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PAY YOUR DUES HERE

**Weekly Video**

Martin Carpenter leads the next Tech Tips and Training, Monday, March 26th



**Events**

**Save These Dates for March and April!**

- March 26. [Tech Tips & Training](#), 1:00 pm, GSAR Office
- April 5. [NPN Roundtable](#), 2:00 pm, GSAR office
- April 10. NYSCAR's Meet, Greet, Network 3:00 pm  
Redhouse, 400 S. Salina St.
- April 11. [Bird Houses for Fair Housing](#), 5:30 pm,  
Sky Armory, 351 S. Clinton St., Syracuse
- April 12. [Community Day](#), 10:00 am , GSAR office
- April 18. RPAC Fundraising Dinner, 5:00 pm,

**Hot News Sponsors**



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Strada Mia

April 19, [Oswego County Chapter's REALTOR® Expo](#)  
April 30, Tech Tips & Training, 1:00 pm, GSAR

**ONLY A FEW SEATS LEFT! Register Today for March's T3**

Registration is open for March's Tech Tips and Training, Monday, March 26th. Come learn all things MLS with Martin Carpenter! Do you want to know what all of the icons on your dashboard mean? Register today, [Click here](#) for event flyer.

[Register Today](#)

**NPN Roundtable, April 5th!**

The New Professionals Network is hosting a Roundtable on Thursday, April 5th at 2:00pm at the GSAR office. Come listen to tips and tricks from seasoned agents. [Click here](#) for event flyer.

[Register Today](#)

**Dancing With Our Stars!**

Join one of our own, Catherine Huang, with Howard Hanna-Manlius, for an evening to benefit the George and Rebecca Barnes Foundation Saturday, April 7th at the Marriott Syracuse Downtown beginning at 6:15 pm. All proceeds from the event go directly to the renovation, restoration and educational programs. [Click here](#) for event flyer.

[Learn More Here](#)

**Community Day, April 12th at GSAR**

Come and join us for Community Day April 12th from 10:00 - 12:00 pm at the GSAR office. Kerry Quaglia, Executive Director of Home HeadQuarters, Sharon Owens, City of Syracuse Deputy Mayor and Dr. Casey Crabill, President of Onondaga Community College will be in attendance to discuss important issues that affect our community. REMEMBER...If you attend all 4 Raising the Bars OR 3 Raising the Bars and Community Day, you will receive 20% off of your 2019 GSAR local dues! [Click here](#) for event flyer.

[Register Today](#)

**Oswego County Chapter REALTOR® Expo**

The Oswego County Chapter of GSAR is proud to host their annual REALTOR® Expo on April 19th at the River Vista in Fulton from 4:00 - 7:00 pm. The key note speaker will be Oswego Mayor William Barlow speaking on current and upcoming Oswego projects an issues. There will be a buffet dinner, cash bar and raffles. Please bring a non-perishable food item with you the night of the event or you

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## Quick Links

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## Important Dates

### [Tech Tips & Training](#)

March 26, 1:00 pm, GSAR All Things MLS

### [NPN Roundtable](#)

April 5, 2:00 pm, GSAR

can drop of monetary or non-perishable food items to Century 21-Galloway, 7 Bridie Square, Oswego. [Click here](#) for event flyer.

Register Today

## MLS News



### Weekly MLS Rule and Regulation Tip:

**Virtual Tour Field:** The Virtual Tour field shall contain only a URL link directly to the Virtual Tour for that specific property listing. The URL is not to contain Agent/Company names. A Virtual Tour is defined as a 360-degree tour of a property, or a slide show of static pictures, which may include audio. Visual or audio information regarding the listing agent and/or company is prohibited.

Advertisements are not allowed. Links or framing that show or lead to contact information or advertisements are also prohibited. For violations of this section, the MLS may remove the violation and/or fine the Participant (Refer to Appendix A for penalty fee). In addition, a letter will go to the Participant asking him/her to correct the information within 5 business days or the Participant's access to the MLS will be terminated until the violation is corrected.

## Education News



### Do You Know Anyone Interested in Becoming a Real Estate Salesperson?

If you know of anyone, let them know that GSAR's spring prelicensing course begins on April 3, 2018. This course will be held evenings and Saturdays through May 14. Registration is now open. Details and registration form are posted on [cnyREALTOR.com](http://cnyREALTOR.com).

