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LIRealtor.com

LIBOR Demonstrates Legislative Advocacy at the Federal and State Levels

By Marlo Paventi Dilts

LIBOR Director of Government Affairs

Legislative advocacy and grassroots efforts are two of the most important services that the Long Island Board of REALTORS® (LIBOR) provides its members. We work diligently year-round to ensure that the REALTOR® voice is heard on ALL levels of government. REALTORS® care about what's happening in the Village of Port Jefferson as much as what's happening in Washington, DC. We want to make sure there are fair laws in place in New York State as well as the Queens and Brooklyn.

Preserving homeownership rights for all those who desire to own a home, lobbying for fair and equitable tax policies, advocating for the advancement of fair housing initiatives, are just a few of the issues that your we battle to preserve at the local, State and National levels.

On May 7, 2019, many of your fellow REALTOR® colleagues, along with over 300 others from across New York State, traveled to Albany for Lobby Day. They met with State Lawmakers to discuss the issues facing homeownership here on Long Island. Of immediate concern is:

1. Transparency in Cooperative Housing (S.4677 - Kavanagh/A.6194 - Lavine)
2. Require Additional Continuing Education for Real Estate Licensees (S.3839-Hoylman/A.6082 - Dinowitz)
3. First Time Homebuyers Savings Account

A week later, Long Island, Queens and Brooklyn REALTORS® along with REALTORS® from across the United States, traveled to Washington, DC, to meet with members of the House and the Senate to discuss the issues that impact homeownership like:

1. The need for a long-term reauthorization of the National Flood Insurance Program.

2. The importance of making sure EVERYONE has fair and equal housing.

3. Fixing the marriage penalty on the state and local tax (SALT) deduction cap.

The truth is, the laws and regulations don't stop at the federal and state level. LIBOR covers Suffolk, Nassau, Queens and Brooklyn, that's two boroughs, four counties, 13 townships and over 100 hamlets and villages.

So, we need YOU to help! When you are at town hall and hear about potential change in rental codes, call us! When you read in your town newspaper about your village issuing penalties for putting up signs, call us! When you see your village mayor at the grocery store and they say that he/she wants to pick the REALTORS® brain about permits, call us! You can reach us at (631) 661-4800. When we work together, we can be a mighty force! ●



The Long Island Board of REALTORS® visited with members of the US House of Representatives and US Senate in Washington D.C. to advocate for several important legislative proposals that affect homeownership and real estate.

President's Message

By Dianne Scalza
 LIBOR President

Our core purpose of the Long Island Board of REALTORS®, Inc. (LIBOR) is to provide our members with resources that will enhance your ability to conduct your business successfully with integrity and professionalism, and to collectively advocate homeownership and real property rights. The foundation of this mission is made up of three fundamental principles — Advocacy, Education and Networking.



Advocacy — LIBOR advocates every day for policy initiatives locally, in the statehouse and on Capitol Hill that protect your ability to own, buy and sell real property. We represent you on issues that affect your business and build stronger communities.

Education — LIBOR delivers high-quality professional development opportunities and skill-building courses, both online and in classroom, so you may increase your expertise and provide superior service to your clients. Additional training from the experts at LIBOR, yields enhanced professionalism and subsequently greater success in your business.

Networking — Networking effectively is essential to being successful in real estate. When you become a member of LIBOR, you join a network of 27,000 local REALTORS®, association leaders and affiliate members. LIBOR offers over 100 networking events and two annual trade shows per year, for membership connectivity. Or you may choose to take it a step further and get involved on our committees or with your local Chapter. Our members are the voice of our association. Your participation, insights and expertise help shape the future success of our association and industry. Every year there is an opportunity to get involved and to make a difference!

