

Buffalo Niagara Association of REALTORS®, Inc. 2020 Strategic Plan

Mission

The BuffaloNiagara Association of REALTORS® supports and maintains an orderly marketplace for the effective exchange of real estate while promoting uncompromising ethical principles among its members.



Who We “R”

The Buffalo Niagara Association of REALTORS® (BNAR) is an industry organization that elevates the professional proficiency and ethical conduct of our members, is the trusted source for accurate real estate information, staunch advocates for the protection of private property rights and are willing partners to help strengthen our communities.

Vision - Our Promise

The BuffaloNiagara Association of REALTORS® supports and maintains an orderly marketplace for the effective exchange of real estate while promoting uncompromising ethical principles

Governance:

With the commitment of our leaders, volunteers and staff, BNAR operates a fiscally responsible business that is future focused, service driven and growth oriented.

Strategic Objective: Staff

We maintain a highly experienced and dedicated staff who are committed to the success of the business, a valuable resource to members and are focused on implementing our strategic vision.

Strategic Objective: Facility and Operations

In anticipation of the future vision of our business, BNAR maintains a modern, state of the art facility that is strategically located to serve the needs of our members.

Strategic Objective: Finance

BNAR is a fiscally responsible business that has incorporated the necessary financial protocols and general accounting principals to ensure full accountability, strategic growth and long term investment strategies to fund our organizational objectives.

Strategic Objective: Structure

BNAR has an efficient leadership structure to implement it’s strategic vision.

Strategic Objective: Business Growth

BNAR is open to opportunities for future business growth.

Government Affairs

While emphasizing the value of investing in RPAC, BNAR proactively cultivates working relationships with political agencies, government officials and like-minded organizations as it pertains to issues affecting real estate, real property affordability and ownership rights.

Strategic Objective: Fundraising

Members understand the importance of investing in RPAC and BNAR has a vibrant culture of investing beyond minimum levels.

Strategic Objective: Policy

BNAR and its members have a strong passion to fight for Real Property Affordability and Ownership Rights.

Strategic Objective:

Grassroots Mobilization

BNAR has a group of influential members possessing quality personal relationships with political and elected officials prepared to mobilize on real property issues.

Strategic Objective:

Influence, Outreach

BNAR leverages the talents of members who have cultivated extensive relationships with a spectrum of boards, commissions, government entities and other business organizations.



Community Relations

In our communities, BNAR is the trusted resource and valued partner for the public regarding all matters pertaining to real estate.

Strategic Objectives: Programs, Events

BNAR's focus is to demonstrate our members' commitment to the communities they serve and to elevate the public's awareness and positive perception of BNAR and our industry.

Strategic Objective: Advocacy and Consumer Mobilization

While acting as a liaison for our communities, BNAR collaborates with and mobilizes the public to take positive and proactive action regarding local laws, property rights and real property affordability issues.

Strategic Objective: Philanthropic Efforts

To demonstrate commitment to our communities BNAR members support local charities with their time and resources.

Strategic Objective: Influence, Outreach

BNAR leverages our members' extensive relationships with a spectrum of community boards, community agencies, charitable organizations and other philanthropic entities.



Professional Development

BNAR has a culture for advanced professional career development, offering the highest caliber of trainers to deliver engaging programs catering to our member audiences through a variety of delivery options.

Strategic Objective: Programming

To better serve both clients and fellow REALTORS®, BNAR delivers professional career development programs to elevate the knowledge, skills and professionalism of our members.

Strategic Objective: Target Audiences

BNAR anticipates and responds to the career needs of our various member audiences.

Strategic Objective: Trainers

BNAR hires recognized and engaging industry experts to deliver relevant professional career development programs.

Strategic Objective: Delivery Methods

BNAR delivers professional career development programs through a variety of methods that satisfies both compliance and proficiency standards.

Strategic Objective: Professional Standards

According to the standards and criteria set by the National Association of REALTORS®, BNAR offers the spectrum of services available to members for Code of Ethics enforcement.

Communications

BNAR is the trusted source for real estate related news and information to the membership and the public.

Strategic Objective: Internal

BNAR has an effective communication plan with uniform messaging that communicates the value of its programs, products, services and benefits to its members.

Strategic Objective: External

Through our consistent communications, our communities value REALTORS® as a pivotal part of their real estate experience and an essential partner in advocating for responsible community development, the protection of property rights and real property affordability.

Strategic Objective: Delivery Method

BNAR utilizes a wide variety of communication methods to engage our members and the public.

Strategic Objective: Messaging

Utilizing local, state and national information, BNAR communicates a uniform message to members and the public.

Strategic Objective: Talent member database

BNAR consistently collects data to profile our membership and leverage their talents.

