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Hot News Sponsors

VERY IMPORTANT...PLEASE READ THE NEXT 3 ITEMS!

ALERT TO ALL REAL ESTATE LICENSEES: THOUSANDS OF DOLLARS IN FINES NOW BEING ASSESSED-THAT'S A REAL KICK IN THE DOS!!!

Right now, before you pick up your coffee cup, before you head out the door, before you answer your cellphone to speak to your next client (assuming you know the difference between a client and a customer), you need to read this narrative because failing to do so will cost you dearly.

Since the New York State Department of State (DOS) issued its guidelines which memorialized the manner by which all licensees and firms are to advertise to the public, it is quite obvious there are many agents who simply refuse to heed the warnings.

[Learn More Here!](#)

DOS Auditing Broker Websites for Compliance With Advertising Regulations

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.

Brokers should make a thorough review of their websites for compliance with the advertising regulations. For information on complying with the advertising regulations, as well as a copy of the advertising regulations, [click here.](#)



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Increase your income.



NYSAR has recorded a special podcast on this topic that can be [found here](#).

TAKE ACTION! Reauthorize the National Flood Insurance Program

The National Flood Insurance Program (NFIP) will expire on July 31, denying necessary insurance coverage to homeowners and buyers in more than 20,000 communities nationwide. Congress must act now to reform and extend the NFIP. Take action by urging Congress to extend the NFIP and pass meaningful reforms to ensure long-term viability of the program.

[Take Action Today!](#)

Weekly Video

General Membership Meeting Recap

Peter Wynyard with Keller Williams-Syracuse and Dave Manzano, Sr. with MyTown Realty share their take-a-ways from this week's Annual General Membership Meeting.



Events

Save These Dates for July and August!

- July 23 [GSAR Annual Golf Outing](#), 11:30, Links at Erie Village
- July 30 [Tech Tips & Training](#), 1:00 pm, GSAR
- Aug 22 [Raising the Bar #3, Meet the Candidates, & GSAR Election Begins](#), 9:00 am, GSAR

2018 Annual GSAR Golf Outing!

This year's Golf Outing will be held on Monday, July 23rd at [The Links at Erie Village](#), 5904 North Burdick Street, East Syracuse. Check-in will begin at 11:00 am with lunch on the deck beginning at 11:30 am, Captain & Crew Shotgun at 12:30 pm, and a steak bake dinner at 6:00 pm. This event always fills up fast, so don't delay, register today! [Click here](#) for flyer.

[Register to Golf](#)

Quick Links

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Important Dates

[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, 9:00 am, GSAR

[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

[Tech Tips & Training](#)

September 24, 1:00pm, GSAR

[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!

[Parade of Homes](#)

Register for Dinner Only

Tech Tips & Training July 30

For the first time, July's T3 will be all about managing your day with the iPad. Don't miss out...this class will fill up fast! [Click here](#) for printable flyer.

Register Today

Raising the Bar #3, Meet the Candidates & GSAR Election Begins

This year's 3rd Raising the Bar will be held at GSAR on Wednesday, August 22nd at 9:00 am. This session will focus on REO's, foreclosures, and HUD homes. Immediately following RTB, stay and hear from the nominees for the open GSAR Director positions for 2019! Don't forget...Voting starts this day at GSAR and will be open daily, M-F from 9:00 am - 4:00 pm through September 5th (except Labor Day). [Click here](#) for event flyer.

Register Today

MLS News



Penalties To Go Into Effect for Delayed Showing/Negotiations Violations July 1

Effective July 1st, 2018, the following penalties, in red below, will go into effect for violations of the Delayed Showing/Negotiations Rule within the MLS Rules and Regulations:

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 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

October 13 - 28
Crown Point Summit Meadows

[REALTOR® Morning @ The Parade of Homes](#)

October 17, 9:00 - 11:00 am
Crown Point Summit Meadows

[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

\$100.00 penalty for any violation of this rule. \$500.00 penalty for breaking any terms of the "Delayed Showing/Negotiation" Addendum Form.

The most up to date version of the "Delayed Showing/Negotiations" Addendum form can be found on InstaNet Forms

**MLS Rules and Regulation Changes
Division of Commissions**

Section 5 - Compensation Specified on Each Listing: The listing broker shall specify, on each listing filed with the Multiple Listing Service, the compensation offered to other multiple listing participants for their services in the sale of such listings.

[See Rule Changes Here!](#)

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.

■ **Education News**



Need CE?

Before summer gets into full swing, check your pocket card for your license expiration date. Then check your completed CE. How many more hours do you need? Have you completed the required fair housing and agency coursework? There's no need to wait for the DOS 90-day notification to begin or complete your license renewal coursework. GSAR will hold a few classroom courses this

summer and our online courses are always available.

[Education Calendar](#)

[Online Course List](#)

[Register Today](#)

Upcoming Continuing Education

You can satisfy all or some of your continuing education requirements next week.

June 26, 27, and 28 Agency, Ethics, & Fair Housing: Only Good Business. Instructor: Don Radke. 22.5 CEU
Class meets 8:30am-5:00pm each day. Satisfy all licensing renewal requirements and your NAR Code of Ethics training for the 2017-2018 ethics cycle.

June 28 Stay Inside Fair Housing Laws to Stay Outside of Jail. Instructor: Randy Templeman. 3.0 CEU. 9:00am - 12:00pm. At least 3.0 hours of fair housing training is required as part of the 22.5 hours of CE required for license renewal.

[Register Today](#)

Matrix

Matrix training is available on **June 27**. Earn 3.0 hrs. CE credit per course. See the News & Alerts section on your Matrix home page for the full schedule and registration instructions

[Register Here](#)

Hot Topics



GSAR 2018 Annual General Membership Meeting

GSAR's Annual Membership Meeting was held Wednesday, June 20th at GSAR followed by a summer picnic. Eighty-two members were in attendance. Board President, Jennie Chapin, led the meeting, Andy Azzarello, GSAR Secretary/Treasurer, reviewed the financial statement, and Don Radke, CNYIS Board President, gave an update on MLS happenings the past year. Each chairperson of the many committees and task

forces, gave a quick overview of what their committee has worked on this past year and what is coming up. Check out this week's Video of the Week in the Hot News for a testimonial from your peers!

[View Pictures Here](#)

Everyone Has Technology Questions

NYSAR's free Tech Hotline can provide the answers. The Tech Hotline is a free member benefit offering support for hardware, software, digital devices and more. Our expert technicians will provide prompt, courteous assistance to save you time and money so you can stay focused on your business. Available to active members of NYSAR only, your NYSAR membership just became even more valuable!

[Learn More Here](#)

Act Now and Get Your Company's Name on a Hole at the Annual Golf Outing!

There are several sponsorship opportunities for you at our Annual Golf Outing. Everything from hole sponsors to dinner sponsors are available to get your company's name out there. Hurry...they won't last!

[Sponsorship Opportunities](#)

NYS Home Sales Post Second Highest May Total

Homebuyer activity remained strong in May, driving the New York State housing market to the second-highest sales total for the month with 10,348 closings, according to the housing market report released today by the New York State Association of REALTORS.

[Read More](#)

■ New Members

Nicole Biggs

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STAY CONNECTED

