

# 25th ANNIVERSARY EDITION



## HGAR Celebrates 25th Anniversary of Real Estate In-Depth Newspaper

WHITE PLAINS – In 2021, the Hudson Gateway Association of Realtors celebrates the 25th anniversary of the launch of its flagship monthly newspaper *Real Estate In-Depth* and is also acknowledging the 95th consecutive year of publishing a membership newspaper/magazine.

In early 1995, based on the work of several Westchester County Board of Realtors' committees, most notably the Communications and Long Range Planning Committees, then WCBR Executive Vice President (now retired) P. Gilbert Mercurio and the organization's Board of Directors decided the Board needed to upgrade the editorial coverage of its then monthly newspaper *Westchester Realtor*. Along with newly hired Editor John Jordan and the newspaper's longtime Graphic Design Consultant Bart D'Andrea of Meadow Art & Design, work began on formulating an editorial mission statement as well as renaming and redesigning the publication.

For just about a year, the publisher and newspaper staff discussed what news should be in the newspaper each month and how it should be presented. It was decided that due to the changing needs of its membership, the Board's newspaper needed to expand from just covering Board-related news and announcements to a regional real estate publication that covered the major local, regional and national real estate and finance news of the day, as well as report on the activities of the association and its affiliated multiple listing service. The association also hired professional business photographer John Vecchiolla who has for the past quarter century provided professional and quality photography of news events and Board activities that have greatly enhanced the graphics of the newspaper.

After nearly 12 months of planning, *Real Estate In-Depth* was launched in January 1996. Its first edition chronicled the news of the day which included a report on fourth quarter home sales activity in Westchester County, an exclusive report on the appointment of then WCBR member Edwardina Lodes to the newly formed State Board of Real Estate and Governor Pataki pressing for the outright repeal of the much criticized "Cuomo Tax." Every year, *Real Estate In-Depth* provides extensive coverage of the Annual Lobby Day event to keep members informed on key legislative proposals and initiatives in Albany that will benefit or hurt the industry. The newspaper also reports on the association's legislative efforts in Washington, DC as well.

tion of publication of Westchester Realtor in favor of *Real Estate In-Depth*. A quarter of a century later, his words still apply.

"WCBR felt that since the real estate industry is in the midst of a drastic change the Board's monthly publication had to adapt to these tumultuous times... Our flagship communication vehicle has to mirror what is going on in the industry and inform membership of the latest news not only in Westchester, but the region, since many of our members do business outside the county," Mercurio wrote in the January-February 1996 edition of *Real Estate In-Depth*.

"The sky is the limit with what we can do with this publication in the future," Mercurio added. "WCBR asks its members and readership to patronize our advertisers who are supporting our effort to bring you the only real estate-oriented publication in the lower New York State region."

*Real Estate In-Depth* Editor Jordan, who served as editor of *Westchester Realtor*

in its last year of publication, said in a story published for the newspaper's 10-year anniversary, "Real Estate In-Depth has grown from humble beginnings to a publication that is a must read for the WCBR membership and for other area real estate and finance industry officials.

### How Things Have Changed—1996-2020

	1996	2006	2016	2020
WCBR Membership	3,992	7,500	10,000	12,000+
Westchester Avg. Price				
Single-Family Home	\$260,000	\$711,700	\$676,500	\$810,000
Condominium	\$150,000	\$390,000	\$373,000	\$422,500
Cooperative	\$ 59,000	\$185,000	\$162,500	\$180,000
County Office				
Availability (Vacancy) Rate	16.65%	13.3%	24.2%	21.4%
White Plains Office				
Availability (Vacancy) Rate	26.00%	14.1%	22.8%	21.5%
Countywide Office				
Asking Rent (Class A)	\$21.50	\$26.27	\$25.40	\$29.17

Association home sales statistics were for Westchester County for the third quarter of the respective years. Office Statistics were derived from third quarter CBRE reports.

The tremendous surge in advertising support over the years is due in large part to the fact that the paper is so widely read by Realtors and other real estate and finance professionals. I would just like to thank and acknowledge the foresight of WCBR to realize that a newspaper of this type was possible and could be successful.

"For all who have lent a hand, written a column, sold an ad, purchased an ad, taken a picture, drawn a cartoon, worked on the paper's design, written a letter to the editor or just offered a word of encouragement, my heartfelt thanks," Jordan added.

Today, Jordan relates that his sentiments expressed 15 years ago still ring true. "I have been lucky and honored to work with a group of professionals (both staff and volunteer Directors and Officers) that believe in the mission of this publication and work hard to make sure each edition brings value and useful information to the membership and readership. We have flourished during the boom years and persevered during the recessions that dogged the real estate market here and across the country. In the past year, we have chronicled the devastating health and economic impacts the coronavirus pandemic has had on the nation and the region and the real estate industry's admirable response that has fueled much needed economic activity in such trying times."

He noted that the publication's success has been due in large part to HGAR's leadership, including the aforementioned Mercurio and current HGAR CEO Richard Haggerty, as well as the association's leadership and Board of Directors over the past quarter century that has believed in and supported the newspaper's mission.

For 25 years, the newspaper staff and contributors have strived to present an accurate and at times "In-Depth" view of the major news and trends affecting real estate here and across the nation in the publication's print edition and at the newspaper's interactive newspaper website at [www.realestateindepth.com](http://www.realestateindepth.com).



The first edition of Real Estate In-Depth published in January 1996.



A mock-up of a redesigned Real Estate In-Depth, which was unveiled officially in January 2006.

## Some Major News Stories in Past 25 Years

Continued from page 1

### 1996

Pataki Presses for Repeal of Cuomo Tax  
Flat Tax Proposal Proves Controversial  
Donald Trump to Build Golf Courses in County But Backs  
Out of Davids Island Project  
Westchester Realtors Richard Albert and Edwardina Lodes Named to  
Newly Formed State Board of Real Estate  
Pataki Vows to Veto Westchester's Property Revaluation Bill

### 1997

Office Developer Robert Martin Merges with Cali Corp.  
WPMLS Signs Contract with Maestro  
Westchester-Putnam Home Listings Go Online @ Realtor.com

### 1998

Texaco to Lease Out Part of HQ Building in Harrison  
Collins Enterprises to Develop Yonkers Waterfront

### 1999

Hurricane Floyd Ravages Parts of County

### 2000

GM Plan in Sleepy Hollow Delayed Again  
WCBR Introduces WCBR.Net (Members-only website)  
WPMLS Approves Internet-based MLS System  
Tishman Speyer Pulls Out of White Plains Project

### 2001

XMLSWeb Launched  
Realtors Expect Slowdown to Take Hold After Terrorist Attacks

### 2002

WCBR's Savo Fries Installed as NYSAR President  
XMLSWeb Goes Online  
Home Sales Break \$500,000 Price Barrier

### 2003

Galleria and Westchester Pavilion Malls Sold  
Fortunoff Opens \$93 Million Development in White Plains  
Forest City Ratner Proposes \$600 Million Project in Yonkers

### 2004

Realtors Score Quick KO of Property Transfer Tax Bill  
RPW Buys Altria Complex in Rye Brook for \$40 Million

### 2005

Supreme Court Ruling Sparks Cries for Changes in Eminent Domain Law  
Realtors Outraged Over Federal Tax Reform Plan  
Realtors Prepare for Soft Landing

### 2006

2005 Home Sales Sets New Record in Westchester County  
Storms Cause Significant Damage to Homes, Businesses in Westchester

Classic Residence by Hyatt Shelves \$350 Million Senior Development  
\$160 Million Trump Plaza Project (in New Rochelle) 'Topped Off'  
\$100M Biomedical Project Planned at Landmark at Eastview Complex