Our Values -- Learn, Instill Excellence, Member Focused, Encourage Ethics/Integrity

Fair Housing & DEI

Leadership – BNAR is committed both through it's Board of Directors, workgroup, taskforces and committees to ensure that we provide opportunities of al our member demographics to engage

Leadership – BNAR creates alliances with members that are members of affiliated with real estate cultural groups, councils and organizations to build bi-lateral bridges of mutual understanding in common goals

Professional Development – Through workshops, Code of Ethics training and continuing education offerings, BNAR delivers programs that help others understand the concepts of Diversity, Equity and Inclusion

When experiencing the professional standards process, members recognize that everyone is properly trained in Diversity, Equity and Inclusion concepts to provide members confidence in the process.

Community and Government Affairs – Both areas include initiatives member outreach through community involvement and through advocacy efforts, we support efforts in the area of Diversity, Equity and Inclusion

Staff Training - Staff is properly trained in Diversity, Equity and Inclusion to better serve the members

Buffalo Niagara Association of REALTORS

Membership Bulletin

February 1, 2021

INSTITUTIONAL MEMBER:

Daniel Schaedler

Professional Opinion Home Inspection

DESIGNATED REALTOR MEMBER:

Christopher Jones

Christopher Jones, Lebanon NJ

Devon A. Little

Devon A. Little, Buffalo

DESIGNATED REALTOR MEMBER UPGRADE:

Jill Welfare

Prestige Family Realty, N. Tonawanda

REALTOR -- ASSOCIATE MEMBERS:

Sabbir Ahmed

Towne Housing Real Estate Estate, Buffalo

Evetta Applewhite

Mootry Murphy Burgin Realty, Buffalo

Sally Avery

Century 21 Winklhofer, CWIN03

John Berger

Howard Hanna, RUSA001

Francene Rodgers-Bertozzi

WNY Metro Roberts Realty, METR51

Kayla Brand

Hunt Real Estate ERA, HUNT22

Kevin Brown

Maywalt Realty Group, Buffalo

Randy Brown

Howard Hanna, RUSA015

Brian Buckley

Howard Hanna, RUSA008

Roshelle Burgin

Mootry Murphy & Burgin Realty Group, Buffalo

Joseph Chiarelli

Howard Hanna, RUSA008

Joseph Clouden

PowerHouse Real Estate, Hamburg

Michele Cohan

PowerHouse Real Estate, Hamburg

Kaitlyn Dulski

Keller Williams Realty Lancaster, KWNY02

Danielle Byrnes

Hunt Real Estate ERA, HUNT27

Nolan Cerami

Century 21 Gold Standard, CGLD02

Jonathan Corbi

716 Realty Group, 716R01

Alissa DiCesare

Century 21 Winklhofer, CWIN03

Kathleen Dixon

Hunt Real Estate ERA, HUNT11

Madison Dunn

Hunt Real Estate ERA, HUNT16

Sean Fay

WNY Metro Roberts Realty, METR51

Alyssa Gemmati

Towne Housing Real Estate, Buffalo

Erica Giallella

WNY Metro Roberts Realty, METR59

Tiffany Goldwater

WNY Metro Roberts Realty, METR55

Lauren Gorodetsky

eXp Realty, Buffalo

Ann Marie Graver

Hunt Real Estate ERA, HUNT22

Pamela Guenther

MJ Peterson Real Estate, MJPR03

Carly Hall

Hunt Real Estate ERA, HUNT16

Alexandra Hasselback

Howard Hanna, RUSA015

Saquan Herrera

Keller Williams Realty Buffalo, KWNY

Kevin Hughes

716 Realty Group, 716R03

Kacie Johnson

Howard Hanna, RUSA014

Marissa Kula

Coldwell Banker Integrity Real Estate, CDBI01

Stacey Lewandowski

Keller Williams Realty Lancaster, KWNY02

Jamie Major

Hunt Real Estate ERA, HUNT10

Amber Makelke

Pioneer Star Real Estate, Buffalo

Ema Marter

Hunt Real Estate ERA, HUNT15

REALTOR -- ASSOCIATE MEMBERS CONTINUED:

Carlette Martin
Michelle McGhee
Corey Mentel
Renata Mijanovic
Deborah Neher
Renata Papisz
Rachel Przewozny
Susan Rabinowitz
Awais Rehman
Margarita Santiago
Courtney Smyczynski
Garrett Szpylman
Dawn White
Keila Williams
Garrett Wilson

Stovroff & Taylor Realtors, Williamsville
Century 21 Gold Standard, CGLD02
Howard Hanna, RUSA014
eXp Realty, Buffalo
WNY Metro Roberts Realty, METR54
Howard Hanna, RUSA008
Powerhouse Real Estate, Hamburg
Keller Williams Realty Buffalo, KWNY
Century 21 Gold Standard, CGLD02
Howard Hanna, RUSA015
Chubb-Aubrey Leonard, CHAU02
Howard Hanna, RUSA008
Hunt Real Estate ERA, HUNT07
Hunt Real Estate ERA, HUNT03
Coldwell Banker Integrity, CDBI02

February 1, 2021 TOTAL = 52
2021 YEAR TO DATE = 84

February 1, 2020 TOTAL = 40
2020 YEAR TO DATE = 66

Total Members to Date:

