



## March 2024 N.Y. State Commercial Assn. of Realtors president's message - by Robert Strell

March 12, 2024 - Upstate New York



Robert Strell

I hope to see many of you at the Marketing Session & Ski Day at Greek Peak Mountain Resort in central New York this week. I'm looking forward to a great marketing and networking session!

Annual Conference  
– New Location!

This year, the NYSCAR Annual Conference, sponsored by the NYS Commercial Association of Realtors, the Upstate NY CCIM Chapter and the Society of Exchange Counselors will be held at the Rivers Casino in Schenectady, June 24 – 26, 2024. The conference will feature a 1.5 day marketing session as well as education and great networking. Mercedes Brien (Rochester) is the conference chair. Mark your calendar and plan to join us at the 22nd Annual New York State Commercial Association of Realtors Conference June 24-26! We look forward to seeing you there!

Upcoming Professional  
Development Courses

If you would like to take any of the programs below, please email Sherry Marr (sherrymarr08@yahoo.com).

Creative Deal-Making for Investment Real Estate

Creative Deal-Making that Adds Value to the Transaction

Joe Larkin

By Joseph Larkin, CCIM, MCR, SIOR

When: Friday, March 15, 2024;

Time: 11:00 am – 1:00 pm via zoom; C.E.

Credit: 2 hours; Registration fee: NYSCAR members – free, Non-members-\$50.00

Changes in the real estate markets offer challenges and opportunities to do business differently. Creative deal-making adds value to any real estate transaction, especially in today's challenging environment. With today's interest rates, providing innovative solutions that will differentiate you in the marketplace and add value to your clients is necessary, or maybe just what is needed to close the transaction.

During this two-hour presentation, we will overview the following strategies: Installment sale \* Installment sale trust \* Charitable remainder trust \* Master lease \* Land lease participation \* Medical office building (MOB) structuring \* Sandwich lease \* Lease purchase \* Lease with equity \* Up REIT \* 1031 Exchange \* Delaware Statutory Trust (DST).

Commercial & Investment Real Estate Certification Course

(Three classes, six days) Via Zoom, registration fee: NYSCAR members, free: Non-members \$345.00

April 17 & 19 - Working with office, retail and industrial buildings, leases and green concepts 7.5 hours c.e.

April 24 & 26 - 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)

April 30 & May 2 - 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] and agency [1 hour] requirement).

National Association of Realtors Legislative Meetings, May 4-9, 2024

Advancing Issues Important to the Real Estate Profession

At the Realtors Legislative Meetings, thousands of members assemble in Washington, D.C., to conduct the business of NAR — advocacy work that makes us the most respected voice in real estate, protecting property ownership and advancing commercial and residential markets.

We invite you to join us in advancing and supporting real estate issues that matter in every community by continuing the critical policy conversations among Realtors, lawmakers, and industry leaders.

For more information and to register, visit <https://www.nar.realtor/news-events> and scroll down to Realtors Legislative Meetings.

Robert Strell is president of NYSCAR, Albany, N.Y.

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