

THE REALTOR®



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LIRealtor.com

LIBOR Applauds Nassau Legislation Bringing More Transparency to Co-Op Transactions

By the Government Affairs Department

After 10 years of hard work, the Nassau County Legislature passed the REALTORS® bill, Local law 489-19: A Law to Require Cooperative Housing Corporations to take timely action upon applications by prospective purchasers. This states that co-op board must acknowledge receipt of a co-op application within 15 days, and respond to an applicant within 45 days. Failure to respond to applicants shall result in a financial penalty (up to \$2000). Nassau lawmakers approved the bill at the Nassau County Full Legislature and Rules Committee Meeting on December 16, 2019 by a vote of 16-1.

For many first-time homebuyers on Long Island, a Co-Op is the most attractive option because of its affordability. This legislation will help ensure that those transactions are not faced with delays that could jeopardize a prospective buyer's ability to obtain financing in a timely manner.

Attainability continues to be a challenge on Long



REALTORS® in attendance at the Nassau County Legislature for the vote on Local law 489-19.

Island. Having a set timeline in place will protect potential buyers from fees and penalties that could result from prolonged delays. For these reasons, the Long Island Board of REALTORS® (LIBOR) fully supported this legislation and applauds the county legislature for its passing.

We thank the Presiding Officer and all the members of the County Legislature who worked with our association membership and staff on this bipartisan legislation. Fairness in the process, means fair housing for all! ●

BE A FAIR HOUSING LEADER The Long Island Board of REALTORS® strongly encourages members to create a Fair Housing action plan for your business. Action plans should focus on increasing awareness and understanding of the Fair Housing Act, and stressing the importance of benefits compliance. The best way to ensure you and your team are maintaining Fair Housing practices, is to build them into your processes and procedures. To assist you in the creation of an action plan, visit LIBOR's Fair Housing resource center at www.lirealtor.com/legal/fair-housing. ●

President's Message

By Matthew Arnold
LIBOR President



“Leadership and learning are indispensable to each other.”

— John F. Kennedy

First and foremost, I want to thank the members of the Long Island Board of REALTORS® for allowing me to serve as their 2020 president. For longevity of homeownership on Long Island to flourish we need to adhere to our goals set forth as an organization that adapt to our ever-changing economy. Having over twenty years of experience in this industry, while serving in multiple leadership positions, I can confidently state success will only derive from discipline, communication and executing our goals.

The quintessence of any successful entity is education and growth; therefore, focus on new recruitment and education of strong leaders is pertinent to keep LIBOR prosperous. Diversifying the tools available for our membership with the expansion of our MLS will offer more outlets for marketing. Increased advocacy is needed to educate our members on real estate consumer interests and raising awareness of the considerable importance of members investment in RPAC.

We will keep our “We’re More Than REALTORS®” campaign going strong. This year LIBOR will be working with an amazing organization called Rebuilding Together Long Island. Our aim is to complete 20 projects in 2020 for our Long Island Veterans. Moreover, prolongation of open and fluent communication between our staff and volunteers is necessary. Without these dedicated individuals LIBOR would not be the successful organization it is today.

In 2020 we are faced with some heavy issues; however, we will not succumb to our difficult situations but rather transition them into learning opportunities by enforcing set policy and implementing it into our training. Being a sterling R for many years, I think it’s important to lead by example. I urge all our leaders, brokers, and managers to do the same. Nothing successful will come about without setting goals and putting plans into action, which is exactly what LIBOR has done and will continue to do. Our main agenda this year is to abide by our mission statement, “LIBOR’s business is to promote high ethical standards and member success through innovative services, proactive advocacy, quality education and protection of private property rights.

With that said, let’s make it a great year! ●

Congratulations!

Congratulations to all of the remarkable REALTORS® who were recognized for their exemplary individual achievements at LIBOR’s Annual Installation and Awards Dinner held in November.

Awards were presented to the following REALTORS®:

- REALTOR®-Broker of the Year: Kevin Loiacono of BrookHampton Realty
- REALTOR®-Salesperson of the Year: Mark Donnelly of Coach REALTORS
- Community Service Award: Barbi Schwartzberg of Douglas Elliman Real Estate
- REALTOR® Spirit Award: Ray Manzoni of Manzoni Real Estate
- REALTOR®-Affiliate of the Year: Charles Weinraub of Cap-tain Permit LLC*
- Lifetime Achievement Award: Liz English of Netter Real Estate

*Photo unavailable. Recipient not in attendance at award ceremony. ●



Updated Legal Hotline Info



LIBOR is partnering with the New York State Association of REALTORS® (NYSAR) to utilize their Legal Hotline.

Members of the Long Island Board of REALTORS® should now call 518-43-NYSAR (518-436-9727) with any legal questions. The Legal Hotline, a free member benefit, is available from 9 a.m. to 4 p.m., Monday through Friday, excluding holidays and during official NYSAR functions.

NYSAR is pleased to provide one of the most beneficial member services within the REALTOR® organization - the Legal Hotline.

For information about the NYSAR Legal Hotline, visit <https://www.nysar.com/legal/legal-hotline-faq>. ●

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LIBOR COURSE SCHEDULE



UPCOMING NYSAR COURSES OFFERED AT LIBOR

VISIT LIREALTOR.COM/EDUCATION
DESIGNATIONS & CERTIFICATIONS

WOODBURY RSC

Wednesday, January 22 • GRI 1 Ethics

WEST BABYLON RSC

Wednesday, February 19 • GRI 2 Ethics

WEST BABYLON RSC

Wednesday, March 11 • GRI 5 Buyers

WOODBURY RSC

Tuesday, April 14 • GRI 6 Sellers

WEST BABYLON RSC

Thursday, April 23 • GRI 4 Legal

CERTIFIED BUYER REPRESENTATIVE (CBR)

VISIT LIREALTOR.COM/EDUCATION
DESIGNATIONS & CERTIFICATIONS

WEST BABYLON RSC

January 21, 22 & 24

BEST WESTERN ROCKVILLE CENTRE

February 24, 25 & 26

JACKSON HEIGHTS RSC

April 6, 7 & 8

SAVE THE DATE...

THURSDAY, JUNE 11, 2020

32ND ANNUAL LIBOR THOMAS F. TABONE
EDUCATION CONFERENCE & TRADE SHOW



LIBOR'S AFFILIATE MEMBERS BRING A LOT TO THE TABLE.

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