

THE REALTOR®



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REALTORS® Join Nassau County Clerk Maureen O'Connell to Denounce Fee Increases

By LIBOR Government Affairs

On September 15, 2017 Nassau County Executive Ed Mangano released his 2018 budget which included \$200 in real estate fee increases via the Tax Map Verification Fee, and the Land Recording Fee. The REALTORS® were invited to join the Nassau County Clerk in a press conference to oppose future increase and try to roll back the existing fees.

County Clerk O'Connell urged the County Legislature to reject the upcoming budget. She has seen the hardships that these fees have brought on homeowners first hand. "This is going to cause a hardship to first-time homebuyer's, seniors and veterans." O'Connell said.

She added that the tax map verification fee "has no relation" to the cost of recording land documents. Courts have previously found that fees that are not directly tied to the service provided, may be considered illegal.

LIBOR Government Affairs Director Randy Kaplan criticized the County for sending mixed messages. "Either they want to attract and retain young professionals in the County, or they want to chase them away with exorbitant Real Estate Fees."

Robert Treuber of the New York State Land Title Association (NYSTLA) also spoke out against the fees, and added that the fee is preventing people from refinancing their mortgage and saving money.

LIBOR and NYSTLA have formed a coalition to defeat these fees, by speaking out against them at hearings, and carrying out an aggressive PR cam-



Pictured (l - r) are Lois Hanson (REALTOR®), Francesca Carlow (President of Nassau Council Chambers of Commerce,) Joseph Ponte (REALTOR®), Susan Helsing (Nassau County VP of LIBOR), John Ferretti (Deputy County Clerk), Maureen O'Connell (County Clerk), Michael Scully (REALTOR®), Charlotte Vanderwaag (LIBOR President Elect), Rafe Lieber (LIBOR Affiliate-Appellate Land Title), Randy Kaplan (LIBOR Government Affairs Director), Tim Lachapelle (LIBOR Legislative Liaison), Melissa Gomez (REALTOR®), Jessica Akde-Elmazi (LIBOR-Northeast Queens Chapter President), Robert Treuber (President- New York State Land Title Association).

aign to educate the public about these fees.

As the budget vote approaches, LIBOR will be using resources from the National Association of REALTORS® (NAR) and the New York Association of REALTORS® (NYSAR) to organize a coordinated campaign asking legislators to vote down the fees. ●

PLEASE VISIT WWW.LIREALTOR.COM/GOVERNMENT FOR THE MOST UP TO DATE INFORMATION ON THE NASSAU COUNTY BUDGET, AND INSTRUCTIONS FOR CONTACTING YOUR LEGISLATOR AND TELLING THEM TO OPPOSE THESE FEES.

President's Message

By David Legaz
LIBOR President



In 2017, LIBOR continued to expand our commitment to being a publicly visible, vibrant and forward-thinking organization dedicated to the public's housing interests and the success of our REALTOR® members. We were able to do so through the efforts of my predecessor Past President Mary Alice Ruppert and your Incoming President Charlotte Van der Waag.

2018 will see the first year of our smaller, streamlined Board of Directors, designed to deal with challenges, issues and the future needs of our members. Thank you to our LIBOR Board of Directors and members who respected the advice of our hard-working Strategic Planning Committee.

I would like to thank my Executive Team, Board of Directors, Committee Chairs, Chapter and Division Leadership and Staff, as they collectively assisted me in achieving my three Presidential Priorities.

My First Presidential Priority — REALTOR® Safety

As a retired NYPD Sergeant, REALTOR® Safety is my paramount concern.

I am proud to announce that LIBOR provides a free REALTOR® Member Benefit in the Real Safe Agent Safety App. It's a simple and powerful crime prevention security system that leverages the cooperation and collaboration of the entire real estate community.

I implore you to take responsibility and download the Real Safe Agent App to protect our REALTOR® community. Visit LIRealtor.com/Safety and scroll down to the widget to enter your email address.

My Second Presidential Priority — RPAC / Legislative Goals

Only through your voluntary investment to RPAC can our REALTOR® legislative agenda be competitive in the political arena. Now more than ever it is critical for REALTORS® across America to come together.