### 2007

Westchester Home Sales Dropped 13% in 2006  
Yonkers Desegregation Case Nears End  
\$1 Billion Office Project in White Plains Shelved  
Legislature Passes Education Bill, Enacts Local Transfer Tax  
Controversial \$600M Ridge Hill Project Breaks Ground  
New Castle Considers Scaled Down Plan for Redevelopment of Reader's Digest

### 2008

GM Searches for New Developer for Lighthouse Landing  
\$1.5 Billion Yonkers Waterfront Plan Clears Hurdle  
WCBR Moves to New Home in White Plains  
Housing Correction Continues in Second Quarter  
New Tappan Zee Bridge to Cost \$16 Billion

### 2009

Fortunoff Store in White Plains to Close  
Realtor Reaction Mixed to Obama Stimulus Plans  
Westchester, Putnam Realtor Boards to Merge  
Mayor Delfino Reflects on White Plains Renaissance  
Realtors Believe Recession Hasn't Run its Course  
Reader's Digest Looks to Move HQ to NYC  
Westchester to Spend \$50 Million to Settle Fair Housing Court Case

### 2010

Henry Fries Takes Over as 2010 NYSAR President  
Westchester Releases Fair Housing Plan  
Feds, Monitor Still Critical of County's Fair Housing Plan  
Realtors Conflicted on Direction of Home Sales Market

### 2011

Board Directors Approve Staff Transition Plan: Mercurio to Retire,  
Haggerty to Succeed Him  
Experts Predict a Slow-Motion Real Estate Recovery  
County Executive Calls for End of Tappan Zee Bridge Study  
Astorino: HUD Says Housing Settlement Cost Has No Ceiling  
Pols, Business Leaders Press for Mass Transit to Be Part of  
New Tappan Zee Bridge Plan  
Three Boards Approve Merger to Create New Realtor Association

### 2012

(Real Estate) In-Depth Goes Digital  
Richard Haggerty Appointed CEO of Newly-Formed HGAR  
County Executive Diana Proposes New \$75-Million Government Center  
Reports: Disney Publishing to Close White Plains Operations  
HGAR Members Travel to D.C. To 'Protect the American Dream'  
Life Time Fitness Breaks Ground On \$40M Project in Harrison  
PepsiCo to Begin \$240M Upgrade of Corporate Headquarters  
Region Struggles to Recover From Hurricane Sandy

### 2013

New Tappan Zee to Cost About \$4B to Build  
Rep. Maloney Pledges Support for Mortgage Interest Deduction  
Economic Development Takes Center Stage in Putnam  
Investors Eying New Uses Along I-287  
City (Yonkers) Scraps \$3 Billion SFC Project

### 2014

GM Picks Developer for Former Sleepy Hollow Plant  
HGAR's Endres Installed as 2014 NYSAR President  
Rockland County Working with Novartis To Find New User for Suffern Plant  
First Quarter Home Sales Rise Nearly 11% in HGAR Region  
Neuhaus Tackles Budget Deficit, Valley View, Casinos,  
Government Center at CID Session  
President Obama Visits TZ Bridge Site; Warns of Transportation Funding Crisis  
22 Players Pay \$1 Million for Casino Rights in NYS  
PSC Orders Utility to Stop Pursuit of Desalination Plant in Haverstraw

### 2015

PepsiCo to Vacate Somers Complex in 2016  
Exclusive: Westchester Pavilion Mall to be Sold to Make Way for  
\$275 Million Project  
HGAR to Move Headquarters to The Source at White Plains  
Annexation Votes Set Off Flurry of Lawsuits by Municipalities,  
Orange County, Kiryas Joel

### 2016

\$1.2B Bioscience Project Unveiled in Westchester  
Hospital for Special Surgery to Establish Outpatient Center at Former IBM Building  
Construction Work to Finally Begin on Orange County Government Center  
Chappaqua Crossing Project Finally Breaks Ground  
RXR Partnership Proposes \$120M Tower in New Rochelle  
GM Redevelopment Finally Breaks Ground 20 Years After Assembly Plant Closure  
IBM to Vacate, Sell Somers Campus  
\$500M Legoland Project Proposed in Goshen  
HGAR Cuts Ribbon on New Corporate Headquarters Offices  
HGAR Approves Merger with Manhattan Association of Realtors  
Regeneron Plans 1 Million-Square-Foot Expansion

### 2017

HGAR Makes History with Dorothy Botsoe Installation  
Gov. Cuomo's Deal with Entergy to Shut Down Indian Point Fuels  
Mixed Local Reaction  
Urstadt Biddle Sells Westchester Pavilion for Nearly \$57 Million  
Simone Cuts Ribbon on \$35 Million Boyce Thompson Project  
Western Span of New Mario M. Cuomo Bridge Opens for Traffic  
Orange County Legislature Approves Town of Palm Tree Referendum Vote  
Ridge Hill Shopping Center to be Acquired by Australian Real Estate Investment Firm

### 2018

Toll Brothers Acquires Out Parcels at Former GM Assembly Plant

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Resorts World Catskills Casino Resort Opens  
 Rockland Legislature Passes Co-Op Purchase Reform Bill  
 Orange County Partnership Leads Coalition on Route 17 Initiative  
 HGAR, LIBOR Boards Sign Key Agreement to Create Regional MLS Next Year  
 Controversial CPV Valley Plant in Orange County Goes Online  
 Group Looks to Convert IBM Somers Campus to STEM School  
 Westchester County Executive Latimer Signs Co-Op Transparency Bill

**2019**

99-Year Lease Deal Brings \$1.2B Bioscience Park Closer to Reality  
 Pioneer Westchester Developer to Reacquire Storied Portfolio in \$488 Million Mega Deal  
 Con Ed Gas Moratorium for Westchester in Effect; State Offers New Clean Energy Plan  
 Redevelopment of Goshen Retail Eyesore to Move Forward  
 Entergy to Sell Indian Point to Decommissioning Firm  
 Westchester Terminates Rye Playland Contract with Standard Amusements  
 White Plains Hospital Breaks Ground on \$272M Expansion Project  
 NY Developers Acquire Troubled United Hospital Property  
 \$100M Film Studio to Be Developed at iPark Complex in Yonkers  
 Jehovah's Witnesses Propose 1.5 Million-Square-Foot Production Complex in Ramapo  
 Montefiore to Open Major Primary Care Facility in Elmsford

**2020**

OneKey MLS Leaders Tout Merits of New NYC Regional MLS  
 Gov. Cuomo Puts State's Real Estate Industry 'On Pause' to Prevent Further Spread of Coronavirus Pandemic  
 State Comptroller Pegs Coronavirus Impact Between \$4 Billion to More Than \$7 Billion  
 State Clarifies Position on Property Showings—Can Only be Performed Online  
 Real Estate Industry Finally Reopens—Mid-Hudson Enters Phase Two of Economy Reopening  
 OneKey MLS Now Live for Consumers  
 NY State's New Fair Housing Regulations Now in Effect  
 HGAR Membership Overwhelmingly Approves Merger with Bronx Manhattan North Association  
 NYC Brokers Discuss COVID, Market Activity, 'Black Lives Matter'  
 New Rochelle Mayor Shares COVID Impacts on Development Projects, City Finances  
 Curtain Closes on Iconic Westchester Broadway Theatre  
 Real Estate Experts Predict Continued Economic Rebound in 2021

**Regular Contributors to Newspaper (2021)**

Richard Haggerty, writer, columnist, publisher  
 John Jordan, writer, editor  
 Bart D'Andrea, art director  
 John Vecchiolla, photography  
 John Dolgetta, legal columnist  
 Mary Prenon, contributing writer, advertising sales

