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PRESIDENT'S MESSAGE

Guy Blake, CCIM, NYSCAR President

NEW YORK STATE COMMERCIAL ASSOCIATION OF REALTORS®

The NYSCAR Board of Governors will be meeting on February 4, 2018 at the Desmond Hotel & Conference Center in Albany, New York. We are looking forward to a productive meeting to kick off this year's agenda.

The Annual NYS Commercial Real Estate Conference, our premier event of the year, will be held June 4–6, 2018 at the Turning Stone Resort & Casino in Verona, New York. The conference will be chaired by James Walker, CCIM. The Planning Committee has held their initial meeting for the conference and have plans well underway for this great event. The conference will include commercial continuing education classes, a world-class marketing session, industry updates and the best in networking. So mark your calendar and plan to attend!

Tax Reform

Many thanks to those who responded to the Call for Action regarding tax reform. Please see the excerpt below from the National Association of REALTORS® News Release (December 20, 2017)

NAR President Mendenhall added that while the work on tax reform is complete for 2017, next year will likely hold opportunities to further improve the tax landscape for middle-class homeowners, and issued the following statement:

"The final tax reform bill is far from perfect, but it's been greatly improved for homeowners over previous versions. Realtors® should be proud of the good work they did to help get us here. We generated over 300,000 emails to members of Congress through two calls for action and held countless in-person meetings with legislators, all of which helped shape the final product.

"The results are mixed. We saved the exclusion for capital gains on the [sale](#) of a home and preserved the like-kind exchange for real property. Many agents and brokers who earn income as [independent contractors](#) or from pass-through businesses will also see a significant deduction on that business income.

"Despite these successes, we still have some hard work ahead of us. Significant legislative initiatives often require fixes to address unintended consequences, and this bill is no exception.

"The new tax regime will fundamentally alter the benefits of homeownership by nullifying incentives for individuals and families while keeping those incentives in place for large institutional investors. That should concern any middle-class family looking to claim their piece of the American Dream.

"Realtors®' [work](#) to help them get there will continue, and we look forward to joining members of Congress from both sides of the rotunda on that endeavor."

Use of Corporate Titles in Commercial Real Estate

Anthony Gatto, Esq., NYSAR General Counsel

On April 26, 2013, the New York State Department of State Division of Licensing Services (DOS)

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are assigning or permitting an associate broker or salesperson corporate titles that are prohibited pursuant to the DOS opinion. Brokers that permit such usage of corporate titles would be subjecting themselves to liability for violating the Real Property Law. There is no exception merely because the licensee practices commercial real estate.

[Click here](#) to find the text of the opinion from the Department of State addressing corporate titles as it applies to all licensees, and to read the rest of the article.

Code of Ethics and Professional Standards Training

This course sponsored by the NYS Association of REALTORS® is a must for local board/association presidents, directors, executive officers, professional standards administrators and legal counsels, in addition to grievance and professional standards committee members. Any other members interested in learning more about the professional standards process are welcome. The course satisfies NAR's mandatory ethics training requirement.

In this course, you will: gain a full understanding of the conduct of ethics and arbitration hearings, enforcement procedures and disciplinary guidelines. Learn about the mediation process and its benefits. Explore the mandatory Ombudsman program and citation options.

Upcoming classes include:

February 15 - in Batavia

February 16 - in Syracuse

March 6 - in Binghamton

March 8 - in Saratoga

March 9 - in Lake Placid

6 Hours of CE credit is included.

Cost: \$125 members/\$150 non-members

[Register online](#) today or call NYSAR at 800-239-4432x219.

To register via mail or fax, [click here](#) for a registration form in PDF format.



Message from Dale Ross, Realtors Property Resource® CEO

I understand commercial members' workflow may have been interrupted by the Xceligent™ shutdown. While NAR is taking steps to ensure that commercial members' data needs are met, I wanted to remind you that you have a member benefit at no additional cost that provides commercial data and tools.