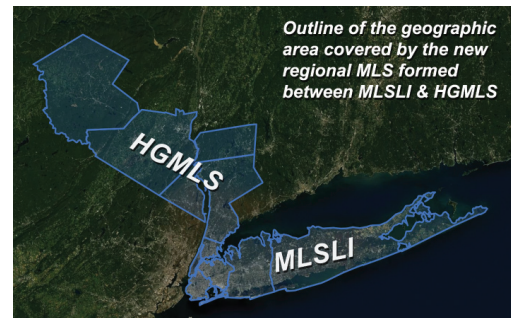
To explore these principles further and to find out all that your LIBOR membership has to offer, visit the new REALTOR® Benefits page at LIRealtor.com/benefits. Kudos to the staff that worked on re-packaging our benefits in such a way that showcases all of our resources and their value, and I encourage you to take a look at it. This page is your official member benefits resource guide, bringing you exclusive access to valuable tools and services only available to LIBOR members. Here you'll find everything you need to enhance your professional skills and grow your business. ●

MLS Regional Update

By Jim Speer CEO
 New York MLS, LLC

Over the past few month's I have been speaking at many of the Long Island Board of REALTORS® (LIBOR) Chapter meetings, about the progress we are making with forming the new Regional MLS. As most of you already know, in September of 2018 the Multiple Listing Service of Long Island (MLS LI) entered into an agreement with the Hudson Gateway MLS (HGMLS) to form the New York MLS that would represent 40,000 REALTORS® working on Long Island, New York City, and points north.

Frequently I am asked while I make my presentations around town — what are the points up North that the HGMLS covers, so they know what our expanded footprint is. The Hudson Gateway MLS covers Westchester, Putnam, Rockland, Sullivan, Manhattan and Orange Counties. This map demonstrates what area of New York the new MLS will now cover and you can see our market reach has expanded considerably.



Everyone I talk to is also thankful to hear that for the near future we will maintain access to both Stratus and Matrix, the two MLS systems currently being used by MLS LI and HGMLS respectively. Moreover, MLS LI participants can look forward to an enhanced add/edit function on Stratus that will incorporate some great new data fields that are a product of the merger.

From the beginning, leadership from both Multiple Listing Services agreed the new MLS would only be a REALTOR®-member

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Confusion in the Marketplace

By Cathy Nolan

Goldson, Nolan & Connolly P.C.

Q. I have a listing and the buyer came to my open house. I made a deal that day, but no one agreed I could be a dual agent. What do I do?

A. You are only a dual agent if you have two clients, not a client and a customer. It sounds to me as if the buyer was a customer, so, unless you signed him up as a buyer client, which would have been a real accomplishment in such a short period of time, you do not have a dual agency issue.

Q. If I have a buyer, I always check off that I am representing the buyer as a broker's agent, because sometimes the listing agent is not offering a commission to a buyer's agent. Someone told me that is not right, that I should check off that I am representing the seller as a broker's agent. How can that be if I have the buyer?

A. That can be when the buyer is your customer.

Q. If I am a buyer's broker and there is no compensation offered to a buyer's agent, how do I get paid if the seller refuses to allow me to put my commission in my offer?

A. The buyer pays you.

Q. An attorney told me he is not giving me a Lead Paint Disclosure since his client is an estate and, therefore, he does not have to supply the disclosure. Is that right?

A. This is just a timely reminder that 50% of the attorneys graduated in the bottom half of their class! Unless the house was built after 1978, the attorney or the executor must supply the Lead Disclosure, which is mandated under Federal Law and carries a \$25,000.00 fine for failure to comply. Apparently, the attorney has confused the Lead Paint Disclosure Law with the NYS Law regarding Seller Property Condition Disclosure, which exempts estates and certain other parties from having to comply.

Q. My seller wants an unconditional release so she can sign with another agent. Do I have to give it to her?

A. You do not! You can withdraw the listing and keep the terms of the contract intact, such as commission obliga-

tions if the property sells during the period of the original listing. No one is ever entitled to an unconditional release! By the way, the other agent is interfering with your contract, which violates MLS Rules, the NAR Code of Ethics and is a civil tort for which the other agent could be sued.



Q. When a buyer wants to be my client, but I don't like him, can I say I won't work with him?

A. Of course. You never have to work with someone you do not like, unless, of course, you are related to him and then your mother might make you be nice to him!

Q. Can I collect a commission if I am the buyer of a property?

A. Yes, but you must be a buyer's agent.

Q. Can I pay a broker from another country for referring a seller to me?

A. You can, as long as that broker is following the brokerage laws of his own country, which may or may not include being licensed, according to the rules of the locality in which he works. ●

MLS Regional Update

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MLS. The decision was made because of our commitment to REALTOR® professionalism. There is a great video that speaks on what it means to be a REALTOR® and why the new MLS is a REALTOR® only MLS. Check it out at NewMLSInfo.com.

