



News from the New York State Commercial Association of REALTORS[®], Inc.



Common Questions on Required Education

By: John Lavelle, NYSCAR President

I hope you are all enjoying a prosperous summer.

We often get questions from Commercial Practitioners regarding Code of Ethics training and the Fair Housing requirement for real estate licensees.

Code of Ethics Training

The Code of Ethics training is a requirement of the National Association of REALTORS[®] and must be met in order to maintain your REALTOR[®] membership. REALTORS[®] are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within four-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS[®]. The current four-year cycle will end Dec. 31, 2016. Thereafter, the requirement will change to two-year cycles, rather than four-year cycles.

Fair Housing License Requirement

The Fair Housing requirement pertains to your real estate license. When renewing your real estate license, you must have successfully completed at least 22 ½ hours of continuing education classes approved by the Secretary of State, including at least three hours of instruction pertaining to fair housing and/or discrimination in the sale or rental of real property or an interest in real property. You must complete the 22 ½ hours of approved classes within the two year period immediately preceding

your renewal.

NYSCAR will be sponsoring the ethics class at the annual conference in 2016, along with other classes for commercial practitioners. NYSCAR will also be reaching out to the local chapters this month to schedule courses around the state.

Please be sure to keep track of your continuing education credits so you are prepared when renewing your real estate license.

Call for REALTOR® of the Year Nominations!

NYSCAR is accepting nominations for the 2015 REALTOR® of the Year. The purpose of the award is to recognize an outstanding active member of the New York State Commercial Association of REALTORS® (NYSCAR) for the year.

Point System used for consideration:

NYSCAR Association Activity: committee work, special assignments, seminar activities, educational work and offices held (45%)

1. State Association Activity: offices held, committee work, attendance and participation at conventions, director's meetings, education work, etc (25%)
2. NAR Activity: National offices, committee work, membership and work in institutes, attendance at national conventions, etc. (10%)
3. Civic Activity: Local, state and national levels, participation in civic and service clubs, charitable activities, political activities, etc. (10%)
4. Business Accomplishments: Recognized good business conduct and adherence to REALTOR® Code of Ethics, service to clients, imaginative and creative advertising, imaginative and creative real estate solutions, rehabilitation programs, land utilization, etc. (10%)

If you would like to nominate a NYSCAR member, please submit your nomination letter by December 1, to the attention of the NYSCAR ROTY Committee, c.o. NYS Commercial Association of REALTORS®, 130 Washington Ave., Albany, NY 12210

Carbon Monoxide Detectors To Be Required in Commercial Buildings

On Friday, May 15, 2015, the New York State Fire Prevention and Building Code Council approved regulations requiring Carbon Monoxide (CO) detectors/alarms in all new and existing commercial buildings and restaurants. The regulation requires all newly constructed commercial buildings or restaurants to have "hard wired" CO detectors installed pursuant to the requirements of the regulation. Pre-existing commercial buildings and restaurants (constructed prior to June 23, 2015) are exempted from the 'hard-wired' requirement and are permitted to use a carbon monoxide alarm powered solely by 10-year battery power if listed in accordance with UL 2034. The rule also sets forth requirements of

monitoring the CO system as well as the proper placement of CO detecting units. Real estate licensees need to be aware of the new requirement and should seek the assistance of a professional for the placement of CO detectors in existing commercial buildings or restaurants.

A copy of the rule can be [found here](#). The new rule took effect on June 27, 2015.

Upcoming **Highlighted Event**

REALTORS® Triple Play sponsored by the New York, New Jersey and Pennsylvania Associations of REALTORS® will be held December 7 – 10, 2015 in Atlantic City, New Jersey. There will be a commercial investment marketing session, as well as commercial courses available for the attendees. Be sure to mark your calendar for this event.



News from the National Association of REALTORS®

RESEARCH

Q2 Commercial Real Estate Market Survey

Sixty percent of REALTORS® practicing commercial real estate reported that they closed a sale this past quarter, and prices continue to accelerate. Access the latest report for details on inventory, cap rates and leasing fundamentals.

Link- <http://www.realtor.org/reports/2015-q2-commercial-real-estate-market-survey>

New Report Finds Like-Kind Exchanges Promote Job, Economic Growth

Real estate like-kind exchanges are an important vehicle for disposing of and acquiring properties and support the nation's financial growth, job creation and economy, according to a new report from the National Association of Realtors®.

Link- <http://www.realtor.org/reports/like-kind-exchange-survey>

EDUCATION & NETWORKING

8/27 Webinar: "Feeling the Pulse: Internet of Things in Real Estate"

Join Chad Curry, Managing Director of NAR's Center for REALTOR® Technology, on August 27th at 1pm CST for a high level overview of the "internet of things" as it relates to the real estate industry.

Link- <https://realtor-org-commercial.webex.com/realtor-org-commercial/onstage/g.php?>

[MTID=e2ae6daa053d679558aa969be47994c2f](https://realtor-org-commercial.webex.com/realtor-org-commercial/onstage/g.php?MTID=e2ae6daa053d679558aa969be47994c2f)

2015 REALTORS® Conference & Trade Expo

Join over 20,000 REALTORS® this November in San Diego, where we'll feature the Commercial

Marketplace, and an exciting lineup of commercial education sessions, the Commercial Caffeinated Breakfast, Commercial Red Carpet Networking Reception and general session keynote speaker Emmit Smith, CCIM. [Registration](#) is now open!

Link- <http://www.realtor.org/convention.nsf?opendatabase>

PUBLICATIONS & INFORMATION

Commercial Podcast

Listen in to the latest Commercial Podcast, featuring Dean Saunders, ALC, CCIM who shares his vast expertise on land transactions, conservation and experience working with state and federal government.

Link- <http://www.realtor.org/podcasts/commercial-podcast>

REALTOR® Safety Matters for Commercial Professionals

Philip McGinnis, ACoM, ALC, CCIM, shares important REALTOR® Safety tips for commercial professionals, providing references for members working across multiple property types. Visit the REALTOR® Safety Resource Center online for more information.

Link- <http://www.realtor.org/topics/realtor-safety/realtor-safety-matters-for-commercial-professionals>

TECHNOLOGY & SERVICES

Demystify RPR® Commercial with Upcoming Webinar

Give your members an edge with the Introduction to RPR® Commercial workshop. Learn how to discover the perfect location for clients through economic, demographic, and employment data. For REALTORS® specializing in commercial, start impressing clients with RPR today—learn more and save your seat today.

Link- <http://learn.narrpr.com/intro-to-commercial/?cid=N2U-082015>

2015 NYSCAR Board of Governors

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