[RPR® Commercial](#) has data on more than 35 million off-market properties, 320,000 listed properties, and 106,000 leasing opportunities. RPR®'s data is provided through contracts with 26 CIEs/CMLSs and 668 MLSs. You'll find building ownership, property specifications, tax records, mortgage information, legal descriptions, and more. In addition, RPR® now includes information on more than 7 million commercial tenants through an integration with SMR Research. Learn how the various tools at RPR® Commercial can meet your [top five data needs](#).

Because RPR® Commercial never integrated active listings from Xceligent™, the listing count within RPR® is unaffected by the bankruptcy. RPR® remains committed to continued enhancement of the commercial product delivery, ensuring the REALTOR® position in the marketplace.

Login: <http://www.narrpr.com/>

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News from the National Association of REALTORS®

[Commercial Committee: Governance in Action](#)

The Commercial Committee agenda centered around discussion of the Commercial Real Estate ALERT report trends, released earlier this year.

December 6, 2017

[Commercial Economic Forum – 2017 REALTORS® Conference & Expo](#)

The Commercial Economic Issues & Trends Forum explored rationale behind largely positive commercial market projections.

December 7, 2017

[Commercial Legislation & Regulatory Advisory Board – 2017 REALTORS® Conference & Expo](#)

With the first public draft of the Republican plan for tax reform having dropped hours before the meeting, the Commercial Real Estate Legislation & Regulatory Advisory Board was buzzing with members eager to hear NAR's take.

December 7, 2017

[Commercial Research – 2017 REALTORS® Conference & Expo](#)

2017 Commercial Real Estate Research Advisory Board Chair Mike Vachani, ABR, CIPS, started the meeting with an emphasis on the importance of members updating their NRDS member profile with the correct field of business, in order to have accurate information about NAR's commercial membership and to capture better, more comprehensive data.

December 7, 2017

[Property Management – 2017 REALTORS® Conference & Expo](#)

Featured speaker Carl Carter Jr. discussed REALTOR® safety during the Property Management Forum, telling the story of his mother Beverly, who was tragically murdered. Carter Jr.'s presentation serves as a powerful reminder of the importance of property managers remaining vigilant about personal safety practices in the daily course of onsite business.

December 7, 2017

[Conference Education Highlights – Blockchain: The Technology Evolution You Didn't Know You Needed](#)

The basic explanation of this emerging software technology is as simple as describing an accounting ledger or a document registry. Blockchain is at root a public software system that registers and documents transactions in real-time. Unlike a paper ledger, blockchain does this with irrevocable security, modern speed, and universal recognition. December 7, 2017

[Conference Education Highlights – Transitioning Land for Development](#)

REALTORS® Land Institute members Ben Crosby, Norma Nisbet, and Bob Turner, each told a special tale of site selection that went down to the dirt when it started but built up to the heights by the time it was completed.

December 7, 2017

[Conference Education Highlights – Investment Sales: Rethinking the Process](#) Yan Khamish, Managing Director at the online commercial property sales platform Ten-X, asked the big questions about commercial real estate technology: What are the components, inefficiencies, and opportunities in commercial real estate?

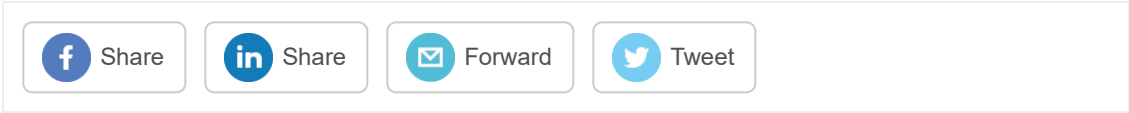
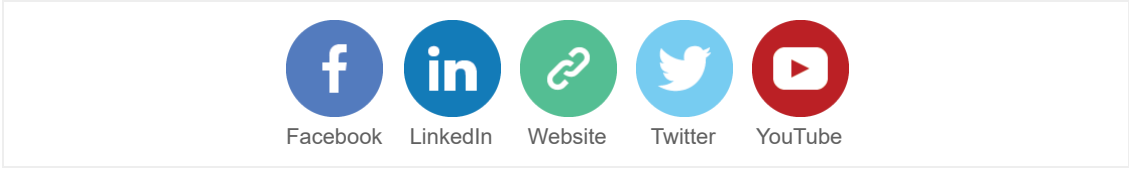
December 7, 2017

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