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Hot News Sponsors

PAY YOUR DUES HERE

Weekly Video

Meet Terri Dillon with Century 21-Arquette Properties who attended the CE class, Commercial Real Estate, taught by Ozzie Crisalli on April 24th at GSAR. If you missed this class, here is Terri to give you insight on what the class was about.



Events

Save These Dates for April and May!

April 30. [Tech Tips & Training](#), 1:00 pm, GSAR

May 4 ["Blueprint for Financial Success"](#), 10:00 am, GSAR

May 8. [Cayuga Cty Chapter's REALTOR® EXPO](#)
5:00 pm, Hilton garden Inn, Auburn

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- May 10. [Raising the Bar #2.](#) 10:00 am, Embassy Suites-Destiny
- May 14-19 [REALTORS® Leg Meetings & Trade Expo](#)
Washington, DC
- May 15 [Real Estate Staging Designation Class](#)
10:00 am, GSAR
- May 21 [Tech Tips & Training.](#) 1:00 pm, GSAR
- May 24 [Oswego Chapter Education & Networking](#)
4:30 pm, Tavern on the Lock, Fulton

Only Two Seats Available for April's Tech Tips & Training - Photography for REALTORS®

March's T3 will be held Monday, April 30 from 1:00 - 3:00 pm at the GSAR office. This short seminar is aimed at showing the basic concepts and techniques agents may use to improve their listing photos. Limited seating. [Click here](#) for flyer.

Register Today

FREE Seminar: Blueprint for Financial Success

New York Life will be hosting a free seminar called a "Blueprint for Financial Success". All GSAR members are invited to attend on Friday, May 4th 2018 at 10-11:30am at the GSAR office. This seminar will build a foundation for you, your prospects and your clients. You will not want to miss this valuable information. Seating is limited so register early! If you have any questions, please call 315-251-2152. [Click here](#) for seminar flyer.

Register Today

Join Us for a FREE EVENT! Cayuga County Chapter to Host First REALTOR® Expo, May 8th

Come join the Cayuga County Chapter of GSAR as they host their very first REALTOR® Expo on Tuesday, May 8th from 5:00 - 7:00 pm at the [Hilton Garden Inn](#), Auburn. Guest speaker will be Detective Lieutenant Brian Schenk on REALTOR® Safety. There will be a cash bar, hors d'oeuvres and raffles. No registration needed, just come on out to meet and network with your peers in Cayuga County!

More Information Here

Raising the Bar #2

The 2nd session in the Raising the Bar series will be held Thursday, May 10th from 10:00 - 12:00 pm at [Embassy Suites-Destiny](#). This seminar will focus on Complaint Resolution with Patrick Reilly, NYSAR's Vice President of Member & Board Services. [Click here](#) for event flyer.

Register Today

Earn Your Real Estate Staging Designation

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Quick Links

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Important Dates

[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](#)

Today's real estate market is ripe with opportunity and inventory of 'move-in-ready' homes is at an all time low in many markets. AnnieMac Home Mortgage wants to help you get more listings and prepare them properly to sell fast and to sell for top dollar. Join Joseph Dougherty, AnnieMac Branch Manager, on Tuesday, May 15th from 10:00 - 12:00 pm to earn your Real Estate Staging designation. Register early to ensure your spot, seating is limited! [Click here](#) for event flyer.

[Register Today](#)

[May's Tech Tips and Training, May 21st](#)

May's T3 will be on Instanet Forms. Join Laurie Omans on Monday, May 21st from 1:00 - 3:00 pm at the GSAR office where Laurie will cover setting up the Instanet account, preparing a contract and sending the contract through Authentisign. [Click here](#) for flyer.

[Register Today](#)

[Oswego County Chapter's Education & Networking Event](#)

The Oswego County Chapter of GSAR is proud to host an Education and Networking Event on Thursday, May 24th beginning at 4:30 pm at the [Tavern on the Lock](#). Ethics for REALTORS® will begin at 4:30 pm and networking will begin immediately after, approximately 7:00 pm. [Click here](#) for event flyer!

[Register Today](#)

MLS News



[Weekly MLS Rule and Regulation Tip:](#)

If you are going to be doing a Delayed Showing, in order to be compliant with MLS Rules and Regulations and to avoid a possible fine, please make sure you are following the exact process below.

Delayed Showings/Negotiations: Delayed Showings/Negotiations (DNS notices) are allowed. All listings in the Service that are not immediately available for showing/negotiations must have the owner(s) complete the required Delayed Showing/Negotiation Form. This form must be filed as an attachment to the listing AT THE

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!

