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LIBOR Names 9th Annual YPN 20 Under 40 Rising Stars in Real Estate

The Long Island Board of REALTORS® (LIBOR) is proud to announce the recipients of the ninth annual Young Professionals Network (YPN) 20 Under 40 Rising Stars in Real Estate Awards.

Each year, 20 LIBOR REALTORS® age 40 years or younger are chosen for their excellence in the areas of sales, community involvement and demonstration of ingenuity, creativity, and leadership in their careers. Candidates for this award represent what the YPN selection committee considers an overall well-rounded REALTOR®. The YPN selection committee strives to ensure they have a diverse group of finalists in terms of business niches, gender, ethnic background, and geographic location. Additionally, the committee looks for compelling stories — such as interesting business strategies or obstacles overcome.

LIBOR's YPN, a division of the National

Association of REALTORS® (NAR), helps young real estate professionals excel in their careers by giving them the tools and encouragement to become involved in their REALTOR® association, real estate industry, community and with their peers.

"The YPN 20 under 40 Rising Stars in Real Estate Award signifies more to me than just an award based on production. With proven results, these future leaders of real estate have the power to change the industry on a local, state and national level. On behalf of LIBOR's Young Professional Network, I want to congratulate this year's award recipients for being the Rising Stars they are," said Christopher Bacchus, YPN President and 2016 20 Under 40 Rising Stars in Real Estate Award recipient.

Please note: LIBOR was unable to host the June ceremony to honor this year's recipients due to COVID-19. Visit ypn.lirealtor.com for postponement details. ●

YPN top 20 under 40



Dinah Burgos
Exit Realty
First Choice
Fresh Meadows



Rebecca Cohen
Century 21
American Homes
Syosset



Parry Ermogenous
Century 21
Unique Realty
Astoria



Danielle Evangelista
Douglas Elliman
Franklin Square



Anna Forte
Douglas Elliman
Franklin Square



Michael Furino
Douglas Elliman
Franklin Square



Sibel Gucum
Realty
Direct NY
North Babylon



Josh Handler
Exit Premier
Massapequa



Dana Julien
Douglas Elliman
Port
Washington



William O'Donnell
Keller Williams
Bay Shore



Jose Padro
Signature
Premier
Babylon



Daniel Patterson
Douglas Elliman
Massapequa



Eyston Perez
Douglas Elliman
Bayside



Oakar Reinstein
Realty Connect
USA
Patchogue



Nicole Schwartz-Diaz
RE/MAX
Integrity Leaders
Centereach



Travis Shea
Galaxy Realty
Group
Bay Shore



Nicholas Speirs
Alexander
Madison Homes
Merrick



Autumn Valeri
Fave Realty
New Hyde Park



Hezrell Vasquez
Voro LLC
Great Neck



Michaela Viard
Signature
Premier
Northport

President's Message



By Matthew Arnold
LIBOR President

As we cross another bridge to regaining normalcy in this global pandemic and businesses resume, we want you to know that LIBOR's services were never on pause. While the real estate industry was temporarily on hold, your LIBOR leadership and staff were working hard to further our mission statement. LIBOR leadership has been actively involved with our government affairs department and their collaboration with legislatures to ensure safe re-opening of real estate; as well as our education department to keep programs fresh with current required material and provide our members with access to updated resources on fair housing.

As REALTORS®, we stand firmly by the Fair Housing Act and are committed to providing everyone equal professional service in their search for real property. Our education offerings have expanded to include diversity and sensitivity training for better understanding the realities of racism and how to promote racial equality within our communities. Such training includes the Implicit Bias Workshop, which educates our members on how to recognize subconscious preconceptions and how to prevent it from intertwining with business transactions.

You can find educational webinars that tackle fair housing issues, like the one held by Bryan Greene, NAR's Director of Fair Housing Policy, along with other curriculums, by visiting LIBOR's Fair Housing Information Hub — lirealtor.com/fairhousing. Effective July 1, 2021, all brokers and real estate agents will be required to complete 22.5 hours of continuing education. This is to ensure that real estate professionals stay educated on ethical business practices, legal matters, fair housing and law of agency.

LIBOR takes fair housing seriously and encourages members to stay informed by visiting www.lirealtor.com, and enrolling in our text and email alerts. LIBOR's staff, leadership and volunteers will continue to make advances to better our communities and advocate for our members. ●

Advocacy: Not "On Pause"

By Marlo Paventi Dilts and Geoffrey Mock, Government Affairs Directors, Long Island Board of REALTORS®

This is the time of year when you normally would have received many messages from Government Affairs discussing plans for our annual trip to Albany for NYSAR's Lobby Day, or checking to see who would be going to Washington DC for the National Association of REALTOR®'s (NAR) Legislative Meetings and Trade Expo. Due to the COVID pandemic, we were bound to our homes in the name of safety. Thankfully, NAR provided us with great programming virtually that captured the essence of what we would have seen if we were sitting in chairs at the Marriot Wardman Park. If there is one takeaway from those meetings, it was that advocacy is definitely NOT "On Pause."

