



February message from the president of NYSCAR - by James Walker

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James Walker
President, CCIM

The NYSCAR Board of Governors will be meeting on February 4, 2021 via Zoom. I'm looking forward to a productive meeting with the board members from across the state.

On February 3rd, NYSCAR will sponsor a three-hour education class free for NYSCAR members. "Building Your Commercial Real Estate Business" will be instructed by Edward Smith, Jr., and will focus on how to get started developing a commercial real estate business:

- Planning your business - Understanding numbers
- Developing listing presentation and your marketing plan
- Foundations of your business – what you need to do!
- Data sources – how to collect and record information
- Prospecting, your daily activities for success

NYSCAR will continue their efforts to bring programs and courses to the members via Zoom

National Association of Realtors applaud President Biden's commitment to unifying America in Inauguration Address

Washington, D.C. As Joseph Biden, Jr. was sworn in as the 46th President of the United States of America, leaders from the nation's largest trade association applauded his focus on unifying Americans and restoring economic strength during his inauguration address. President Biden noted we have "much to build," and that "with unity, we can do great things," but "without unity... there is no progress."

“America’s 1.4 million Realtors are as diverse as the nation and consumers they serve,” said NAR president Charlie Oppler, a Realtor from Franklin Lakes, N.J., and the CEO of Prominent Properties Sotheby’s International. “I was heartened by President Biden’s call for unity. As Americans, we will see leaders come and go during our lives, but our nation succeeds only when we unite.

“NAR is committed to assisting President Biden and the new Congress as we seek to heal our nation and strengthen the economy, continuing our 113-year tradition of working with every Congress and Presidential administration. We look forward to partnering on many of our common goals, including policies that will advance and expand the American Dream of homeownership, address housing affordability and accessibility, and promote fair housing and racial equity.”

The National Association of Realtors is America’s largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

NAR Announces May Legislative Meetings Will Be Held Virtually in 2021

Chicago, IL The National Association of Realtors announced today that its Realtors Legislative Meetings & Trade Expo will be held virtually for the second straight year from May 3 – 14, 2021. Registration for the event will open on February 24th. While approximately 9,000 Realtors typically descend on Washington, D.C. for the conference every May, over 28,000 NAR members and real estate professionals participated in the first-ever virtual Realtors Legislative Meetings in 2020. “After careful consideration, the Realtors Legislative Meetings & Trade Expo will be held virtually again this year,” Oppler said in a video to NAR members on Friday afternoon. “Although this was a difficult decision – and one that we did not take lightly or without soliciting feedback from numerous members – our choice, in the end, was clear.”

James Walker, CCIM, is the current president of NYSCAR, Albany, N.Y.

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