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**Hot News Sponsors**

**MLS Dues-Don't Get Turned Off**

If you have not already paid your MLS dues, that were due Monday, September 17th, the late fees have been applied and bills are now due by Monday, October 1st. ***SHUT OFFS WILL BEGIN ON TUESDAY, OCTOBER 2nd.***

**Click here to pay your MLS dues**

**Weekly Video**

**The Main Event & Raising the Bar #4**

JMan on Social Media!  
 Check out JMan, who will be our speaker at The Main Event/Raising the Bar #4! "All Things Social Media!" Be there October 4th, it's going to be a great event!  
[Click here](#) for more info and register on [www.cnyrealtor.com/event!](http://www.cnyrealtor.com/event!)





## Events

### Save These Dates for October and November

- Sept 30- [NYSAR Fall Business Meetings, Turning Stone Resort & Casino](#)  
Oct 3
- Oct 4 [Raising the Bar #4 & The Main Event, 10:00 am, Embassy Suites-Destiny](#)
- Oct 13- [Parade of Homes](#), Crown Point Summit  
28 Meadows, Jamesville
- Oct 17 [REALTOR Morning at the Parade](#), 9-12:00pm
- Oct 22 [Tech Tips & Training](#), 1:00 pm, GSAR
- Oct 24 NPN Roundtable, 2:00 pm, GSAR
- Nov 2-5 REALTORS® Conference & Expo, Boston, MA
- Nov 13 Oswego County Chapter's PATH Auction & Holiday Party, 5:00 pm, River Vista, Fulton
- Nov 15 Cayuga County Chapter Education & Networking Event, 4:30 pm, Hilton Garden Inn, Auburn
- Nov 21 GSAR Offices closing at 3:00 pm
- Nov 22 & 23 GSAR office closed for Thanksgiving

### RPAC Karaoke Night Monday, 7:15 - 11 p.m.

Join your fellow REALTORS for a fun, competitive and exciting night of karaoke, costumes and auctions, all in support of RPAC! Tickets cost \$60 each and will be sold on a first-come, first-served basis. Please see the event flyer for full details.

[More Details Here!](#)

### 2018 REALTORS® Conference & Expo November 2-5

Register now for the 2018 REALTORS® Conference & Expo, taking place November 2-5 at the Boston Convention & Exhibition Center (BCEC) in Boston, MA.

[Learn More & Register!](#)

### Registration for Triple Play is now open!

**December 3 - 6, 2018 - Atlantic City, NJ**

Every year since 2000, the Triple Play REALTOR® Convention & Trade Expo has attracted thousands of REALTORS®, brokers, appraisers, and other real estate professionals to the largest real estate convention and trade show of its kind in the U.S. Last year, participants traveled from coast-to-coast and Canada to learn about

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## Quick Links

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## Important Dates

the newest and most exciting developments in real estate products and services.

[Click here for more info. on Triple Play!](#)

### October Tech Tips & Training

Seminar Focus for October: Michael Connors, from Corelogic, will perform a high level overview of Matrix 360, touch on GONYSMLS and demonstrate the InstaNet upload to Matrix incomplete listing. [Click here](#) for flyer.

[Register Today](#)

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## MLS News



### MLS Tip of the Week

#### Coming Soon Listings

CNYIS is starting to receive phone calls and emails asking about the use of "Coming Soon" listings. NYSAR LegalLine featured an article on, "Coming Soon" should not be used solely as a marketing tool, in their Fourth Quarter 2015 edition. Below are some bullet points about the use of "Coming Soon" listings.

- Real Property Law 441-c(1)(a) licensees are prohibited from placing misleading and/or untruthful advertisements.
- Use must be truthful and at seller's legitimate request.
- Not an alternative marketing technique.
- Not to be used to compile list of buyers.
- All brokers must be given same access as listing office.
- Do not "suggest" the use of a Coming Soon listing unless Sellers circumstances specifically warrant it.

### Supra Has Some Exciting Changes Coming Soon!

Supra is working on completely refreshing their Supra® eKEY® app and a new Supra Home Tour app for eKEY Professional subscribers!

The new eKEY app is scheduled for release in October. Below are some highlights of changes coming soon to the new eKEY app:

### 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

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

- Modern look and feel with an Obtain Key button that is easy to reach with either left or right thumb
- Listing information displayed after opening a keybox (if a data agreement is in place)
- Showing details available in app (previously only for eKEY Professional subscribers)
- Send an alert email or text to up to 3 people
- Supports use phone's biometric capabilities to open a keybox
- Supports use of Apple Watch in conjunction with iPhone to open a keybox
- Enable entering PIN only once per day

New features coming soon for eKEY Professional subscribers:

- Invite buyers to rate homes using an all new Supra Home Tour app
- New buyer roster
- New buyer feedback
- Send real-time listing-specific showing notes to keybox without visiting listing; these showing notes are displayed in the eKEY app when the keybox is opened
- Listing information in app updated more frequently

Supra will be provide us with further announcements and information on the refreshed eKEY app over the next several weeks that we will pass on to you.

