



## Buffalo Niagara Association of REALTORS® Inc. Annual Report/Committee Accomplishments - 2017

### Committee Volunteers

2017 – 190 – down slightly from 2016 – hovers around that number

### Technology

Showing Service Deployed (Showing Time, committee worked on it for three years)  
Real Safe Agent

### Forms & Contracts

In the process of updating the contract of sale and riders

### REALTOR® Issues

Presented an Agents' Day Seminar on four confusing areas of practice in Real Estate ... Delayed Showings, Who is responsible to update the property condition disclosure, Buyer agent responsibility and Understanding the MLS statuses.

Updated Town Information Sheet, began work on a list of condos and PUD's for pet policies, Coming soon listings, Proof of funds, Pathways to Professionalism and more.

### RPAC

**2016** - Fundraising \$49,195 = 112% of \$44,195 goal - Participation 786 = 78% of 1,006 goal  
**2017** - Fundraising \$61,144 = 100.4% of \$60,908 goal - Participation 860 = 86% of our 1,007 goal

### Government Affairs

**Federal** – National Flood Insurance Extension – part of the tax bill

**State** – Assembly & Senate passed 1<sup>st</sup> Time Homebuyers Savings Account bill (sitting on Governor's desk)

**Local** – Government Affairs meeting with Congressmen Higgins and Collins; Jennifer Delaney, Senior Public Health Engineer, Erie County Department of Health

**Lobby Day** – 27 members attended –promoted the REALTOR® agenda

**Smart Growth** – Received a \$15000 NAR Smart Growth grant which paid for a study regarding redevelopment of the commercial area in Buffalo's Broadway-Fillmore district.

### Grievance/Professional Standards

10 Ethics Complaints, 3 Arbitrations  
Professional Standards held 5 Ethics Cases, 2 Arbitration Cases and 2 Appeals

### Membership Totals

Members to date – REALTOR® and REALTOR ASSOCIATES® – 3098  
Affiliate/Institutional/Public Service – 96  
Emeriti – 104

### Economic Forecast with Dr. Lawrence YUN

Attendance - 211

### Kids Escaping Drugs

Contributed \$5000 through walkathons, event attendance and collections from BNAR members and staff

### Ronald McDonald

Collected 50 lbs of aluminum pull tabs and old keys

**Mission:** *To assist members to become successful, profitable and to promote professionalism and real property rights.*

**Vision:** *The BNAR will support and maintain an orderly marketplace for the effective exchange of real estate while propmoting uncompromising ethical principles among its members.*

### Key Communicator Event

80 attended up 5 from last year

### Buffalo Home & Garden Show

20000 Tickets Distributed – 4,700 attended up 500 from last year

### REALTOR Emeritus

Inducted 11 this year  
Attendance – 147  
Sponsors - 4

### Hosted a Niagara Falls 100<sup>th</sup> Anniversary Event – shared memories

Attendance – 81

### Annual Meeting & Director Election Event

Attendance – 115  
643 Eligible Voters – 251 Voted

### Committee Thank you Event

Attendance - 88

### Benefits & Services

Added Stellar Dental Discount Plan  
Entertainment Books sold at discounted rate

### Leadership Travel

Leadership attended State and National Meetings to learn about emerging issues and brought back information to our members

### Education Scholarships

10 Members received a scholarship towards a NAR Designation Course totalling \$2,725

### 2017 Agents Day and Trade Show

Member Registrations – 450  
Overall responses for agents, did you enjoy the day? 85.92% yes  
Do you plan on attending next year? 87.32% yes  
Total Attendance – Over 600

Exhibitors – 70

Best booth winners, Homestead Funding, Keybank and Forbes Carpetto

Do you plan on participating next year - 93.75% yes

Offered four one hour continuing education courses for Free

RPAC Lounge - 21 people signed up

### 2017 Education Classes

January – June  
Classes – 76  
Students 1,218

July – December  
Classes – 69  
Students – 1,166

2017 Total classes – 145 Total Students – 2,384

### Breakfast and Lunch and Learns

8 - Attendance 171

### Real Safe Agent Training Sessions

15 Sessions – 420 attended  
486 Downloaded the app

*Are you a REAL SAFE Agent?*



### Core Standards

Met our 2017 Core Standards - Components are: Code of Ethics, Advocacy, Consumer Outreach, Unification Efforts and REALTOR Organization Support, Technology and Financial Solvency) which certifies us as a local Association. Proof of Core Standards are submitted to the New York State Association of REALTORS with certification from the National Association of REALTORS and needs to be filed each year.

### *Your BNAR Connection*

*Whether new or experienced in real estate, REALTORS® who are committed to personal success connect with BNAR for knowledge, advocacy, information and technology to grow their business.*

*Learn ...Access...Discover*