[17th Annual NYS Commercial Real Estate Conference](#)
June 4-6, Turning Stone Casino & Resort

[Borio's Member Mixer & Annual Meeting](#)
June 7, 5:00 - 7:00 pm
Borio's, Oneida Lake

[Tech Tips & Training](#)
June 21, 1:00 pm, GSAR

[Annual Golf Outing](#)
July 23, 11:30 am
Links at Erie Village

[Tech Tips & Training](#)
July 30, 1:00 pm, GSAR

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

[Cayuga County Chapter Education and Networking Event](#)
September 5, 4:30 pm, Hilton Garden Inn, Auburn

[Oswego County Chapter Education and Networking Event](#)
September 6, 4:30 pm, Tavern on the Lock, Fulton

[NPN Celebrity Bartending Event](#)
September 6, Details coming!

[Tech Tips & Training](#)
September 24, 1:00pm, GSAR

SAME TIME the listing is entered into the MLS. The date(s) that the property will be available for showing and/or negotiations MUST be put into the PRIVATE & PUBLIC Remarks. Open houses are not to be scheduled during the "No showing" time frame. Note: The property is to be considered "Active" and days on market will continue to be counted.

Education News



Polish Your Professional Skills

Take advantage of these educational opportunities being held at GSAR next week:

May 1

GRI-6 Sellers: From discussions about pricing and marketing to showing and negotiating, learn to guide your sellers through the process competently, ethically and legally. Registration is through NYSAR. Already have the GRI designation? You can attend this class and earn 7.5 hrs of CE for only \$50! Call NYSAR for this special deal. [Click here](#) for education flyer.

[Register Here Through NYSAR](#)

May 3

Crash Course in Contracts: Overlooking important details in the purchase offer contract could affect your clients at the closing and beyond. Attorney Rob Carter will review critical items to review with your clients and will briefly touch upon contracts specific to new construction and REO/bank owned properties. [Click here](#) for education flyer.

[Register Today](#)

A Friendly Reminder: Code of Ethics Training Cycle Ends December 31st

The NAR Code of Ethics training cycle began on January 1, 2017 and will end on December 31, 2018. If you still have to complete your Code of Ethics training, GSAR will be offering several live courses as well as online courses. [Click here](#) to view the current Code of Ethics training opportunities. More course dates will be added in the coming months. Not sure if you've already completed your

[Parade of Homes 2018](#)

September 29 - October 14
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!

[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

training? Please check your CE certificates of completion or your GSAR education history. If your ethics training was completed through a school other than GSAR, please forward a copy of the Code of Ethics proof of completion certificate to GSAR (education@cnyrealtor.com or fax: 315-457-5884).

Hot Topics



IMPORTANT! NYSAR Legal Update

NYSAR has been informed that the New York State Department of State Division of Licensing Services (DOS) has begun auditing broker websites for compliance with the advertising regulations. It is NYSAR's understanding that the audits are initiated by the DOS and are not based upon consumer complaints.

[Learn More](#)

Upstate Cancer Center Integrative Room Sign is Up!

After several years of fundraisers and raffle tickets sales, GSAR and the CNY Mortgage Bankers Association, Inc. are proud to announce that they have fulfilled the \$30,000 commitment made to Upstate Cancer Center for the integrative therapy room and the sign recognizing the two associations is now up!

[View Integrative Therapy Room Sign](#)

Watch for the Weekly Auburn Pub

The Auburn Pub will be sharing a Real Estate Tip of the Week at the bottom of their FL page. Their electronic paper will link to our website, cnyREALTOR.com, to a page where all agents will have a chance to buy a space for \$25/year for their name and contact information.

[Sign Up Today](#)

Nominations Now Being Accepted for NYSAR's Community Service Award

The New York State Association of REALTORS® Community Service Award recognizes an individual's activities across the spectrum and not limited to just real estate or housing issues. A nominee should be an individual that is engaged in the community. All nominations must be postmarked or electronically

transmitted by June 15, 2018 to Patrick Reilly.

Community Service Award Criteria

Community Service Award Nomination Form

NY 1st Quarter Statewide Home Sales Strong Despite Slide From Record Pace

With 25,192 closed sales across the Empire state in the first quarter, the housing market posted a strong start to 2018, even as it fell short of 2017's record, according to the housing market report released today by the New York State Association of REALTORS. The first quarter 2018 statewide median sales price of \$260,000 represented an increase of 7.4 percent from a year ago.

[Learn More](#)

New Members

Tamrah Cooper

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STAY CONNECTED