### **MarketStats Monthly Newsletter**

MarketStats is excited to share their second monthly newsletter. This month, the focus is on how InfoSparks can help determine whether the market may be heading for a shift.

Additionally, the FAQ section highlights a few customer questions. They've also added a new MarketStats webinar session for those members who weren't able to take advantage of the earlier sessions.

[Read Newsletter](#)

## Education News



### Code of Ethics Course Schedule

Still need to complete your ethics training for the 2017-2018 cycle? GSAR has scheduled several dates for the "Ethics for Realtors" course (held in the GSAR classroom):

- November 20, 9am-12pm
- December 13, 1pm-4pm

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.

[Register for GSAR Classes Today!](#)

### Salesperson Course Begins Next Week!

Know someone interested in getting into real estate? GSAR's fall course begins on October 6 and is held evenings and Saturdays through November 10. For details, visit our website or call the education department at 315-457-5979x224.

[Course & General Licensing Information](#)

[Registration Brochure](#)

## Hot Topics



### September is REALTOR Safety Month!

The banner features the REALTOR Safety Program logo on the left, which includes a stylized blue and red icon above the text "REALTOR SAFETY PROGRAM". To the right, the text reads "SEPTEMBER is REALTOR® Safety Month" in large, bold letters, followed by "Stay safe on the job. Develop a safety protocol you use with every client, every time." Below this is a black bar with the text "Visit [www.NAR.realtor/Safety](http://www.NAR.realtor/Safety)". At the bottom right is the logo for the NATIONAL ASSOCIATION of REALTORS®, featuring a blue square with a white "R" and the text "REALTOR NATIONAL ASSOCIATION of REALTORS®".

Visit [www.realtor.org/safety](http://www.realtor.org/safety) for many safety resources!

Here are a variety of pre-designed safety forms that you can customize and use in your office.

[Agent Identification Form](#) (DOC: 26 KB)

[Agent Itinerary](#) (DOC: 33 KB)

[Office Safety Action Plan](#) (DOC: 35 KB)

[Prospect Identification Form](#) (DOC: 31 KB)

Great articles to help keep you and your office safe:

[14 Simple Steps for Safeguarding your Office](#)

[56 Safety Tips for REALTORS](#)

[The 10 Second Rule](#)

[10 Tips for Holding a Safe Open House](#)

### **NAR releases 2018 Member Safety Report**

The National Association of REALTORS released its 2018 Member Safety Report, which surveyed more than 3,000 REALTORS as a part of REALTOR Safety Month. The survey questioned how safe they feel on the job, their personal safety experiences and what safety procedures they follow. The report determined that 43 percent of REALTORS carry self-defense weapons and that nearly a third experienced a situation that made them fear for their personal safety or the safety of their personal information.

[Learn More](#)

### **Every Vote Counts**

This year's election will be held on Tuesday, November 6th. Let your voice be heard--get out and vote!

- 470 seats in the U.S. Congress (35 Senate seats and all 435 House seats)
- 298 state executive seats up for election across 43 states
- 69 seats on state supreme courts are up for election.
- 166 statewide ballot measures in 38 states.
- Elections are being held in 49 of the 100 largest cities by population in 2018.
- Dozens of mayoral offices and city council seats across the country.
- 925 school board seats up for grabs across 26 states

The work you do as REALTORS®, and as an organization, is noble, good, and lasting. Voting is opportunity to exemplify and solidify this point. This November, the National Association of REALTORS® wants to make sure your voice is heard: PLEDGE TO VOTE IN THIS YEAR'S ELECTIONS!

### **Trick or Treat at the Mansion**

[The Barnes Hiscock Mansion](#), located at 930 James Street, is calling all kids to come and join Trick or Treat at the Mansion! This event draws over 2,000 kids with over

8,000 pieces of candy handed out. But they need your help! Please donate candy for this fun event. You may drop of candy at the GSAR office by Thursday, October 25th.

[Sign the Pledge Today](#)

### **Recognize Our Outstanding Members with the 2018 REALTOR Honor Society**

The 2018 REALTOR Honor Society recognizes board/association members for their involvement during the 2017 elective year. The Honor Society Report Form must be completed, signed by an officer or executive officer of the board/association and returned to NYSAR by Friday, October 12th.

[Learn More Here](#)

[Honor Society Report Form](#)

### **Pending Home Sales Dip 1.8 Percent in August**

Pending home sales fell slightly in August and have now decreased on an annual basis for eight straight months, according to the National Association of Realtors®. Lawrence Yun, NAR chief economist, says that low inventory continues to contribute to the housing market slowdown. "Pending home sales continued a slow drip downward, with the fourth month over month decline in the past five months," he said.

[Read More Here!](#)

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## **■ New Members**

### **Mary Gracey**

America's #1 Choice Realty  
315-298-2186  
marygracey.amcr@gmail.com

### **Antwaun Johnson**

Keller Williams Realty Syracuse  
315-701-6900  
ajohnson2@kw.com

### **Tania Shaughnessy**

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### **Deborah Taft**

Better Homes and Gardens Real Estate Select  
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### **Dennie Taft**

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STAY CONNECTED