Ann Gardi, editing  
 Brian Levine, columnist  
 Jennifer Maher, columnist  
 Philip Weiden, legislative columnist  
 John Vrooman, technology columnist  
 Jessica Mandakas, membership

Vicki D'Agostino, education  
 Lisa Andrade, education  
 Michelle Gillard, editing, print, web  
 Roseanne Lionetti, RPAC, Calendar  
 Cathleen Stack, marketing  
 Gary Connolly, circulation  
 Vicki Gonzales, accounting  
 Jennifer Andriach, accounting

**Other Contributors**

Derek Alger, writer (deceased)  
 Adrienne Cardona, circulation, mailing  
 Marianna Nichols, circulation  
 David Arnold, advertising  
 Harriet Lerner, writer, advertising sales  
 Mike Dardano, advertising  
 Maria Laidley, advertising  
 Myron Miller, editorial cartoonist  
 Julian Block, tax columnist  
 Edward I. Sumber, legal columnist (deceased)  
 Linda Sands, technology columnist  
 Donald Arace, mortgage columnist  
 Irene Amato, mortgage columnist  
 Jeff Strauss, mortgage columnist  
 Edna Haber, mortgage columnist  
 Jeff Pardes, mortgage columnist  
 Robert Withers, commercial finance columnist  
 P. Gilbert Mercurio, writer, columnist  
 Teri Vitaliani, Membership, RPAC, Calendar (deceased)  
 Eileen Taus, education  
 Leah Warncke, advertising bill processing

**WCBR/WPAR/HGAR Presidents 1996-2021**

1996 — Arthur G. McCartney (deceased)  
 1997 — Ron Reid (deceased)  
 1998 — Savo Fries  
 1999 — Savo Fries  
 2000 — Marilyn Pfaller (deceased)  
 2001 — Donna Tierney (deceased)  
 2002 — Carol Kope  
 2003 — Carol Kope  
 2004 — Carol Kope  
 2005 — J.P. Endres  
 2006 — J.P. Endres

2007 — Harding Mason  
 2008 — Harding Mason  
 2009 — Leah Caro  
 2010 — Leah Caro  
 2011 — Michael Graessle  
 2012 — Nancy Kennedy  
 2013 — Katheryn DeClerck  
 2014 — Diane Cummins  
 2015 — Drew Kessler  
 2016 — Marcene Hedayati  
 2017 — Dorothy Botsoe  
 2018 — Barry Kramer  
 2019 — Ron Garafalo  
 2020 — Gail Fattizzi  
 2021 — Crystal Hawkins Syska (President-elect)

**WCBR/WPAR/HGAR Realtor of the Year 1996-2020**

1996 —Antoinette Emerson (deceased)  
 1997 —Nancy Kennedy  
 1998 —Maggie Reid  
 1999 —M. Donna Conte  
 2000 —Jacqueline Natchev  
 2001 —Carol Kope  
 2002 —Donna Tierney (deceased)  
 2003 —Catherine Amabile  
 2004 —J.P. Endres  
 2005 —Kevin O'Shea  
 2006 —Patricia Bentley  
 2007 —Pat Held  
 2008 —Lori Ragette  
 2009 —Harding Mason  
 2010 —John Kope  
 2011 —Leah Caro  
 2012 —Dorothy Botsoe  
 2013 —Marcene Hedayati  
 2014 —Carol Christiansen  
 2015 —Maryann Tercasio  
 2016 —Gary Leogrande  
 2017 —Barry Kramer  
 2018 —Renee Zurlo  
 2019 —Bonnie Koff  
 2020 —Joe Rand

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## Still Looking Great!



By Richard Haggerty  
HGAR Chief Executive Officer

In 1896 Adolph Simon Ochs purchased the *New York Times* and developed the tag line, "All the News That's Fit to Print," which is still used by the paper to this day. I feel the same way about *Real Estate In-Depth*. For the past 25 years, under the expert stewardship of Editor John Jordan, *Real Estate In-Depth* has delivered consistent, thorough, timely and often breaking real estate news, and we've done so when other publications have packed up their tents and gone home.

HGAR's predecessor organization, the Westchester County Board of Realtors, had a long and storied history of publishing relevant news of the day for many years under the title of *Westchester Realtor* (over 95 years!). However, back in 1995, my predecessor and boss of many years, Gil Mercurio, decided it was time to step it up a notch, and he hired John Jordan to help in the creation of an expanded publication that would inform our members about the news of the day and it quickly became our as-

sociation's most consistent communications vehicle.

I must admit, in reviewing the brief list of major news stories John has covered over the last 25 years, it brought back a flood of memories. It is amazing how much this industry and this organization has evolved over that time. We now encompass six counties and have more than 12,000 members. The paper has gone through design changes and is now available both online as well as in print. However, what hasn't changed is the quality of the writing or the timeliness of the stories. I'm especially proud of two new features, our daily e-mail news updates and our "Five Questions" series with newsmakers like retiring Congresswoman Nita Lowey and developer Robert Weisz, CEO of the RPW Group, which owns the most commercial real estate in Westchester County. Both of these ideas were John Jordan's.

Please do take the time to review all of the list of contributors who help make *Real Estate In-Depth* so successful. We could not succeed without them. However, at the end of the day, the ultimate success of the publication truly comes down to two people; Gil Mercurio, whose vision and steadfast dedication to the publication cannot be matched, and John Jordan, who took that vision and made it into the reality that it is today.

**Happy Birthday  
Real Estate In-Depth!  
You still look great at  
25 years!**

## A Quarter Century of Home Sales Market Coverage



For 25 years, *Real Estate In-Depth* has covered the region's home sales market. For example, the newspaper reported in 2002 the Westchester average single-family home price broke the \$500,000 barrier for the first time. Five years later, the housing market saw home sales decline 13%, a precursor to the recession that followed.

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# Designing Behind the Scenes for Almost a Half Century

By Mary T. Prenon

Most readers of *Real Estate In-Depth* may not know Bart D'Andrea, but people have been seeing his work every month for the past 43 years. The graphic designer responsible for creating the look and feel of the association's award-winning newspaper is also an accomplished artist, author, college professor, lecturer, Chi Gong instructor and former U.S. Marine sergeant.



**Bart D'Andrea of Meadow Art & Design, has been providing graphic services to the association since 1978.**

D'Andrea's artwork has been featured at showings throughout the tri-state area, and he has taught graphic design for more than 17 years at New York University in Manhattan, as well as other colleges and schools. He is also the founder of Meadow Art and Design Studio, based in New Jersey, and over the past 40 years, he has designed newspapers, brochures, books, catalogs, advertising, and even graphic panels for custom designed helicopters. He counts MasterCard as one of his many corporate clients.

D'Andrea began his association with the former Westchester County Board of Realtors in 1978, starting with the design of *Westchester Realtor*, the forerunner of *Real Estate In-Depth*. "Back then, the publication had no color photos and was more or less just about the Realtors, with no hard or breaking news," he recalled. "When John Jordan came on as editor, all of that changed."

The two worked together with former Association CEO Gil Mercurio, to

redesign the newspaper and add breaking news stories not only about real estate, but on legislation affecting the industry, as well as regional and national trends. *Real Estate In-Depth* was officially launched in 1996.

"John and I hit it off immediately," said D'Andrea. "He was incredibly professional and his writing ability completely elevated the newspaper. I never had an editor like him. When an editor and art director can actually talk to each other, that's a good thing!"

