

# EAST END REALTOR® NEWS



An Informational Newsletter of the Long Island Board of REALTORS® • LIRealtor.com

SERVING PROFESSIONALS IN THE HAMPTONS AND NORTH FORK CHAPTERS

May 2014

## This Month's News

News/Updates

Government Affairs

Affiliate Membership

Public Relations Events

Education



As a Board member you have the opportunity to take advantage of discount programs and valuable services offered to you.

**LIRealtor.com**



## Complimentary Luxury Hampton Jitney Bus Transportation for East End Realtors® to LIBOR Education Conference June 5th!

East End Realtors® may take advantage of a chartered Hampton Jitney bus that will make three stops to pick up LIBOR members attending LIBOR's 26th Annual Education Conference and Trade Show on Thursday, June 5th in Woodbury, Long Island. The bus, which is sponsored by Neefus Stype Insurance Agency in Aquebogue, in cooperation with LIBOR's North Fork and Hamptons Chapters, will make three stops where members may park and ride to the event.

### JITNEY BUS SCHEDULE

#### Departure Time:

6:30am sharp, LIRR Hampton Bays  
Good Ground Road, Hampton Bays, NY

7:00am sharp, Waldbaum's Shopping Center  
10095 Main Road, Mattituck, NY

7:20am sharp, Staples Shopping Center  
1087 Old Country Road, Riverhead, NY

#### Drop-off Time:

5:30pm Staples Shopping Center  
1087 Old Country Road, Riverhead, NY

5:50pm Waldbaum's Shopping Center  
10095 Main Road, Mattituck, NY

6:20pm LIRR Hampton Bays  
Good Ground Road, Hampton Bays, NY

There is no cost for transportation. Members are only required to make their reservation online by visiting <https://sso.mlsstratus.com/idp/Authn/UserPassword>. Refreshments will be served. Sit back, relax and enjoy the ride. See you on the 5th!



To Register For the Conference Visit **LIBOREDCONFERENCE.COM**

## Realtors® Journey to DC for Hill Visits

*By Philip Weiden, Legislative Liaison*

Realtors® traveled to Capitol Hill in May to fight for home ownership and prevent onerous regulations from becoming law. The industry fought for three main issues and they are:



Preserving the FHA which will help low and moderate income home buyers maintain home affordability and buy a house in today's market. The FHA helped support the housing market during the down turn and getting rid of the FHA would hurt consumers and home owners, and price the middle class out of the housing market.

Preserving the MID and other real estate related tax provisions which is critical to New York since we are such a high cost state. If these provisions are eliminated then middle class home ownership would once again take a hit and people would face significantly higher taxes in the coming years. This would also include repeal of the property tax deduction which would significantly add to a home owner's property tax bill.

The third and final item that was on the Realtor® agenda in Washington D.C. was to prevent the privatization of Fannie Mae and Freddie Mac. If Fannie Mae and Freddie Mac were privatized then the 30 year fixed mortgage would be a thing of the past because banks would not offer loans unless they had government financing to back stop these mortgages. This would be similar to a mandatory 20 % down payment requirement that we defeated because of Realtor® advocacy efforts.

We will keep you posted on these items as the year unfolds.

## April Market Data Shows Demand for Housing Remains Strong

*By Tricia Chirco, Marketing & Communication Director*

The Long Island housing market is beginning to bloom. The Multiple Listing Service of Long Island, Inc., which encompasses Nassau, Suffolk, and Queens, recently released April 2014 market reports. The reported closed median home price for Long Island in April 2014 was \$359,000 compared to \$350,000 in April 2013, representing a 2.6% increase. In April, MLSLI also reported the contracted, or pending median home price at \$369,000 for Long Island, compared to \$370,000 reported the year before, so contracted prices were virtually unchanged.

Nassau and Suffolk counties, together with Queens, reported year over year gains in the category of closed median home prices. Nassau County reported the highest annual increase with a reported closed median home price of \$410,000 compared to \$388,000 in April 2013, representing a 5.7% gain. Suffolk County reported a closed median price of \$301,000 representing a less than 1% increase over the year prior and Queens reported a closed median home price of \$370,000, which was 2.8% higher than a year ago.

The decision for many buyers is being made easier lately because of the continuation of good housing conditions that include favorable mortgage interest rates and affordable home prices. Joseph E. Mottola, CEO, MLSLI said "Despite April's less than ideal weather, buyers continued to chase housing value."

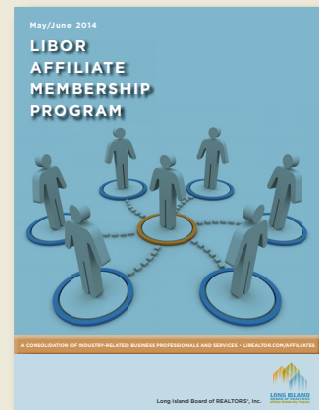
**NOW AVAILABLE****New LIBOR Affiliate Membership Program****Successful Referrals = \$50 American Express® Gift Cards**

LIBOR's Affiliate Membership Program provides new Affiliate Members with more benefits than ever before. And now you can benefit too. Refer your business colleagues to become new Affiliate Members and receive \$50 American Express® Gift Cards for successful referrals. Simply direct them to [lirealtor.com/affiliates](http://lirealtor.com/affiliates) for all the details and to apply online. It's that easy!\*

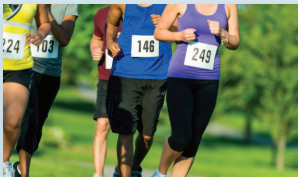
New Affiliate Members receive many opportunities for networking, sponsorships, marketing, branding and much more to help increase their visibility within our real estate community. It's a win-win business builder for you and them!

