



### **Robert Strell, 2025 President's Message**

As we come to the close of another productive year, I want to take a moment to reflect on the many accomplishments we have achieved together. NYSCAR members' engagement, support, and commitment to professionalism have made this an exceptional year for our association.

One of our most significant milestones was the successful launch of our new association website. Designed with members in mind, the updated platform offers improved navigation, streamlined resources, and easier access to tools that support your business. We are proud to provide a user-friendly hub that enhances the way you connect with colleagues, and industry information.

We continued our advertising efforts throughout the state to keep the "NYSCAR" name front and center to the public and real estate industry.

Our dedication to high-quality education also remained a premier benefit. Throughout the year, we continued to deliver relevant, timely, and impactful learning opportunities through virtual sessions. Your commitment to staying informed and sharpening your skills strengthens not only your individual success but also the integrity of our entire profession.

These achievements are a direct result of your involvement and the hard work of our volunteers, staff, and leadership. Thank you for your ongoing trust in our association and for being part of a community that strives to elevate the real estate industry every day.

We look forward to building on this momentum in the year ahead and continuing to provide the resources, advocacy, and support you deserve.

It has been an absolute privilege to serve as president of our great organization and I want to thank you for your support! On behalf of the NYSCAR Board of Governors, **best wishes for a happy, healthy and prosperous New Year!**



President Strell and NY LI Chapter President Ira Zucker at the Fall chapter installation event.

### **Professional Development**

2026 will bring you more opportunities to fulfill your c.e. requirements to renew your license. A partial list is as follows:

Feb. 20, 2026 – 9:00 am – 12:00 noon, **How to Invest in Real Estate Wisely**, Russ Gullo, CCIM

The following 3 courses are instructed by Edward S. Smith, Jr. (9:00 am -12:45 pm)

March 11 and 13, **Working with Office, Retail and Industrial Buildings, Leases and Green Concepts** 7.5 hours c.e.

March 18 & 20, **Working with Investment Properties: Financial Analysis, Taxes and Exchanges; Discrimination issues in Commercial Real Estate** - 7.5 hours c.e.

*(fulfills NYS fair housing (3 hours) requirement)*

March 25 & 27, **Ethics and Agency, Land and Site Development, Comparing Investments, Brokerage issues and Building your Commercial Business** - 7.5 hours c.e.  
*(fulfills NYS ethical business practices (2.5 hours) & agency (1 hour)\* requirement)*

*\*2 hours needed, if it is your first renewal.*

July 9, 2-4 pm **REALTOR® Hunger Games**, Katheryn DeClerck

*(fulfills 2-hour requirement for implicit bias)*

## **National Association of REALTORS®**

### **Utility Costs, Indoor Air Quality, and Energy Efficiency Drive Commercial Real Estate Sustainability Decisions**

WASHINGTON (December 4, 2025) – Commercial clients are putting building performance at the center of their real estate decisions, with a strong focus on operating costs, indoor air quality, and energy efficiency, according to the National Association of REALTORS® [2025 REALTORS® Commercial Sustainability Report](#).

"Commercial real estate agents recognize the importance of sustainability when purchasing, leasing, or selling properties," said NAR Deputy Chief Economist Jessica Lautz.

"Properties with green building certifications tend to have higher property values and are more energy efficient than buildings without a certification."

"More commercial practitioners are exploring adaptive reuse to transform vacant or underused properties into new spaces, often for residential use," Lautz added.

"Repurposing buildings can be an innovative way to sustainably increase both housing supply and new community spaces."

In August 2025, NAR surveyed its commercial-focused members about sustainability issues facing the industry. The report found that when deciding where to buy or lease, agents who are REALTORS® say the sustainable building features that their clients consider very important include utility and operations costs (32%), indoor air quality (26%), energy-efficient windows and doors (25%), the impact of extreme weather events (21%), and the efficient use of lighting (16%).

Additional findings from the report:

- 55% of agents and brokers say promoting energy efficiency in listings is very or somewhat valuable
- 30% report that green certifications increase commercial building property values in their markets
- 37% have completed some form of educational or professional training with commercial properties featuring sustainable elements, such as energy-efficient appliances, renewable energy systems, or eco-friendly building materials
- 32% of brokerage firms have experience working with repurposing commercial buildings
- Top market issues and considerations surrounding sustainability cited by agents and brokers:
  - o 38%: Improving the energy efficiency of existing buildings (down from 43% in 2024)
  - o 35%: Valuation of solar panels on a building (up from 22% in 2024)
  - o 34%: Understanding how solar panels impact transactions (up from 27% in 2024)

### **About the National Association of REALTORS®**

The National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict [Code of Ethics](#). For free consumer guides about

navigating the homebuying and selling transaction processes – from written buyer agreements to negotiating compensation – visit [facts.realtor](https://facts.realtor).