



## **A message from the president of Upstate NYSCAR - by Guy Blake**

December 04, 2018 - Upstate New York

Call for Nominations NYSCAR Realtor of the Year

It is that time of year to solicit nominations for NYSCAR Realtor of the Year. The purpose is to recognize an outstanding active member of the New York State Commercial Association of Realtors (NYSCAR) for the year.

The following items will be considered:

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

**State Association Activity:** Offices held, committee work, attendance and participation at conventions, director's meetings, education work, etc (25%)

**NAR Activity:** National offices, committee work, membership and work in institutes, attendance at national conventions, etc. (10%)

**Civic Activity:** Local, state and national levels, participation in civic and service clubs, charitable activities, political activities, etc. (10%)

**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 by December 15, 2018 to:

NYSCAR Office,  
C/O ROTY Committee,  
130 Washington Avenue,  
Albany, New York 12210.

**Code of Ethics Deadline Approaching**

As required by the National Association of Realtors, all Realtor members must complete 2.5 hours of approved Code of Ethics training every two years. The current cycle is January 1, 2017 – December

31, 2018

Failure to complete the NAR-required Code of Ethics training shall be considered a violation of a membership duty for which Realtor membership shall be suspended until such time as the required training is completed.

You may take the course on-line for free at [NAR.Realtor](https://www.nar.realtor)

News from the National Association of Realtors

Realtors See Increase in Commercial Income and Sales Volume for Second Straight Year

Commercial real estate markets are on the rise, with Realtors specializing in commercial real estate reporting both an increase in members' gross income and sales volume, according to the National Association of Realtors 2018 Commercial Member Profile. Corresponding to tightened inventory conditions, sales transactions for NAR's commercial members have slowly decreased in the last two years, down from eight in 2016 to seven in 2017.

The annual study's results represent Realtors, members of NAR, who conduct all or part of their business in commercial sales, leasing, brokerage and development for land, office and industrial space, multifamily and retail buildings, as well as property management.

"The commercial real estate industry is strong and is on pace with the growing economy. Although there is a slight decrease in transactions, commercial professionals have reported improvements in their markets and business activity for consecutive years. Realtors reported that sales volume and costs of sales increased this year, as well as median gross annual income," said NAR president John Smaby, a second-generation Realtor from Edina, Minn. and broker at Edina Realty.

To read the full news release, visit <https://www.nar.realtor/newsroom/realtors-see-increase-in-commercial-income-and-sales-volume-for-second-straight-year>.

**\$1 Million Commitment to Aid Wildfire Victims**

When major disaster strikes, the Realtors Relief Foundation has one goal: Help families who have endured unimaginable loss.

The Realtors Relief Foundation is currently coordinating efforts to provide relief for those affected by wildfires in California. The foundation has made a \$1 million commitment to wildfire victims. Your support will help us continue meeting the immediate housing needs of disaster victims.

The Realtors Relief Foundation welcomes contributions—not only in times of disaster, but at any time throughout the year—and 100% of all funds collected go to disaster relief causes.

Make checks payable to:

REALTORS Relief Foundation,  
430 N. Michigan Avenue  
Chicago, IL 60611  
(Check Memo Description: RRF Contribution)

The Realtors Relief Foundation distributes 100% of all funds collected to disaster relief causes. The funds are distributed on an “as-needed” basis by the foundation’s directors. The foundation cannot guarantee donors that donations made in response to a particular disaster will be used for that specific disaster, but the Foundation does guarantee all donors that 100% of their donation will be used for an appropriate disaster relief effort.

Happy Holidays to all!

Guy Blake, CCIM, is the president of NYSCAR and is an associate real estate broker with Pyramid Brokerage Company, Newburgh, N.Y.

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