

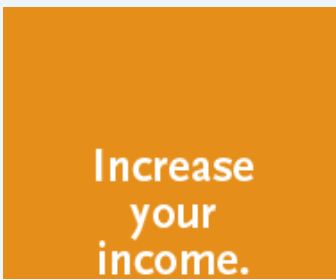


In This Issue

- [Weekly Video](#)
- [Important Dates](#)
- [Events](#)
- [MLS News](#)
- [Education News](#)
- [Hot News Sponsors](#)
- [Hot Topics](#)
- [Quick Links](#)
- [New Members](#)



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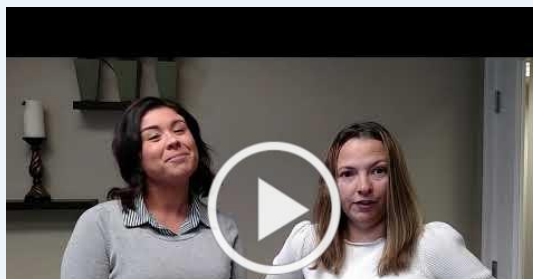
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Weekly Video

GSAR Continuing Education

From a legal perspective, attorney Robert Carter discussed what happens between purchase offer acceptance and the closing. Rob also discussed how issues that arise in the contract, title documents, mortgage commitment, etc., affect both the buying & selling sides of the transaction. Here are two of your peers who took the class...hear what they have to say!





Corinne Rudy & Teresa Scheuer



Quick Links

- [2018 Membership Directory](#)
- [Calendar of Events](#)
- [CenterState CEO Events](#)
- [CNY Housing Stats](#)
- [CNYIS Billing Change](#)
- [Education Schedule](#)
- [Event & Meeting Schedule](#)
- [Home Headquarters](#)
- [Important Support Numbers](#)
- [MarketStats Newsletter](#)
- [Member Benefits](#)
- [Member Profile](#)
- [NAR](#)
- [NAR REALTOR® Magazine](#)
- [NYSAR](#)
- [NYSCAR Events](#)
- [OCC Newsletter](#)
- [Pay Your Dues](#)
- [RPR® Webinars](#)
- [Register for Education](#)
- [Register for an Event](#)
- [Scholarship Request Form](#)
- [Syracuse Events](#)

Important Dates

SAVE THESE DATES FOR 2019

2019 Mid-Winter Business Meetings
February 10-14, Desmond Hotel, Albany

Fudali Family Benefit
To benefit Steve Fudali's Family,
Feb 10, 1:00pm, NYS Fairgrounds

Events

Save These Dates for January and March 2019

- | | | |
|--------|---|---------------|
| Feb 10 | 2019 Mid-Winter Business Meetings , Desmond | Hotel, Albany |
| Feb 10 | Fudali Family Benefit -to benefit Steve Fudali's Family, 1:00 pm, NYS Fairgrounds | |
| Feb 25 | Tech Tips & Training, 1:00 - 3:00 pm, GSAR | |
| Mar 21 | Raising the Bar #1, 10 am, Embassy Suites-Destiny | |
| Mar 25 | Tech Tips & Training, 1:00 - 3:00 pm, GSAR | |

It's Not Too Late-Register Today for the 2019 Mid-Winter Business Meetings

The New York State Association of REALTORS® 2019 Mid-Winter Business Meetings will be held Sunday, February 10 through Thursday, February 14, 2019 at the [Desmond Hotel & Conference Center](#), Albany, NY. Get your room and register early!

[Learn More & Register Here!](#)

Benefit for Steve Fudali's Family

Steve Fudali, a longtime GSAR member, recently lost his battle with stage 4 pancreatic cancer. A benefit for his family will be held Sunday, February 10th at the International Building at the NYS Fairgrounds from 1 - 6:00 pm. Tickets ONLY \$20, which includes Food, Beer, Entertainment, Hole In One Contest, Raffles, Silent Auction & More ! Come out and show your support to the Fudali family. Presale tickets to the benefit are now available. Email fightingforefuds@yahoo.com or call Kelly at 315-476-3851 for tickets.

[Checkout Event Face Book Page](#)

MLS News



MLS Tip of the Week

Proper MLS Area/Property Type: All properties must be listed according to address and assessment jurisdiction only. CNYIS will not accept an additional listing for a property because the listing office wants to emphasize the school district, zip code, etc.

