

# Sales Meeting

BROCKPORT OFFICE – 6/29/22

"Your Family is our 1st Priority!"



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# Agenda

- 1<sup>st</sup> Priority – Mary Kern
- GRAR Dues
- Rental Modification Law
- H-Suite
- Hanna Fall Summit
- Miscellaneous
- Market Inventory
- Market Conditions



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# 1<sup>st</sup> Priority

- Mary Kern





# GRAR DUES

THIS WEEK!!!

# Association Dues Deadline July 1

## REMINDER: ASSOCIATION DUES DEADLINE JULY 1

The first payment of the **2022-2023 Association Dues** (\$649 for GRAR/NAR/NYSAR Dues, **payable to GRAR**) is due no later than Friday, July 1 to avoid a \$50 late fee. If you have already completed this payment, please disregard this notice.

To pay online: Go to **GRAR.org** and log in to the Member Portal. On the right-hand side of the Home Screen under the **Account Balances Column** Click the **Pay Now button** in the **Association Balance** field.

**Don't Forget - MLS Fees are Due September 1**

Questions? Please contact **Member Services** 585-292-5000



New York State Association of REALTORS®, Inc.

- Law now in effect
- Go to NYSAR to find sample notices
- Contact NYSAR legal hotline with questions
  - 518-436-9727

## NYS Reasonable Modification & Accommodation Law

### Information About the New Law

#### NYS Executive Law section 296(18-a)

*“Every owner, lessee, sub-lessee, assignee, or managing agent of, or other person having the right of ownership of or possession of or the right to rent or lease housing accommodations shall disclose to all tenants and prospective tenants of their right to request reasonable modifications and accommodations if they have a disability pursuant to subdivision eighteen of this section. Such disclosure shall be made in writing in such form and manner as the division may by regulation prescribe and provided to all current tenants within thirty days of the beginning of their tenancy, or thirty days from the effective date of this subdivision for current tenants. Such disclosure shall also be conspicuously posted in such form and manner as the division may by regulation prescribe on every vacant housing accommodation that is available for rent.”*



The **NYS Division of Human Rights** published final regulations on May 18, 2022 adding 9 NYCRR 466.15 that provides guidance for compliance with the law 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 also requires real estate licensees and landlords to **provide a notice that sets forth the rights a disabled individual has to request 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.)



# H-Suite

GOHANNA IS GETTING A FACELIFT



- Much needed facelift
- Better organization
- Logically configured
  - Won't have to remember what program does what!
- 2 Clicks to your destination
- Launching Tuesday July 12<sup>th</sup>
- Webinar today and tomorrow (Watching in the office today at 2pm)

*Let's take a quick look...*





# Hanna Fall Sales Summit

- For all of Howard Hanna New York Agents and Managers
- October 2022 (14<sup>th</sup> or 15<sup>th</sup>)
- At Turning Stone
- Couple of speakers (including Rebecca Mountain), lunch, etc.
- Still working out details



# Miscellaneous

- Sales Info Sheet
- Transaction Coordinators
- Business Spotlight
- Market Share (Lala point)
- Tuesday Meetings
  - Sales Meetings
  - Tech Tuesdays
  - Office Tours

# Market Inventory



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# Current Single Family & Condo for Sale

(as of 6/28)

- Monroe County – 635 (389)
- Orleans County – 60 (50)
- Genesee County – 46
- 14420 – 21 (7)
- Brockport School Dist. – 28 (7)
- Albion School Dist. – 27 (17)
- Kendall School Dist. – 5 (4)
- Holly School Dist. – 4 (4)
- Byron-Bergen School Dist. - 2



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# Market Conditions



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## Market Conditions –May– Brockport Office

Year	Listings	Written (Units)	Closed (Units)
'18	12	\$2,059,140 (13)	\$1,932,770 (11)
'19	14	\$2,784,079 (17)	\$2,423,587 (18)
'20	13	\$4,346,750 (26)	\$1,093,900 (9)
'21	16	\$1,898,,077 (12)	\$3,621,641 (21.5)
'22	10	\$3,779,169 (17)	\$1,949,631 (11)
5 Year Avg	13	\$2,973,443 (17)	\$2,204,305 (14.1)
Diff +/-	-23%	27%	-12%



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Thanks for coming!