### [Bird Houses for Fair Housing](#)

April 11, 5:30 pm,  
Sky Armory,  
351 S Clinton St., Syracuse

### [Community Day](#)

April 12, 10am-12pm at GSAR

### [RPAC Fundraising Dinner](#)

April 18, 5:00 pm, Stada Mia

### [Oswego County](#)

#### [REALTOR® Expo](#)

April 19, 4-7pm in Fulton

### [Tech Tips & Training](#)

April 30, 1:00 pm, GSAR  
Beginners Photography

### [Cayuga County Chapter](#)

#### [REALTOR® Expo](#)

May 8, 4:30 pm, Auburn

### [Raising the Bar #2](#)

#### [& Annual Meeting](#)

May 10, 10:00 am,  
Embassy Suites-Destiny

### [REALTORS® Legislative](#)

#### [Meetings & Trade Expo](#)

May 14 -19, Washington, DC

### [Tech Tips & Training](#)

May 21, 1:00 pm, GSAR

### [Oswego County Chapter Education](#)

#### [& Networking Event](#)

May 24, details coming soon!

### [Borio's Member Mixer](#)

June 7, 5:00 - 7:00 pm  
Borio's, Oneida Lake

### [17th Annual NYS Commercial Real Estate Conference](#)

June 4-6, Turning Stone  
Casino & Resort

### [Tech Tips & Training](#)

June 25, 1:00 pm, GSAR

### [Annual Golf Outing](#)

July 23, 11:30 am  
Links at Erie Village

## Licensing Information

### **Seats are Still Available**

Seats are still open for Mike Smith's classes on March 27. Earn 3.0 hours of CE for each course and satisfy your agency training requirement.

- **Lead-Based Paint: Getting It Right - 9:00 - 12:00pm**  
A review of the lead-based paint disclosure laws, including the "doomsday scenarios" for sellers, buyers and agents that make this an important part of the risk reduction area for every real estate practitioner. Learn the three most common errors that agents make with this form and how they will be perceived by clients, attorneys and the EPA. This class is a must for agents dealing with historic homes.
- **Agency Update - 1:00pm - 4:00pm**  
Review of basic agency, common agency pitfalls, confusion, and misunderstanding. Students will gain an understanding of compliant behavior and generate the documentation for broker risk reduction. Satisfies 2.0 hours of DOS agency requirement.

**Register Today**

## Hot Topics



### **HOT TOPIC! Who Owns Your Property Photos?**

Listing content fuels the real estate industry, and displaying photographs of real properties online is now a vital part of the real estate professional's marketing plan. Improper use of listing photographs, however, can create legal problems for agents, brokerages and MLSs.

**Learn More**

### **Lobby Day 2018**

On March 20, REALTORS® from across the state joined together in Albany for NYSAR's annual Lobby Day in an effort to educate our legislators about key industry issues, issues that affect your livelihood. GSAR members met with Senators DeFrancisco & Valesky and Assemblymen Magnarelli, Barclay, Hunter, and Stirpe. In attendance

[Raising the Bar #3, Meet the Candidates, Election Begins](#)  
August 22, details coming soon!

[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!

[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

were GSAR members Karl Ashley, Steve Barrett, Kelly Loya, George Mango, David Manzano, Nancy Quigg, Don Radke and Chris Teelin. Lynnore Fetyko and Susan Proch, GSAR staff, also attended.

[Click here](#) to view NYSAR's 2018 Legislative Priorities

[See Lobby Day Photos](#)

#### **Tax Reform Act Withholding Changes**

Join the IRS on Thunderclap to promote a national "Paycheck Checkup," because everyone should take a close look at their tax withholding this year.

[Learn More Here](#)

#### **New York Statewide Home Sales Remain Strong in February**

The New York State housing market continued to post solid numbers in February, reaching 7,328 closed sales despite a 6.2-percent decline from February 2017, according to the housing market report released today by the New York State Association of REALTORS. The February statewide median sales price of \$260,000 represented an increase of 8.8 percent from a year ago.

[Read More Here](#)

#### **Instant Reaction: Lawrence Yun on Federal Open Market Committee Statement**

Read NAR's Chief Economist, Lawrence Yun's, reaction to the Federal Reserve's decision to raise short-term interest rates:

[Dr. Yun's Reaction](#)

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## **New Members**

**Christine Conroy**  
Howard Hanna, Skaneateles  
315-685-0111  
[conroy.christine@yahoo.com](mailto:conroy.christine@yahoo.com)

STAY CONNECTED