D'Andrea grew up in northern New Jersey and served as a sergeant with the U.S. Marine Corps from 1964 to 1970. After graduating with an M.A. in Fine Art from Montclair State University in 1976, D'Andrea worked with several clients before starting his own business. One of his biggest was MasterCard, for which he designed all of their training and operations manuals. Another notable client was King's Super Markets, which serves the tri-state area. The logos D'Andrea designed are still being used today.

His wife, Sylvia, is also his business partner. The two met years ago in Florida, while they were both on vacation. Forty-seven years later, they're still together. "Not only are we married but we also work together every day, so I guess it worked out OK," he laughed.

Over the years he has also shared his knowledge of art and graphic design as an adjunct professor with New York University in Manhattan, State University of New York/ Kingsborough College in Brooklyn, Bergen Community College in Paramus, and many others. "My biggest enjoyment is teaching," he said. "I'm actually most comfortable being in front of a group of people."

The author of "An Artist's Opinion," D'Andrea has judged art shows and given lectures at various organizations, including the Metropolitan Museum of Art, The Guggenheim Museum, and MoMA.

He has spoken to artists and business groups on more than 65 different artists and art movements. "I've talked about everything from ancient cave paintings to modern art," he noted.

In fact, his "man cave" in his Princeton, NJ home's basement serves as his personal art gallery, featuring his own works. A Picasso fan, D'Andrea's art work consists of abstract and expressionism paintings, as well as some sculptures. His work has been on display at the Kotinsky Gallery in Pompton Lakes, NJ, the Westchester County Center in White Plains, the Bishop House in Saddle River, NJ, the Gotham Gallery in Manhattan, and many other locations.

D'Andrea credits the practice of Chi Gong, the precursor to Tai Chi, with keeping him so focused with his many endeavors. Now a Certified Advanced Level Four Chi Gong Instructor, he practices every morning to keep both body and mind in shape. "I first started doing Chi Gong after leaving the military as a way of working out every day," he remembered. "It's an energy flow throughout the body, and while it's slow and

methodical, it's very beneficial"

Chi Gong, dates back more than 5,000 years ago in China, is known for rejuvenating the body and mind and is practiced by over five million people daily. "You do feel differently afterward, but it doesn't happen overnight," explained D'Andrea. "I think it's been especially helpful during this pandemic, it is a standing meditation."

Chi Gong has also helped to make 43 years of newspaper design seem like something new every time. "It's such a fun thing to do for me," said D'Andrea. "I enjoy taking all of the elements of a page and putting it together."

In his free time, he and his wife like to hike locally and travel, although those plans have been put on hold now due to COVID. They have been to France, England, Austria, Germany, Morocco and of course, his favorite destination—Italy. While he waits for the world to re-open, D'Andrea has set his sights on the Princeton Art Museum, where he will apply to be a docent. "After all this time, I still look for new and exciting things to do," he said.



**Red Dancers - Enamel on canvas - one of D'Andrea's many paintings.**



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Congratulates Real Estate IN-DEPTH for 25 years of great publications.  
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# Snapshots from the Archives of HGA



From left, Albert Schatz receiving the Realtor Emeritus Award in 2005 from WCBR President J.P. Endres.



From left, Westchester County Chief of Staff George Oros, WCBR CEO P. Gilbert Mercurio and Westchester County Executive Rob Astorino at Mercurio's retirement gala in 2011.



WCBR Legislative Chairman Henry Day in Albany in 2006.



From left, Donald Arace receives the WPAR Affiliate Award from Michael Carnicelli and Trudi Iglesias.



From left, Carol Christiansen, HGAR 2013 Realtor of the Year Marcene Hedayati and Dorothy Botsoe



From left, Catherine Amabile installs 2017 HGAR President Dorothy Botsoe



From left, WCBR's Gary Connolly, Urstadt Biddle Properties Willing Biddle, WCBR CEO P. Gilbert Mercurio, WCBR President Harding Mason and WPMLS President Mark Boyland at the ribbon cutting for the association's new offices at the Westchester Pavilion in 2008.



WCBR members Association of Realtors in 2011.



CID President Edward Kulikowski presents White Plains Mayor Joseph Delfino with a Donald Trump doll at a meeting in 2005.



HGAR officials were joined by White Plains Mayor Thomas Roach and U.S. Rep. Nita Lowey at the ribbon cutting for the association's new offices at the Source at White Plains in 2016



For years, thousands flocked to the County Center in White Plains for WCBR's Real Estate Expo.



At Real Estate In-Depth's left, WCBR CEO P. Gilbert Mercurio, Editor John Jordan and another man.



# R's Newspaper Real Estate In-Depth



by "Hank" Fries at NYSAR's Lobby



From left, Putnam County Association of Realtors; Eileen Barrett and Nancy Rubino at the PCAR office in 2009.



From left, WCBR's Richard Haggerty, Gary Connolly and Leah Caro at an event held at Yonkers Raceway in July 2007.



The devastation caused by Hurricane Sandy in 2012 at Rye Playland.



Real Estate In-Depth provided coverage of President Barack Obama's speech about the replacement of the Tappan Zee Bridge in Tarrytown in 2014 .



approved the merger with the Orange County Realtors and the Rockland Board of Realtors in November



Pictured from WCBR's legislative trip to Washington, DC in 2005 are: WCBR's Richard Haggerty, J.P. Endres, U.S. Rep. Nita Lowey, Henry Fries and Lucellana Monsalve.



Longtime Legal Corner Columnist Edward Sumer



At the Trump Tower opening party in 2005 in White Plains were, from left, developer Louis Cappelli, Kylie Travis Cappelli, Donald and Melania Trump and White Plains Hospital's Jon Schander.



s 10th anniversary party were from rt Mercurio, Real Estate In-Depth Art Director Bart D'Andrea



2002 NYSAR President Savo Fries installs the 2006 WCBR Directors and Officers at a gala event held at the Crowne Plaza hotel in White Plains in December 2005.

# Continuing the Association's Long Commitment To Providing News, Perspective to its Members

## EDITOR'S COLUMN

BY JOHN JORDAN



Initially, the Westchester Realty Board, which was founded in 1916, began publishing printed bulletins in 1926 to its members entitled "Westchester Realtor." The bulletins later were converted to newspaper format in 1961 and were distributed to the membership that initially covered Westchester County.

Below is the introduction to *Westchester Realtor* by Board Executive Secretary Walter DeWitt in January 1926.

*"The Westchester Realtor, with this issue, Volume 1, Number 1, makes its bow.*

*Platitudes can flow easily from an editorial pen. They could be served to you by the quart, but they are disgustingly insipid, and if the Westchester Realtor falls into this fault, in just that much will it have failed in making what we hope to make it - a bulletin of real and valued interest to you.*

*If it becomes 'just another one of those things' that find quick transportation to the waste basket, or if it becomes columns of type spoiling what otherwise would have been perfectly good paper, it has also failed.*

*Therefore we borrow the stuff of the radio announcer and ask you to write to us and tell us what features you would like your bulletin to contain. We solicit your suggestions. We solicit your contributions. The Westchester Realtor is yours."*

*The Westchester Realtor, Vol. 1, No. 1, January 15, 1926*

When I took on the role of editor of *Westchester Realtor* in 1996, then WCBR Executive Vice President P. Gilbert Mercurio stressed the long-standing commitment the Board had in producing a publication that would include information "of real and valued interest" to its members.

It was with that principle in mind expressed 95 years ago that inspired *Real Estate In-Depth's* launch in 1996. Now, celebrating its 25th year of publication, please indulge me in briefly looking back to give a special nod to the many contributors to this newspaper. In the past quarter century, the continued success of this publication has been due to the tremendous team of professionals, contributors and staff that work tirelessly to produce a quality newspaper for its membership.