Includes:

- a)** REALTOR® / REALTOR® Associate: 3379
- b)** Affiliate / Institutional / Public Service: 98
- c)** Emeriti: 101

Forms & Contracts Committee

Buffalo Niagara Association of REALTORS®
Friday, February 12, 2021 – 11:00 am – Zoom

Present: Frederick Blue III, Brenda Brazeau, Tamika Collins, Kathleen Crissy, Richard Dentinger, Neil Gerrity, Eric Hauser, Lisa Hirsch, Michael Johnson, Carmen Laurendi, Ellen Leader, Kiersten Minnick, Jonathan Orlow, Joanne Shubert, Jerrold Thompson II, Robert Winklhofer, Hope Young-Watkins, Amber Wesser, Annette Fachko, Danielle Melchiorre

Excused: Eric Winklhofer, Surinder Virk Esq., Suzanne Orlando

Reports & Discussions

1. Chairman, Michael Johnson, welcomed the committee members and asked them to introduce themselves.
2. Staff Advisor, Annette Fachko, explained the process for the signing of the Annual Confidentiality and Antitrust form through Transaction Desk, along with the acknowledgement of Confidentiality and Antitrust at a meeting.
3. The following proposed riders were reviewed by the committee:
 - a. Rented Property - The group would like to add the word "Term" to "Lease" in the RPR1. "Tenancy" section.
 - b. Vacant Land - No changes were suggested, however, a question was raised on "What happens when the 30 days pass and the buyer wants to make changes, for example, change the # of garages?".
 - c. Condominium/Homeowners' Association – Add to CHAR2(B)(2): (c) Seller agrees to pay balance of Special Assessment before closing.
 - d. Notice of Cancellation and Release – the committee felt that since it is so specific, it needs a "Process" to go along with the "Reason". Also, the NCR2 (B) states that the broker will not charge any Commissions, fees or expenses in connection with the Contract. How can the Seller and Purchaser agree to that on behalf of the broker and bind the broker to it? The group also questioned A(2) with the 3 day deadline for escrow due but not received due to mail delay, as it seems to be a loophole.
 - e. The group would like to see a "System Clause" added, that would address that the buyer is willing to pay the difference, not to exceed \$ _____, if the property does not appraise.
4. BNAR President, Amber Wesser, gave a quick update and asked if there is a need for "Team Member" forms.

Motions Passed

- 1) Meeting Adjourned at 12:20 p.m.

Follow-Up Items

1. Discuss changes with BAEC sub-committee – Chair, Vice-Chair & Staff
2. Create a separate Vacant Land Disclosure to be used as an attachment in the MLS – Committee & Staff.
3. Obtain sample "Team member" forms – Amber Wesser

REALTOR® Issues Committee
Buffalo Niagara Association of REALTORS®
Wednesday, January 27, 2021 – 10:00 am – Zoom

Present: Colleen Brunelle – Chair, Cassandra Whitney – Co-Chair, Joel Anders, Joseph Battaglia, Janeen Bolender, Dawn Brown, Tamika Collins, Rachel Corcoran, Kathleen Crissy, Kristi Curtis Kaczorowski, Roseanne Driscoll, Annette Fachko, Erika French, Eric Hauser, Katelyn LaRusch, Vienna Laurendi, Lynne Logan, Paula Macaluso, Marvin Mackellar, Inder Mailk, Danielle Melchiorre, Michael Olear, Cathleen Pritchard, Sharleen Scholz, Joanne Shubert, Colette Sikorski, Pattie Smith, Nancy Sweeney, Kristine Ward, Eric Winklhofer, Susan Wood, Hope Young-Watkins, Deanna Zavah

Excused: Kiesha Adamczyk-Bennett, Maryanne Floss, Andrea Griebner, Nancy Lange, Cheryl O'Donnell, Charlene Zoratti

Reports and Discussions

1. The Anti-Trust & Confidentiality form was reviewed and explained, it will be sent out via Authentisign for each committee member to sign.
2. Relationship with REIS for MLS Rules and changes was explained by Annette Fachko
3. The need for a sub-committee for Property Management was discussed and tabled till the next meeting.
4. Based on the poll results, future meetings will try to be scheduled on Wednesdays in the am
5. It was recommended to post on News & Alerts about communicating changes to delayed showings/negotiations.
6. Confirmation that a contract was presented continues to be an issue. Forms and Contracts Committee will be discussing solutions at their next meeting.
7. Next meeting date: TBD

Motions Passed

1. Meeting adjourned at 11:23 am

Follow-Up Items

1. Clear Cooperation – waiting for additional clarification from NAR
2. Refusal to Sell – waiting for a response from NAR
3. Sellers who have tenants who cannot be evicted was discussed and the committee would like to find out if RPAC is working on this
4. Update Town Information sheet – Committee Members and Staff
5. Update the list of communities with HOA's and their pet policies/subletting policies – Committee Members and Staff