Message from Supra on the Rollout of their new Supra® eKEY® app

Tech Tips & Training
Feb 25, 1:00 pm, GSAR

Raising the Bar #1
March 21, 10:00 am, Embassy Suites-Destiny

Tech Tips & Training
March 25, 1:00 pm, GSAR

Fair Housing's Bird House Auction
April 4, 5:30 pm, Sky Armory-Downtown

Raising the Bar #2 & GSAR Fundraiser
April 10, 4:00 pm, Embassy Suites-Destiny

GSAR Office Closed
April 19-Good Friday

Tech Tips & Training
April 29, 1:00 pm, GSAR

Community Day
May 2, 10:00 am, GSAR

Lobby Day
May 7, Washington, DC

REALTORS® Legislative Meetings & Expo
May 13-18, Washington, DC

GSAR Office Closed
May 27-Memorial Day

Borio's Member Mixer
June 6, 5:00 pm, Borio's-Oneida Lake

Annual Membership Meeting
June 20, 9:00 am, GSAR

Tech Tips & Training
June 24, 1:00 pm, GSAR

GSAR Office Closed
July 4 & 5, Independence day

GSAR's Annual Golf Outing
July 22, Time TBD, Links at Erie Village

Raising the Bar #3, Meet the Candidates, Voting Begins
August 22, 10:00 am, Embassy Suites-Destiny

NYSAR Fall Business Meetings
Sept 22-25, Turning Stone Casino

Raising the Bar #4 & Main Event
October TBD, details soon!

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

We are excited to share an update with you on the release of our new Supra® eKEY® app. The rollout is going well and thousands of keyholders are updating their app each day. Based on customer feedback, we identified a few tips that we want to pass along:

- Do not delete the existing eKEY app and then install the new one, which requires obtaining a new authorization code. Existing eKEY users should use the update feature in their app store. This process does not require a new authorization code.
- The Android™ operating system now requires "location services" be enabled when using Bluetooth® devices. This applies to all Bluetooth devices including iBox BT LE as well as other Bluetooth devices such as speakers or a vehicle. We added a page on our website with instructions on how to turn on location services:<http://www.supraekey.com/CustomerSupport/Pages/Support/eKEY/Android-Location-Services-eKEY.aspx>
- An updated version of the Android app will be released in the coming days to improve a few isolated icon and text items, as well as rare updating issues with specific devices.

Please feel free to visit the following web page containing links to all of the agent eKEY resources available: www.supraekey.com/ekey

MarketStats January Newsletter

Here's the MarketStats January newsletter for your review. This month, ShowingTime is focusing on how MarketStats is a perfect tool to look at the past year and anticipate trends for the new year.

Also included is a "Tips of the Month" section and a link to sign up for our monthly webinar session to learn more about different tools available to you.

[MarketStats January Newsletter](#)

Education News



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

If you already hold the GRI designation, you can add 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

February- CE Courses

Fair Housing - It's Everyone's Right* with Don Radke
February 5, 9am-12pm (3.0 CEU)

*License renewal requirement

Did you know that if charged with a fair housing violation, you are guilty until proven innocent? Or, that you could be fined in excess of \$10,000? As a REALTOR, you are charged with advocating for and protecting fair housing rights. Come and learn how to stay compliant with the fair housing laws, from record keeping to advertising.

Grievance, Arbitration, & Procuring Cause** with Fran Carroll
February 7, 9am-12pm (3.0 CEU)

**Satisfies Code of Ethics requirement for 2019-2020 cycle.

Exactly what is procuring cause? In a commission dispute, what factors are used to determine? Learn how procuring cause is determined as your instructor discusses the grievance and arbitration process.

* * * This course fulfills NAR's mandatory ethics requirement. * * *

Matrix 1, 2, & 3 Three Wednesdays/month. See the schedule under News and Alerts on your Matrix homepage. One of the most important items in your real estate toolbox is the MLS. You might be surprised at how much your proficiency with the MLS can improve by taking a formal, hands-on training class. Increased proficiency with Matrix means that you'll have more time to spend on other areas of your business.

Matrix courses can be taken for CE credit (3.0 CEU) or taken for free if you don't want the CE credit.