While many print publications have failed in recent times, *Real Estate In-Depth* continues to be widely read and supported by new and loyal advertisers due to its content and now its reach throughout the Hudson Valley and metro New York City regions. And for that I am deeply grateful.

Current CEO Richard Haggerty has provided invaluable assistance and support in guiding the newspaper through

both difficult and boon times. Board Presidents and Directors and association staff since 1996 have been invaluable partners in helping produce this newspaper, which began with a print circulation of approximately 4,000 and now boasts a readership of more than 12,000 each month.

Like the real estate industry, *Real Estate In-Depth*, which is now online at [realestateindepth.com](http://realestateindepth.com), will continue to evolve to not only highlight the activities of HGAR, but also provide coverage of

the major news of the day and perspectives that will help you grow and succeed in the real estate field. The newspaper also publishes a weekly online newsletter.

In closing, members, affiliates and readers of *Real Estate In-Depth* can reach me at [johnjord@aol.com](mailto:johnjord@aol.com) to submit any news items, story ideas or comments on the newspaper's coverage. To paraphrase what Walter DeWitt said so eloquently nearly a century ago, "*Real Estate In-Depth* is yours."

## HGAR Provides Informative Briefing On R.E. Market In U.S. Virgin Islands



From Left: (top row), Neil Bush, Allan Block Insurance and T. Teresa Belmore, Chair Women In Commercial R.E. Series. From left, (bottom row), Clayton Jeffrey, Keller Williams NY Realty and Keynote speaker Tanya Van-Blake-Coleman, Van-Blake-Coleman Realty, U.S. Virgin Islands.



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It has been an honor and a pleasure to contribute to such an invaluable publication for the past two decades.

CONGRATULATIONS ON 25 YEARS OF EXCELLENT SERVICE TO THE REAL ESTATE COMMUNITY.



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# HGAR

## 2020 ANNUAL REPORT

### President's Message

Looking back on 2020, I think it would be safe to say that it wasn't the year that ANYONE expected! But in true resilient Realtor fashion, we worked hard to make the best of it, and so we did.

For me, starting the year as 2020 HGAR President, I had high hopes and great expectations. I had a lofty agenda of initiatives I considered important for us as an Association. To the credit of our leadership team including our Board of Directors, our many volunteers and our outstanding staff, we did manage to accomplish more than circumstances made it likely we would or could have, and for that we should be extremely proud.



Gail Fattizzi

Among the many planned and unplanned accomplishments of this past year, here are some of the highlights:

- The merger was successfully completed with the Bronx Manhattan North Association of Realtors, expanding our geographic reach and advocacy impact.
- The new OneKey MLS launched for our members and OneKeyMLS.com, the public-facing website, is now reaching tens of thousands of consumers.
- Our Fair Housing task force and committee pro-actively brought essential programming, information, and resources to our membership.
- We launched our new Leadership Accelerator Program to cultivate talent from within our Association; the inaugural class of 13 participants began their 10-month journey of commitment in September.
- We quickly pivoted to offer all our CE and pre-licensing courses in a live remote format, including over 40 NEW classes introduced in 2020.
- Weekly "Shout Outs" in our Connections e-newsletter now recognize our many Realtor members who give back so much to our communities.
- Daily Update emails with breaking news in real estate, business, and COVID-related updates have kept everyone informed since March.
- Our Annual Members' Day event was held virtually for the first time.
- We re-launched our Young Professionals Network (YPN) which will further expand its programming in 2021.
- Our Global Council received Gold recognition from NAR in just its third year of existence.
- A Diversity Task Force was created for the purpose of structuring a standing committee to address issues and development in the areas of Diversity, Equity and Inclusion throughout our organization.
- Broker/Owner/Manager toolkits were developed to provide information and resources to learn and train in the areas of Fair Housing, Clear Cooperation, "Coming Soon", and OneKey MLS, with others in development.
- The HGAR Realtor Foundation continued its hands-on volunteer events (as allowed under COVID restrictions), fundraising activities, and grant programs to local non-profits.
- And too many more initiatives and areas of achievement to cover in this brief summary.

Our steady support of RPAC over the years enables NAR to be a very strong lobbying force. As such, NAR was successfully able to support eligibility for pandemic unemployment benefits for independent contractors, as well as EIDL and PPP loans for small businesses including real estate brokerages. RPAC is our industry insurance policy; as such, we need to do whatever it takes to maximize its impact, and make sure every Realtor member understands the value.

There were, no doubt, some disappointments which were beyond our control. The biggest, for me, was the inability to interact in person with more of our members. Typically, I would have been at dozens of RPAC and Foundation fundraisers, numerous live conferences and events, and more committee meetings than I can count. While we managed to hold many of these events virtually, it just wasn't the same as having that personal contact. We had less opportunity to meet new people, hear feedback, and maybe get someone new involved at a greater level.

I have been fortunate to not lose any loved ones to COVID, or to suffer its effects myself so far. I hope that's been the case for most of you, and for those who have suffered illness or loss, my heart truly goes out to you. I wish for all of us a safer, healthier and less disruptive year in 2021. I know we're not there yet, but it's coming. Continue to be resilient, to act responsibly, and to take care of each other. Stay focused on what's important.

It has been a true pleasure and an honor to serve HGAR this year. To our new HGAR President, Crystal Hawkins Syska, and her leadership team – I know you will deliver the "American promise" to our Association in 2021 and I am thrilled to be part of it!

*Chip Fattizzi*

### FACTS & FIGURES

	2017	2018	2019	2020
<b>MEMBERSHIP</b>				
Realtors	10,812	11,245	11,702	12,513
Affiliates	218	253	250	276
Other Accounts	48	28	27	29
<b>Total</b>	<b>11,078</b>	<b>11,526</b>	<b>11,979</b>	<b>12,818</b>
Realtor Firms	1,198	1,282	1,306	1,440
Branch Offices	145	149	163	161
<b>Total Sites</b>	<b>1,343</b>	<b>1,431</b>	<b>1,469</b>	<b>1,601</b>
<b>HGMLS/OneKey MLS</b>				
No. Participating Offices	1,455	1,463	1,486	4,329
<b>No. Single Family Sales</b>				
Westchester	6,165	5,883	5,839	6,657
Putnam	1,019	1,041	1,050	1,261
Rockland	2,167	1,921	2,028	2,327
Orange	3,836	3,833	3,673	3,984
Sullivan	954	1,002	979	1,232
Bronx	529	558	548	491
<b>Total</b>	<b>14,670</b>	<b>14,238</b>	<b>14,117</b>	<b>15,952</b>
<b>Median Sale Price, Single Family House</b>				
Westchester	\$642,000	\$650,000	\$655,000	\$735,000
Putnam	\$337,500	\$350,000	\$358,500	\$380,000
Orange	\$243,250	\$258,600	\$271,000	\$315,000
Rockland	\$440,000	\$460,000	\$455,000	\$500,000
Sullivan	\$118,750	\$128,000	\$142,500	\$195,000
Bronx	\$435,000	\$470,000	\$499,998	\$530,000
<b>PROFESSIONAL STANDARDS</b>				
No. Arbitrations	4	2	0	1
Total amount arbitrated	\$103,475	\$26,753	\$0	\$44,500
Average claim per arbitration	\$25,869	\$13,376	\$0	\$44,500
No. Mediations	5	7	9	2
Total amount mediated	\$ 47,735	\$46,250	\$167,450	\$59,125
Average claim per mediation	\$ 9,547	\$6,607	\$18,606	\$29,562
No. Ethics Hearings	23	22	9	7
No. Appeals	2	3	0	2
No. Ombudsman sessions	0	0	0	1
Other actions w/o hearing	29	30	33	18
<b>Total Actions</b>	<b>54</b>	<b>55</b>	<b>42</b>	<b>29</b>
<b>EDUCATION</b>				
No. Classroom Courses	169	182	218	143
Enrollments	2,426	2,704	2,587	2,684
No. On-line Courses	36	77	48	25
Enrollments	2,033	2,952	2,470	2,640
No. Orientation Classes	34	34	34	51
Enrollments	1,173	1,222	1,283	1,154
Matrix MLS Training Classes	104	123	111	90
Enrollments	1,516	3,149	1,584	1,815
<b>Total Courses</b>	<b>343</b>	<b>416</b>	<b>411</b>	<b>309</b>
<b>Total Enrollments</b>	<b>7,148</b>	<b>10,027</b>	<b>7,924</b>	<b>8,293</b>
<b>REALTORS POLITICAL ACTION COMMITTEE</b>				
Amount Contributed	\$ 151,981	\$171,595	\$193,230	\$193,240
Percent of goal	76%	78%	88%	81%
No. Contributors	2605	2862	2900	2868
Percent of goal	79%	84%	76%	70%



