



June 2022 message from the president of NYSCAR - by Dana Crocker

June 14, 2022 - Upstate New York

As I write this article, we are planning to attend the 20th Annual NYS Commercial Association of Realtors Conference at Turning Stone Resort and Casino in Verona. Conference chairman Robert Strell and the Planning Committee have planned a great education and networking event and after two long years, they are looking forward to welcoming attendees in person!

Special thanks to our sponsors:

Diamond: Co-Star, Pyramid Brokerage/Cushman & Wakefield, Ten X,

Platinum: Harris Beach,

Gold: Hunt Commercial, New York Real Estate Journal, Patriotic Insurance Group, Recckio Real Estate,

Silver: Beardsley Architect and Engineers, CIREB, Hanna Commercial Real Estate, Professional Inspections, RJ Gullo Companies, Serendipity Labs, Inc., Stewart Title and LaBella Associates.

Watch for our update in the July edition!

May Legal Update

Several NYSCAR members attended the Legal Update on May 25, with Anthony Gatto. Attendees were updated on the new SOP law that took effect April 20 as well as other industry topics.

CIREC Course

NYSCAR Past President Edward S. Smith, Jr. will present his 22.5 CIREC course which teaches the foundations needed to provide commercial and investment real estate brokerage services. The three courses that comprise the CIREC course will be presented as follows:

June 20 & 22 - Working with Office, Retail and Industrial Buildings, Leases and Green Concepts - 7.5 hours

June 24 & 27 - Working with Investment Properties: Financial Analysis, Taxes and Exchanges; Discrimination issues in Commercial Real Estate - 7.5 hours

June 29 & July 1 - Ethics and Agency, Land and Site Development, Comparing Investments, Brokerage issues and Building your Commercial Business - 7.5 hours

If you would like to take the 22.5 hour course, please email Sherry Marr at sherrymarr08@yahoo.com.

New York State Association of Realtors Reasonable Modification and Accommodation Law now in effect

The NYS Division of Human Rights published final regulations on May 18, 2022, adding 9 NYCRR 466.15 that provides guidance for compliance for licensees and landlords. The regulations include definitions, examples of reasonable modifications and accommodations as well as a sample copy of the notice. The law and regulation also require real estate licensees and landlords to provide a notice that sets forth the rights a disabled individual has with regard to requesting reasonable modifications or accommodations to or in the “housing accommodation.” The notice must be provided at “first substantive contact” with a prospective tenant (Note: The same as the Agency Disclosure Form and the Housing and Anti-Discrimination Disclosure Form.) Brokers are also responsible for posting of the notice conspicuously at all real estate offices and on their websites.

National Association of Realtors C5 Summit – New York 2022

3 Days of Commercial Real Estate Networking, Learning, & Deal-Making

C5 Summit is the ultimate commercial real estate event where attendees quickly connect with other leaders, stakeholders, and potential partners; engage in productive commerce and source capital; and, help redefine what community means through the partnerships they forge.

Network with influential leaders, build relationships with key decision-makers, learn about the latest trends, and start negotiating deals all at one centralized event. August 15-17, 2022. Registration is now open!

Dana Crocker is the president of NYSCAR and a licensed associate broker at Hunt Commercial Real Estate, Liverpool, N.Y.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540