[Register for GSAR CE Courses Here!](#)

Hot Topics



2019 Installation Recap

The annual Installation dinner was held last Friday, January 18th at the Marriott Syracuse Downtown. With nearly 300 in attendance to see the board of directors from the Greater Syracuse Association of REALTORS® (GSAR) and the Central New York Information Service, Inc. (CNYIS) get sworn in. Chris Teelin from the GSAR board and Don Radke from the CNYIS board were both sworn in as presidents. Mark Nanni and the Intention provided the entertainment throughout the evening.

Awards were given out for Affiliate of the Year, Shining Star and REALTOR® of the year.

The winners were:

Matt Spack of Essential Home Inspections, LLC for Affiliate of the Year.

Steve Barrett of MyTown Realty for Shining Star

Natalie Martin of Better Homes & Gardens Real Estate Select for REALTOR® of the Year
Congratulations to all of the winners!

[View Installation Pics Here!](#)

We Love Your Feedback

Following the Installation event on Jan. 18th, we sent out a few questions to attendees. Of 176 surveys sent (not sent to guests), we heard back from 60 REALTOR® and Affiliate members, and here is what they thought about the event. All questions were on a scale of

members, and here is what they thought about the event. All questions were on a scale of 1-5, with 5 being the best. As a whole, they rated the event a 4.48, pretty good! They rated the venue (Marriott Syracuse Downtown) a 4.71, the food a 4.53, the entertainment a 4.12, and "was it fun?!" returned a 4.38. Thanks so much for answering these questions, we love to hear your feedback! You can expect to see these very short surveys more and more after education and events.

Syracuse Makes a Good List!

Fox published an article on January 15th with the five top cities with affordable housing... Buying a home these days is a high-stakes, need-to-have/nice-to-have equation. You need a home within an hour's drive of work; it would be nice to have one that's in walkable distance. You need a full-size kitchen with room for your five-person brood; it would be nice to have a chef's kitchen with La Cornue Grand Palais range, Meneghini Arredamenti fridge, and, heck, a Mugnaini wood-fired pizza oven. You need at least 2.5 bathrooms; it would be nice to have a master en suite spa with a touchscreen-controlled smart bidet.

[Read More Here!](#)

Payment Changes Now in Effect

For your protection and security, and at the direction of the GSAR and CNYIS board of directors, as of January 1, 2019 members are no longer going to be able to make credit card payments over the phone, in person or make any cash payments.

Please go to 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.

Home Prices Continue to Rise in December

For the fifth consecutive year home prices appreciated in New York State. Home prices in 2018 rose 6.0 percent above 2017 figures. The \$265,000 median sales price at the end of 2018 topped the 2017 median price of \$250,000. In 2014, the median price was \$225,000.

[Read Full Article Here!](#)

Treasury, IRS Give Big Win to Real Estate Professionals in Qualified Business Income Rule

Late last week, the Treasury Department and the Internal Revenue Service issued final regulations regarding the new 20 percent deduction on qualified business income. As Americans begin preparations for the 2018 tax filing season, real estate professionals have been uncertain about the true impact of the 2017 Tax Cuts and Jobs Act on their respective businesses. Friday's ruling from Treasury and the IRS, however, signaled a significant victory for the real estate industry and for many of the National Association of Realtors®' 1.3 million members.

[Learn More!](#)

What a Government Shutdown Means for REALTORS®

As of midnight on December 21, 2018, the President and Congress were unable to agree on the provisions of a Continuing Resolution (CR) to fund the federal government. As a result, a partial shutdown of some government operations has occurred. This partial shutdown includes some federal housing, mortgage, and other programs of interest to the real estate industry. A summary of the impact on selected agencies is provided below.

While this is a very politically dynamic event, NAR staff continue to monitor federal agencies and work with Congress, the Administration, and other groups to assess ongoing impacts to NAR members and their businesses.

[Read More Here!](#)

BJ's Next Sign-ups

The next time you can sign up for BJ's will be in March and will run from March 1-15th. All applications can be emailed or mailed to Nora DiMeis. Call for details at 315 457-5979 ext. 221.

■ New Members

Brandt Fanion

Keller Williams

315-701-6900

brandtfanion@kw.com

Monica Ann Genge

Howard Hanna Real Estate

315-363-2300

monicagenge@howardhanna.com

Eamon Kissane

Gilbo Realty, LLC

315-752-9513

kissaneeamon@gmail.com



STAY CONNECTED