Richard K. Haggerty  
Chief Executive Officer

Crystal Hawkins Syska  
President Elect

Ron Garafalo  
Immediate Past President

Anthony A. Domathoti  
HGAR Treasurer

Irene Guanill  
HGAR Secretary

Vincent Buccieri  
Regional Director  
Bronx County

Tony DANzica  
Regional Director  
New York County

Eydie Lopez  
Regional Director  
Orange County

Clayton Livingston  
Regional Director,  
Putnam

Rich Herska  
Regional Director,  
Rockland

Theresa Crozier  
Regional Director,  
Westchester

## Professional Standards and Grievance Committee Report – 2020

Due to the COVID-19 pandemic, there was a significant delay in processing all matters. Early on, all activities for the Grievance Committee and the Professional Standards Committee were shut down. However, after much effort, we were able to take all meetings and hearings virtual. Since that time, we have conducted all our hearing via ZOOM and we are running smoothly. We will continue with virtual hearings until further notice.

Additionally, because of the COVID-19 pandemic, we saw less Realtor activity than in past years. Arguably, this created a lower number of grievances filed.

The Grievance Committee reviewed 23 matters in 2020. One (1) matter that was dismissed by the Grievance Committee was appealed. On appeal, the Grievance Committee decision to dismiss the matter was affirmed.

The Professional Standards Committee convened 7 hearings. One (1) decision was appealed. On appeal, the Professional Standards Committee's decision was affirmed. Additionally, one (1) matter was settled prior to hearing, five (5) matters were voluntarily discontinued, and one (1) matter was transferred to Long Island for handling.

As of the close of 2020, eight (8) ethics matters are being scheduled for hearings, three (3) arbitration matters are being scheduled for hearings, and eight (8) ethics matters are being held in abeyance pending resolution of other related litigation or regulatory hearings.

## HGAR Members Day 2020

For the first time in the Association's history, HGAR's Annual Meeting & Member Appreciation Day was held virtually. The continued threat of COVID kept the 104th annual event from being held live at the Doubletree Hotel in Tarrytown, where it has taken place for the past 10 years.

With the theme of "So Many Ways to Win," the two-day Zoom teleconference event, on October 26 and 27, featured Keynote Speaker Ricky Mendez, as well as four breakout sessions. They included: Stress Management, Marketing & Promotion, Feng Shui and Tax Savings.

Mendez, an international speaker, consultant and sales trainer, presented simple and easy strategies to help people improve their quality of life and business. Some of his past clients have included Costco, Home Depot, Humana, Quest, NestSeekers Int. and many more.

O'Donnell & Cullen Property Tax Consultants once again served as the Premier Sponsor of the event.

## 2020 Fair Housing Committee

In 2020 Fair Housing was launched into the spotlight as a result of a three-year investigation by *Newsday* exploring discriminating practices by real estate agents. Fair Housing has always been and remains an important ethical commitment of our members, as outlined in the Code of Ethics, and is critical to our ability to serve our customers, clients and the community.

Under the leadership of Carmen Bauman, Chairperson, the Fair Housing Committee embarked on an ambitious agenda for the year, starting off with the creation of a Broker Owner/Manager (BOM) Fair Housing Toolkit to assist them in developing the knowledge and skills of their sales teams in this critical area. Our BOM's were invited to participate in a Virtual Fair Housing Meeting featuring Dorothy Botsoe and Leah Caro as guest speakers with instruction on creating safe space in our offices for honest conversations about Fair Housing, meeting tips and techniques for covering Fair Housing, documenting Fair Housing initiatives and the introduction of the Fair Housing Toolkit. In June there was a comprehensive communication plan created to inform our Members of the new Fair Housing Regulations that came into effect with a mandate from The New York State, Department of State, Division of Licensing Services. [The new Fair Housing Regulations require the notification of Fair Housing laws using a disclosure form and posting of Fair Housing laws to help ensure prospective home buyers, renters, sellers, and landlords receive adequate information regarding their rights and protections under New York State law. Also required is the video recording and record keeping of Fair Housing training.] A public facing Fair Housing section was created on HGAR.com to provide knowledge and resources to our consumers. Over the summer, Bryan Green, NAR Vice President of Policy Advocacy, was invited to address our Members at the HGAR Fair Housing Virtual Summit. [He shared information on NAR's Fair Housing initiatives, including NAR's Fair Housing Action Plan, A.C.T. (A)ccountability, (C)ulture Change, and (T)raining, and how NAR is addressing Fair Housing concerns during the pandemic.] Carmen reached out with action steps our Members can take to start practicing inclusion and making positive changes toward eliminating discrimination with an e-mail feature titled: Fair Housing – How Can You Help? The year ended with the promotion of NAR's Fair Housing Simulation Training – Fairhaven. Over the course of 2020 many resources were added to the BOM Fair Housing Toolkit and the Member Resources/Fair Housing section of HGAR.com. All are encouraged to visit the site.

## Global Business Council

Despite the challenges brought on by COVID-19, the HGAR Global Business Council (now in its third year) was able to achieve all of their goals, and also achieved the National Association of REALTORS® Gold Global Achievement Award (Silver in 2019).

The Mission, "to provide HGAR members the tools and resources to connect globally with real estate professionals throughout the world." The Unify Message, "to offer a collaborative system of information and networking opportunities that creates an international bridge for doing real estate business throughout the world. We believe "Global is Local and Local is Global."

Under the leadership of Co-Chairs Emi Cacace and Tony D'Anzica, The Global Business Council hosted several events including a Feng Shui breakout session, during the October HGAR Member Day, and the November Global Real Estate Summit NYC held in collaboration with six other Regional Associations.

The Global Business Council oversees our NAR Ambassador relationship with Portugal and we held several events with our Portuguese Partners via Zoom meeting including a Global Business Chat on the market in Portugal, a "Live Talk," on The Tech Disruption on the R.E. industry during COVID-19 and HGAR CEO Richard Haggerty gave a "Live Chat" via Zoom on the benefits of a Multiple Listing Service. We had other Global Business Chats with India, Nigeria, The U.S. Virgin Islands and Nicaragua.

Several educational classes and programs were offered, including a Market Outlook for Global and Commercial Real Estate and a CE Class offering on Developing Your International Business. The Global Business Council also signed three Memorandums of Understanding (MOU) with Argentina (CEDU), Uruguay (CIU), and Portugal (PIR).