At LIBOR, we are currently maintaining focus on the:

- Potential revision to the Federal Tax Code which would remove the Property Tax Deduction
- Renewal of the National Flood Insurance Program
- Co-op legislation for a greater degree of transparency
- Department of State imposed Cease & Desist List in North East Queens along with potential State legislation for the entire borough of Queens
- Stopping of onerous County fees, regulations and potential adverse legislation
- Economic impact on our Nassau & Suffolk County residents with regards to increased property taxes

This year, through our ongoing efforts to raise the awareness of how critical RPAC is to our success and survival, you responded.

My Third Presidential Priority — Global Awareness

Members of LIBOR's Global Business Committee have attended various conferences and private trade missions to the following countries: Mongolia, Japan, Philippines, Thailand, Cambodia, China, India, Italy, Taiwan, Costa Rica, Ecuador, Panama and Mexico.

We also have three LIBOR members appointed as NAR Presidential Liaisons, Nino Perdermo, Isabel Zenocratti and Yoshi Takita. With their assistance we were able to sign Memorandum of Understandings with 3 associations in Ecuador, 2 with Costa Rica and 1 with Mongolia. We are thrilled to establish these bilateral partnerships and are excited to enrich the education initiatives of these two associations.

This year LIBOR achieved NAR's prestigious "Gold Status" as a result of our Global Achievements. This Gold Status will offer more global opportunities to LIBOR such as a potential trade mission or being recognized for an ambassador association to another country.

As my term as President comes to an end, I want to thank the LIBOR members for the opportunity to serve this amazing organization in this capacity. It has been a valuable experience both personally and professionally. LIBOR is a well-respected and highly-regarded association, and it has been such an honor just to be a part of a leadership team that continues to strive to be on the cutting edge of the profession.

Thank you and I pray for your health, safety and prosperity! ●

Rental Dangers Continue

By Cathy Nolan

Goldson, Nolan & Connolly P.C.

Q. I just was called to take a rental listing for a house in North Hempstead. The owner does not want to get a rental permit and I do not know what I should do. I sold the owner the house three years ago, and now he has been transferred out of the country for two years but he wants to keep the house for when he returns. Can I take the listing?

A. Not if the owner refuses to get a rental permit. In fact, he must have the permit number before you list the rental or you could be liable under the Penal Code for fines and imprisonment! In addition, after the rental occurs, the agent must file a rental registration with the town within five days of occupancy if the landlord has not done so! Failure to comply will subject the licensee to penalties, including fines starting at \$1,000.00 and going as high as \$5,000.00, and imprisonment under the Penal Code. Are you sure you want to take the listing?

Q. Are any towns or villages in Nassau County besides North Hempstead requiring rental permits?

A. Yes! The towns of Hempstead and Oyster Bay, the cities of Glen Cove and Long Beach, and the villages of Freeport, Island Park, Malverne and Valley Stream. Each have fines for non-compliance, which carry fines from \$200.00 depending on the town, city or village and then some danger of imprisonment for both landlords and licensees and can go up to \$5,000.00.

Q. What about Suffolk County?

A. Rental permits are required in the towns of Babylon, Brookhaven, Huntington, Islip, Riverhead, Smithtown and Southampton and the villages of Lindenhurst and Patchogue. Again, penalties include fines starting at \$250 and going as high as \$15,000.00 depending on the area, and in some instances imprisonment!

Q. Is that it?

A. It is for the moment!

Q. Where can I find out more about these Codes?

A. Go to Realtor.com under "Government" and you

can find all this information in further detail.



Q. Why doesn't MLS make the permit number a required field for all rentals?

A. Because there are still places that do not require a permit.

Q. Can I do an Open House for a rental?

A. Sure, it is probably a much safer way to do rental business. Just be sure the rental has all the permits that may be required and be ready to deal with a crowd.

Q. Can I tell tenants who call me, that I do not do rentals?

A. I wish every agent would; then I would not have to worry so much about you!

Q. Am I required to have a written agency disclosure on a commercial rental?

A. No, but, if you think you may have a problem, particularly getting paid, having agency disclosures signed by the parties is good evidence that you were involved in the transaction.