NAR fought hard to make sure that REALTORS® were included and could qualify for provisions under the CARES Act including access to funding for programs like the Economic Injury Disaster Loan (EIDL), Paycheck protection Program (PPP) and Pandemic Unemployment Assistance (PUA), which is historic in the respect that this was the first time independent contractors could qualify for unemployment benefits! REALTORS® are also advocating for other regulations that focus on fair housing, mortgage payment forbearance and safe REALTOR® practices in a COVID-19 world.

In early June, LIBOR's Government Affairs department held their first ever Local Advocacy Day with the Nassau County Executive Laura Curran and the Nassau County Legislature. We thanked them for their support of the co-op transparency bill that was passed and signed last December and had candid conversations about how COVID-19 has affected real estate. The meetings were successful and County Executive Curran reaffirmed her commitment to REALTORS® by sending a letter to Governor Cuomo's office making the plea for in-person showings to resume.

Even though it looked a little different this time around, advocacy was not "On Pause," but rather, still moving at full speed ahead. ●

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Don't Forget About the New York State Agency Disclosure Form

By Doreen Spagnuolo, Corporate Counsel and Patrick Fife, Associate Corporate Counsel,
Long Island Board of REALTORS®

In addition to licensees focusing their attention on the newly required New York State Housing Discrimination Disclosure Form and NYSAR's optional COVID-19 Disclosure Form, it is important for licensees to also not forget their obligations with respect to the required New York State Disclosure Form for Buyer and Seller (Agency Disclosure Form). Below are some answers to commonly asked questions about the Agency Disclosure Form and Agency in general.

Q: When must a licensee present the New York State Disclosure Form for Buyer and Seller (Agency Disclosure Form)?

A:

- A listing agent must provide the Agency Disclosure Form to a seller or landlord prior to entering into a listing agreement with the seller or landlord.
- A buyer's agent or tenant's agent must provide the Agency Disclosure Form to the buyer or tenant prior to entering into an agreement to act as the buyer's agent or tenant's agent.
 - A seller's agent or landlord's agent must provide the Agency Disclosure Form to a buyer, buyer's agent, tenant or tenant's agent at the time of the first substantive contact with the buyer or tenant.
 - A buyer's agent or tenant's agent must provide the Agency Disclosure Form to the seller, seller's agent, landlord or landlord's agent at the time of the first substantive contact with the seller or landlord.

Q: What is "first substantive contact"?

A: The New York State Department of State (DOS) has stated that any communication between a broker/salesperson and buyer wherein the price, condition of the house, or taxes are part of the discussion would seem to trigger the first substantive contact concept.

DOS has also stated that a broker does not have substantive contact with a party when that party is in the presence of his/her own broker (or agent). This is because in such situations any considerable

communications involving matters of major or practical importance will take place between the brokers. But in those situations, the broker must still disclose their agency status.

Q: Is the Agency Disclosure Form required in commercial transactions?

A: The Agency Disclosure Form is required in all residential transactions, including coops and condos. Although it is not required in commercial transactions, you may want to use the disclosure as a piece of evidence if there is a dispute.

Q: What if a party refuses to sign the Agency Disclosure Form?

A: If any party refuses to sign the Agency Disclosure Form, the broker/agent must sign either an affidavit (which must be notarized) or an affirmation, which is a sworn statement that does not need to be notarized and can be found on LIBOR Documents on Demand (Declaration by Real Estate Licensee). This Declaration states that the broker/agent gave the disclosure to the party, but the party refused to sign it.

Q: If a broker/agent sells their listing to a buyer who came into an open house, is that broker/agent a dual agent?

A: No, you are not a dual agent since you only have one client, the seller. The buyer is only your customer. If, however, you entered into a buyer agency agreement with the buyer, you would have two clients (the seller and buyer) and dual agency would exist.

Q: If another agent in my office is the listing agent for a specific property, can I be a broker's agent?

A: No. Since the listing is that of the broker, and the broker is the agent of the seller, all agents whose licenses are held by that broker (whether the listing agent or not) are always going to be a seller's agent. A licensee acting as a broker's agent can never be in the same brokerage as the listing itself. A broker's agent must always be from another broker's office. ●



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