## 2020 Legislative Advocacy

Much of what is accomplished in the Legislative arena has its roots in the Realtors Political Action Committee. President Gail Fattizzi, and RPAC Co-Chairs Ron Garafalo, and Carol Christiansen did an outstanding job leading a team of tireless volunteers. We raised significant funds despite the pandemic. We raised (\$10,000) through HGAR's first RPAC e-mail campaign. We also raised \$5,000 through RPAC auction items. Federal Issues: The Realtor community scored many victories at the federal level including preserving the mortgage interest deduction and extending the National Flood Insurance Program. Realtors® also fought for, and won pandemic unemployment assistance. This was a huge victory, because Realtors never before had access to unemployment insurance. Realtors also got money for the paycheck protection program, which kept businesses afloat, during the worst of the shut downs. State Issues: At the state level, Realtors were able to defeat a "Good Cause Eviction" bill that would have taken a landlord's ability to evict a delinquent tenant away. Realtors® successfully defeated a bill that would have changed a Realtor from an independent contractor to an employee, which would have upended the industry in negative ways. Local Issues: At the local level, HGAR continued to advocate for passage of a "reason in writing" requirement for co-op boards in the Westchester County Legislature, so that boards are required to tell their prospective purchasers why they are being denied housing if they receive a rejection letter. Support has grown for a requirement and we are hopeful the legislature will act in the New Year in light of the fact that there have been at least 350 rejections since the 2018 law went into effect. Political Advocacy: HGAR representatives met with all the County Executives during the year to discuss the state of the counties. We also met with all of our state legislators virtually, and arranged for individual meetings locally to advocate for HGAR's legislative agenda. We had productive meetings with both Senators Schumer and Gillibrand, as well as Congressman Maloney and Congresswoman Lowey who is now retired.

## Education Council and School of Real Estate

The HGAR School of Real Estate had a successful year with classroom education, online education and workshops. The school added over 40 new topics of classes in 2020. Within weeks of the NY on pause stay at home order, the education team converted the education calendar from Live in person classes to Zoom classes. This allowed the HGAR members to continue with classes during the pandemic. The instructors and staff were trained on Zoom; there were two faculty members who went above and beyond to make sure that Zoom was set up correctly. A huge thank you to Katheryn DeClerck and Dorothy Botsoe. HGAR is still holding classes via Zoom and the response has been terrific. We just finished up a 75-hour pre licensing sales class via Zoom and had an 86% pass rate!!! And we just started another 75-hour pre licensing sales class via Zoom and have a 45-hour brokers course via Zoom scheduled in early February 2021.

The Education Council hosted an excellent forum in June, 2020; titled: Embracing Our New Virtual Reality. Due to COVID this workshop was held via Zoom. A big thank you to our three panelists; Alicia Albano, Toni Chrystal and Chris Pagli who shared how they were using virtual tools regarding virtual listing presentations, virtual open houses, devices, and platforms used and virtual buyer consultations and open houses.

In late 2019, The Education Council initiated the Virtual Education Card which offers members, 22.5 hours of CE credit for \$175. Saving the member \$50. This initiative will be offered in 2021 as well.

Important DOS changes regarding Continuing Ed and licensing: The amendment changes the course requirements for renewal. Effective July 1, 2021 all licensees will be required to successfully complete 22.5 hours of approved continuing education. The education must include at least 2.5 hours on the subject of ethical business practices, at least one hour of legal matters, at least three hours of fair housing and/or discrimination in the sale or rental of real property or an interest in real property and at least one hour of agency except in the case of the initial two-year licensing term for real estate salespersons, two hours of agency must be completed. The amendment also requires all brokers who are currently exempt from 22.5 hours of CE to take 22.5 hours of CE. This becomes effective July 1, 2021.

## OneKey™ MLS

2020 was an unusual year; filled with low lows and high highs, and uncertainty, and sadly for some tremendous loss. And on March 24th it was the launch of the much-anticipated new regional MLS – a merger of the HGMLS and the MSLI – a project five years in the making.

The timing of the launch was a bit rough, just a week or so after real estate was effectively shut down in NYS, and we were all learning to work differently. However, perhaps it was also the perfect time to introduce new tools, new information, and new avenues to help build our member/subscriber's business – including the OneKeyMLS.com public facing website.

It wasn't easy bringing new tools and services to our now 40,000+ MLS users, but your Board of Managers and MLS staff have done an exceptional job. The bulk of the hard work has been done behind the scenes by CEO Jim Speer, President & Chief Strategic Growth Officer Richard Haggerty, Director of MLS Gary Connolly, technology specialists Paul Bassi and Jeff Marzo plus marketing and product and services gurus Tricia Chirco, Dana Nowick, Cathleen Stack and Mary Prenon. A HUGE thank you to them all for making it look easy.

The Board of Managers will have some changes in the coming year. The 2021 Board Chair will be the esteemed Linda Lugo, with Frank Dell'Accio serving as her Vice Chair. We're sad to see Manager Rene Zurlo pass the torch, but are thrilled she's passing it to Pati Holmes. Leah Caro, 2020 Chair of the OneKey™ MLS Board of Managers will be on the Board working on your behalf alongside Mark Boyland, Zef Camaj, Eddie McGowan, Ralph Bove, Mike Mendicino and Tom McCarthy. There is still a lot of work to do.

We give thanks to our Participants and Subscribers, for their patience, support, constructive criticism and dedication to a fabulous industry. Cheers to the end of 2020, and wishing all good things for 2021!



**Leah Caro, 2020 Chair of the OneKey™ MLS Board of Managers**



Global Business Council Feb 2020 meeting



2020 Installation of HGAR Board of Directors



2020 Installation: Gail Fattizzi, HGAR President, Jennifer Stevenson, NYSAR 2020 President, Ann Garti, HGAR COO



Members applauding the band at the 2020 Installation.



HGRF Volunteers at Food Bank of the Hudson Valley in Cornwall



Ron Garafalo and Carol Christiansen, HGAR RPAC Committee Co-Chairs at Happy Hour at Trattoria 632 in Purchase in early 2020.



Hudson Gateway REALTOR® Foundation presents donation to Make-A-Wish Hudson Valley.



David Moore and Gail Fattizzi, HGAR 2020 President at People-to-People in Nanuet



Marissa Madonai, Director of Corporate Engagement, Feeding Westchester and Bonnie Koff, Chair, HGRF Fundraising Committee



From Left, Terri Crozier and Antoinette Calderon, HG Realtor Foundation Committee; Chris Greco, Founder, Christopher's Voice; Bonnie Koff, Chair, HG Realtor Foundation Fundraising Committee; Carol Christiansen and Robert Shandley, HG Realtor Foundation Committee.



HGAR, Bronx Manhattan North Association of Realtors press conference on the merger.



Operation REALTOR Kids Volunteers at HGAR Bronx Office



HGAR Commercial & Investment Division, 2020 Commercial Real Estate Roundtable



Hudson Gateway REALTOR® Foundation Pasta Class Fundraising Event at TVB Pax Romana.