More good news to share is that we are still on pace to have the new MLS fully operational this fall. We are committed to keeping you informed of any changes to the rules, new data fields, and/or the changes to the forms to incorporate these data fields. The plan is to convey everything relating to the new MLS, WELL IN ADVANCE.

It is exciting for all of us to be involved in moving the real estate industry forward, by consolidating and expanding our REALTORS® business opportunities! We will continue to keep you informed. ●

LIBOR COURSE SCHEDULE



NUMBER 1 REASON WHY YOU SHOULD TAKE A LIBOR ONLINE CLASS THIS SUMMER!

BECAUSE YOU WORK SO HARD!

This summer, give yourself balance and the flexibility to enjoy some time outdoors by taking your CE online through LIBOR. Courses are user friendly and mobile! Earn CE in your own backyard or by the pool! NEW courses just added include: Personal Safety, Leading through Effective Communication, So You Want to Buy a Green Home and more, all approved for NYS CE credits! Go to www.LIREALTOR.com/education and visit the Online Education page to start your courses today!

Summer Sizzles with monthly online designation course discounts through National Association of REALTORS®. Consider adding to the skills and knowledge necessary to stand out in a competitive market! Start earning your national designation this Summer.

Learn more about the many specialty NAR designation courses by visiting: www.nar.realtor/professional-development

UPCOMING NYSAR COURSES OFFERED AT LIBOR VISIT LIREALTOR.COM/EDUCATION DESIGNATIONS & CERTIFICATIONS

WEST BABYLON RSC

September 3 • GRI 3 - Agency

September 16 • GRI 7 - Property

October 28 & 29 • ABR (Accredited Buyer's Rep)

JACKSON HEIGHTS RSC

GO GLOBAL with CIPS!!

October 1 • CIPS Local Mkt

October 2 • CIPS Transaction Tools

October 21 • MRP (Military Relocation Prof.)

WOODBURY RSC

August 6 & 7 • SRES (Senior RE Specialist)

November 19 • GRI 8 - Technology

RIVERHEAD RSC

November 14 • PSA (Pricing Strategy Advisor)

LIBOR NEWS

RPAC Welcomes New VP of Government Affairs

The Long Island Board of REALTORS® (LIBOR) is pleased to welcome Bo Patten as their new Vice President of Government Affairs. Bo joins LIBOR by way of Tennessee where he was the Government Affairs Director for the Williamson County Association of REALTORS® (WCAR), outside of Nashville. In his 2 years there, WCAR's RPAC participation increased by over 200%, was the top local association in the state in 2018 for RPAC dollars raised, and the association won its first ever President's Cup award, National Association of REALTORS® (NAR) most prestigious award a local association can win in advocacy.



Utilizing several grant opportunities from NAR that included 2 issues mobilization grants, 3 RPAC fundraising grants, and a polling grant, WCAR was able to increase their advocacy footprint to new levels in their community. Two of the highpoints being a 2-to-1 victory in a local ballot referendum WCAR supported and a recently completed research project with a public university that looked at the relationship between population growth and economic dynamics to determine if growth is paying for itself in Williamson County. Bo was also a REALTOR® and broker for many years in Tennessee.

"I am so thrilled to join the great team at LIBOR and work with our Government Affairs Department. As with the rapidly evolving real estate profession, associations are also evolving to better serve their members. Being extremely member-driven, I look forward to working with our new CEO Tessa Hultz, the LIBOR leadership, and GA team to undertake some new and exciting projects as we look to grow our advocacy foot print, utilize all the funding and grant opportunities NAR has to offer, continue to educate our members and the public on the REALTOR® Party, and keep fighting the fight to protect property rights. On a lighter note, I am so excited to be with y'all on Long Island. Between the beaches, the accents, the lights of the big city close by, and especially the great pizza I can't get enough of, I'm learning that Long Island is an awesome place to live and work. I look forward to getting out in the community and meeting y'all, but come see us at LIBOR sometime too!" said Patten. ●