Q. When I rent a commercial property, do I get paid by the buyer or seller?

A. You get paid by the party everyone agrees should pay you. Generally the offer of compensation and the party paying is clearly spelled out on the listing.

Q. Can an agent only do commercial rentals and not residential rentals?

A. Certainly.

Q. Can a town inform the DOS if an agent rents a property that should, but does not, have a permit?

A. Yes, and the DOS may not allow you to renew your license if you do so! ●

LIBOR COURSE SCHEDULE



When renewing your license, the Dept. of State is requiring that all licensees must take 22.5 hours of Continuing Education, which is to include 1 hour of Agency Training (2 hours if it is your first time renewing your license) and 3 hours of Fair Housing. DEPT OF STATE IS CHECKING AND AUDITING.

Don't get fined! Here are some classes that will help you meet all the requirements!

Please visit our website for times and classes descriptions!

WWW.LIREALTOR.COM/EDUCATION

WEST BABYLON

Dec 2	Listing Power...If you have them... They Will Come	7.5
Dec 5	Don't You Wish You Hadn't Done That	7.5
Dec 7	Go Paperless & Mobile with Instanet	7.5
Dec 11	Handling and Closing the Short Sale Transaction	7.5
Dec 12	Keep Your Listings Hot and Your Sellers Real!	7.5
Dec 14	Success with 203K Purchase/ Rehabilitation Transactions	7.5
Dec 20	Get The Most From Stratus Maps & CMA's	7.5

JACKSON HEIGHTS

Dec 1	Best & Latest Features of Stratus, Instanet, Collaborate & Find	7.5
Dec 5	Communicate, Track & Close with Collaborate	7.5
Dec 12	Property Management: Managing 1 - 4 Family Homes	7.5
Dec 13	Learn Stratus! Share and Add Listings	7.5
Dec 18	Real Estate Formulas & Calculations Using the HP10BII Calculator	7.5
Dec 18	Get The Most From Stratus Maps & CMA's	7.5
Dec 19	The Shades of Grey of Real Estate	7.5

WOODBURY

Dec 4	Success with 203K Purchase/ Rehabilitation Transactions	7.5
Dec 6	Why Should I List My House with You	7.5
Dec 11	Learn Stratus! Share and Add Listings	7.5
Dec 12	Handle with Care: Sellers in Distress, Representing Clients Who Need TLC	7.5
Dec 13	RPR from A-Z	7.5
Dec 14	Understanding & Prospecting for Short Sales	7.5
Dec 18	Counseling Your Buyer Client and/or Customer...How To Spend Less Time with Buyers and Make More Money	7.5
Dec 28	Best & Latest Features of Stratus, Instanet, Collaborate & Find	7.5

LIBOR NEWS

REALTORS® Against Hunger

LIBOR is Joining Forces with Island Harvest to Combat Hunger on L.I.!

The Long Island Board of REALTORS® Inc. (LIBOR) is proud to mark the launch of the 10th Annual REALTORS® Against Hunger (RAH) campaign by sponsoring Island Harvest's Annual Turkey and Trimmings Collection Campaign. The Annual Turkey and Trimmings



Collection Campaign runs between November 1st and December 30th at Stop & Shop supermarkets across Long Island.

In addition to sponsoring the Turkey and Trimmings Collection Campaign, participating REALTOR® offices will be collecting donations of non-perishable food items throughout Nassau, Suffolk and Queens Counties in the months of November and December. This collection drive will support efforts to provide food to hundreds of local food pantries, soup kitchens, shelters and other programs that feed the hungry.

If you would like more information on the various ways to participate, volunteer or donate to the REALTORS® Against Hunger program, please visit rah.lirealtor.com. ●

Earn an End of the Year Gift for Yourself, or Someone Else!



You can earn a **\$50 AMERICAN EXPRESS® Gift Card** by referring your business contacts to us for consideration.

Introduce your valued contacts to the benefits-rich Affiliate Membership Program, that provides companies with a unique opportunity to network, sponsor events, market, and brand themselves to over 25,000 local real estate professionals.

For more information visit lirealtor.com/affiliates or call Mike Miller, Business Development Manager, at 631-661-4800 Ext. 384. ●