So tell your real estate-related business contacts about the program today! Contact Lisa Stellato, Business Development Manager, at [lstellato@lirealtor.com](mailto:lstellato@lirealtor.com) or 631.661.4800 x384 with questions.

\*Terms and Conditions apply. See [lirealtor.com/affiliates](http://lirealtor.com/affiliates) for complete program details.



### Join LIBOR at the 3rd Annual Annual "Belmont Stakes" Blue Ribbon Run/Walk for Prostate Cancer



The Long Island Board of REALTORS® Inc. (LIBOR) through the "We're More Than REALTORS®" campaign is honored to be a sponsor of the 3rd Annual "Belmont Stakes" Blue Ribbon Run for Prostate Cancer® at prestigious Belmont Park on Sunday, June 1, 2014. In 2012 the Integrated Medical Foundation organized the first ever 5K evening run through historic Belmont Park, ending at the actual finish line of the Belmont Stakes Race-track, and this year will be another amazing evening at the park! The "Belmont Stakes" Blue Ribbon Run for Prostate Cancer® raises critical funds for prostate cancer education, support and screenings, and also serves to kick off Belmont Stakes Festival week, the week-long celebration leading up to the Belmont Stakes horse race.

### 5K Run/Walk 7:15 p.m. Sunday, June 1, 2014 (Rain or Shine)

Belmont Park • 2150 Hempstead Turnpike, Elmont, New York

- \$25 pre-race registration
- \$22 pre-registered GLIRC members • \$15 under the age 16
- pre-race registration • \$30 race day registration

FREE ADMISSION FOR ALL Pre-Registered Runners to Belmont Park's "Family Fun Day" 12-4 pm on Sunday, June 1, 2014.

Come early and enjoy a full day of thoroughbred racing before the 5K Run! There will also be an outstanding post-race party with refreshments and giant post-race prize drawings. To register, donate or form a fundraising team visit.



DATE	CLASS	INSTRUCTOR	TIME	CE CREDITS	ETHICS & FAIR HOUSING
<b>RIVERHEAD</b>					
JUN 3	Say Hello to A Good Buy	Linda D'Amico	8:30 — 5:00	7.5	EF
JUN 9	Listing Power: If You Have Them...They Will Come!	Hank Cardello	8:30 — 5:00	7.5	EF
JUN 12	New Agent Orientation	Marilyn Urso	9:00 — 5:00	6	E
JUN 16	75 Hr. Sales Qualifying Day 1	Nick Gigante	9:00 — 5:30	22.5	
JUN 17	75 Hr. Sales Qualifying Day 2	Nick Gigante	9:00 — 5:30		
JUN 18	75 Hr. Sales Qualifying Day 3	Nick Gigante	9:00 — 4:30		
JUN 20	75 Hr. Sales Qualifying Day 4	Linda Bonarelli	9:00 — 4:30		
JUN 23	75 Hr. Sales Qualifying Day 5	Linda Bonarelli	9:00 — 5:30		
JUN 24	75 Hr. Sales Qualifying Day 6	Linda Bonarelli	9:00 — 5:30		
JUN 25	75 Hr. Sales Qualifying Day 7	Linda Bonarelli	9:00 — 4:30		
JUN 26	75 Hr. Sales Qualifying Day 8	Linda Bonarelli	9:00 — 6:30		
JUN 27	75 Hr. Sales Qualifying Day 9	Nick Gigante	9:00 — 5:30		
JUN 30	75 Hr. Sales Qualifying Day 10	Nick Gigante	9:00 — 6:30		
<b>WEST BABYLON</b>					
MAY 28	Understanding Like-Kind Exchanges Under Section 1021 of the Internal Revenue Code to Benefit Both Clients & Customers	Cathy Nolan	9:00 — 5:30	7.5	E
JUN 3	Don't You Wish You Hadn't Done That	Cathy Nolan	9:00 — 5:30	7.5	EF
JUN 9	New Agent Orientation	Marilyn Urso	9:00 — 5:00	6	E
JUN 12	Getting the Listing Priced Right is KEY!	Laura Copersino	9:00 — 5:30	7.5	E
JUN 20	Handling and Closing the Short Sale Transaction	Linda D'Amico	9:00 — 5:30	7.5	E
JUN 21	New Agent Orientation	Joe Caggiano	9:00 — 5:00	6	E
JUN 23	New Agent 3- Day Up and Running Day 1	Kathy Engel	9:00 — 1:00		
JUN 24	New Agent 3- Day Up and Running Day 2	Kathy Engel	9:00 — 1:00		
JUN 25	Be My, Be My Buyer	Don Scanlon	9:00 — 5:30	7.5	EF
JUN 25	New Agent 3- Day Up and Running Day 3	Kathy Engel	9:00 — 1:00		

Visit [www.lirealtor.com/education](http://www.lirealtor.com/education) for a full schedule of class offerings.

**2014**  
**26th Annual LIBOR Education Conference & Trade Show**

*We're On The*  
**MOVE!**

**THURSDAY | JUNE 5**  
**CREST HOLLOW COUNTRY CLUB • WOODBURY, NY**

**LONG ISLAND BOARD OF REALTORS**  
THE FIRST FOR REAL ESTATE SINCE 1914