have another drive soon, stay tuned!!

## Quick Links

[2018 Membership Directory](#)  
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## Important Dates

**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

**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



[View Pics Here!](#)

## 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.

### Coming Soon - Release of Supra's Refreshed eKey App - this week featuring eKey Pro

Supra's "refreshed" eKEY is right around the corner! While Supra is looking at a mid-December release, we started with last week's hotnews featuring refreshed eKEY apps for Basic. This week we are featuring eKey Pro and will wrap it up next week with Supra's innovative Home Tour app for home buyers. See what the improvements are with eKey Proc (for complete list click here)

In addition to all the benefits of the refreshed Supra eKEY, Supra eKEY Professional also includes the following

Oswego County Chapter's PATH  
Auction & Holiday Party  
November 12, TBD

improvements.

- Invite buyers to rate homes using the all new Supra Home Tour app
- Review buyer feedback directly from your eKEY Professional app
- Add buyer contact information to the My Buyers address book
- Send showing notes about a listing without having to program the keybox or visit the listing (displayed in the eKEY app after the keybox is opened)
- Add an optional, extra layer of security by requiring your device's biometric functionality 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)

[Supra eKEY Pro Refresh Guide](#)

## 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](mailto: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](#)

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■ [Hot Topics](#)



### **Onondaga County Executive Visits GSAR!**

Onondaga County Executive, Ryan McMahon, spent some time at the Greater Syracuse Association of REALTORS® on Wednesday, November 4th. He discussed many things, but the three main topics that he has on his agenda are infrastructure, economic development and poverty. He is very anxious to work with the REALTORS® in the future on the things that matter to you and your industry.





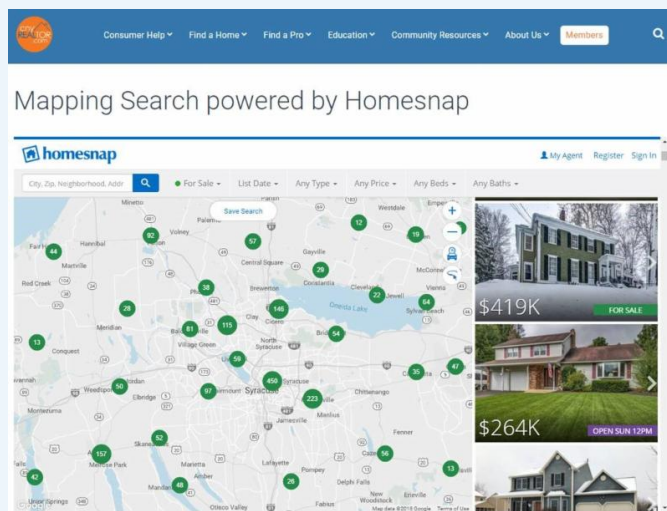
### Get Your Nominations in by 12/14!

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.

[Nomination Form](#)

### 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!



[Check It Out Today!](#)

**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](#)

### **NYSAR Members Now able to Access the New Statewide Forms as of Dec. 3**

The Statewide Forms committee has published a set of new statewide forms through zipForms and NYSAR members will be able to access them beginning Monday, Dec. 3. In order to download and use the documents, you must create an account at [www.zipformplus.com](http://www.zipformplus.com). It is free to create an account and you will be able to begin using the forms immediately.

### **Real Estate's Top 6 Challenges Now and in the Future**

From interest rate hikes to climate change, shifts in the physical, political, and economic worlds are having effects on the real estate industry. Some of these developments affect the residential and commercial sides of the business differently, while others are common challenges all practitioners will face.

[Learn More Here!](#)

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## **■ 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