Summary of Events 2020

DATE	EVENT
1/16/20	Installation Gala
10/26/20	Members Day - Breakout Sessions
10/27/20	Keynote & Annual Meeting
4/16/20	Leadership Accelerator Info Session
9/8/20	Anti-Racism Series (8 events)
<b>HGAR Webinars</b>	
4/28/20	Making the Most of RPR in COVID
5/1/20	Rep. Sean Patrick Maloney Town Hall
5/7/20	NAR Clear Cooperation
5/19/20	Is Six Feet Away Going to Stay
6/10/20	What's Next for Housing Market
6/23/20	Embracing New Virtual Realty
6/24/20	Bringing Art to the Masses
<b>Breakfast with Benefits</b>	
1/21/20	Social Media
1/23/20	Myths about Home Insurance
3/4/20	Lead Generation
4/30/20	Be Your Best - Best Practices in COVID
5/4/20	Cares Act - Paycheck Protection
5/13/20	Understanding Energy Assessment
5/14/20	Be Your Best: Best Practices during COVID
5/27/20	Keeping Home Healthy During COVID
6/3/20	Online Marketing That Works 24/7
6/16/20	Cyber Attacks
7/14/20	Engaging Today's Home Buyers
7/25/20	Be Your Best: NYC Reopens
7/29/20	Best Kept Secrets - Renovation Loans
8/12/20	Myths about Home Insurance
8/20/20	Be Your Best: Summer in the City
8/26/20	Impacts of COVID on RE Transactions
9/10/20	Be Your Best: Getting the Deal Done
9/22/20	Instagram Secrets
10/8/20	Be Your Best: Succeed in Regional Market
10/8/20	Tax Reduction Strategies
10/13/20	Lead Generation
11/17/20	Google Vs. Zillow
11/30/20	Be Your Best: Crunching Numbers
12/9/20	Tax and Assessment Cycle
12/26/20	Social Media in Challenging Times
<b>Commercial &amp; Investment Division</b>	
1/24/20	2020 Commercial RE Roundtable
2/14/20	Widening of Route 17
3/5/20	Women in Commercial RE - CRE Overview
5/14/20	Rights of Commercial Landlords in COVID
6/18/20	Where Does Economy Go From Here
9/10/20	Women in Commercial RE - Big Data
9/30/20	Financing Commercial Properties
10/22/20	Future of the Bronx
11/9/20	Global Outlook for Commercial RE
12/10/20	Women in Commercial RE - Panel
<b>Fair Housing</b>	
7/15/20	Fair Housing Summit
<b>Global Business Council</b>	
2/3/20	Global Business Chat with Portugal
4/9/20	Global Business Chat with Portugal
4/20/20	Global Business Chat with Nicaragua
6/3/20	Tech Disruption on Real Estate
8/4/20	Global Chat with India

Continued on page 16



Bryan Greene of NAR at HGAR Fair Housing event



Ricky Mendez, Keynote Speaker at HGAR's 104th Annual Member Appreciation Day



Global Summit, November 2020, NAR Cooperating Association Panel



Launch of OneKey MLS Consumer website

**Hudson Gateway Association of REALTORS, Inc. 2020**

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**President Elect**  
Crystal Hawkins Syska

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Irene Guanill

**Immediate Past President**  
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Vincent Buccieri

**Regional Director/New York County (Manhattan)**  
Tony D'Anzica

**Regional Director/Putnam**  
Clayton Livingston

**Regional Director/Orange**  
Eydie Lopez

**Regional Director/Rockland**  
Richard Herska

**Regional Director/Westchester**  
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Debra Budetti  
Katheryn DeClerck  
Rey Hollingsworth Falu  
Barry Kramer  
Maurice Owen-Michaane  
Roseann Paggiotta  
Mark Seiden  
Robert Shandley  
Al Smith  
Maryann Tercasio  
Maria Weiss

**Legal Counsel**  
John Dolgetta, Dolgetta Law, PLLC

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**President and Chief Strategic Growth Officer**  
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Mark Boyland  
Zef “Joe” Camaj  
Frank Dell'Accio  
Tom McCarthy  
Eddie McGowan  
Renee Zurlo

**2020 Council & Committees Leadership and Volunteerism**

HGAR salutes Joseph Rand of Howard Hanna | Rand Realty as our Realtor of the Year and John Jordan, Hudson Valley Editorial Services as our Affiliate of the Year. They represent the very best that the real estate industry has to offer. Also, hundreds of member volunteers participated in the dozens of HGAR, Hudson Gateway Realtor Foundation, OneKey™ MLS and special projects.

Though we have space only to list the leaders, we thank each and every single member who made HGAR and its affiliated organizations as useful as they could possibly be to the membership.

**Education Council**  
Phyllis Lerner, Chair  
Bradley Brammer, Vice Chair

**Faculty Committee**  
Katheryn DeClerck, Chair

**Fair Housing Committee**  
Carmen Bauman, Chair

**Legislation Council**  
Leah Caro, Chair  
John Barrett, Vice Chair  
Roberta Bangs, Vice Chair

**RPAC Committee**  
Ron Garafalo, Co-Chair  
Carol Christiansen, Co-Chair

**Professional Standards Council**  
Roberta Bangs, Chair

**Grievance Committee**  
John Kope, Chair

**Member's Day Work Group**  
Debra Budetti, Chair

**Recognition/Awards Committee**  
Theresa Crozier, Chair

**Nominating Committee**  
Ron Garafalo, Chair

**Global Business Council**  
Emi Cacace, Co-Chair  
Tony D'Anzica, Co-Chair

**Finance Committee, HGAR**  
Anthony Domathoti, Chair, (Treasurer)

**YPN Committee**  
Rich Herska, Chair

**Hudson Gateway Realtor Foundation Committees**  
Gail Fattizzi, Program Committee Chair  
Bonnie Koff, Fundraising Committee Chair

**NAR Directors**  
Ron Garafalo  
Gail Fattizzi  
Crystal Hawkins Syska  
Anthony Domathoti  
Irene Guanill

**NYSAR Directors**  
Roberta Bangs  
Eileen Barrett  
T. Teresa Belmore  
Dorothy Botsoe  
Kazuko Boylan  
Deb Budetti  
Leah Caro  
Carol Christiansen  
Theresa Crozier  
Diane Cummins  
Tony D'Anzica  
Katheryn DeClerck  
Laurie DiFrancesco  
Anthony Domathoti  
J.P. Endres (NYSAR Past President)  
Gail Fattizzi  
Ronald Garafalo  
Irene Guanill  
Crystal Hawkins Syska  
Richard Herska  
Sarah Hughes  
Pamela Jones  
Carol Kope  
John Kope  
Barry Kramer  
Clayton Livingston  
Eydie Lopez  
Harding Mason  
Maurice Owen-Michaane  
Roseann Paggiotta  
Angie Primus Gilford  
Myriam Ramos  
Robert Shandley  
Maryann Tercasio  
Cheryl Williams

**HGAR Award Winners**



**Realtor of the Year**  
Joseph Rand,  
Howard Hanna |  
Rand Realty,  
Nanuet



**Affiliate of the Year**  
John Jordan,  
Hudson Valley Editorial  
Services  
(Editor of Real Estate in  
Depth for past 25 years)



**President's Award**  
Crystal Hawkins-Syska,  
Keller Williams, NY  
Realty, White Plains

**2020 STAFF Hudson Gateway Association of Realtors, Inc.,**

**Richard Haggerty**  
Chief Executive Officer

**Ann Garti**  
COO/HGAR  
Office Manager  
Goshen Branch

**Vicky Gonzalez**  
Controller, Chief of Staff

**Gary Connolly**  
Director of MLS and  
Information Systems

**Brian Levine**  
Director of Legal Services  
Professional Standards  
Administrator

**Jana Currier**  
Director of Member Engagement

**Victoria D'Agostino**  
Director of Professional  
Development

**Karen Peters**  
Manager, On-Line Education  
Office Manager/HGAR  
West Nyack Branch

**Philip Weiden**  
Government Affairs Director

**Jeff Marzo**  
Director of Technology

**Mary Prenon**  
Director of Communications

**Cathleen Stack**  
Director of Marketing

**Eliezer Rodriguez**  
Director of Advocacy  
Commercial and Legislative Issues  
For Bronx and Manhattan

**LaVerne Brown-Williams**  
Manager, MLS Support / Member  
Success Team

**Jennifer Andriach**  
Accounting Manager

**Arienne Thomas**  
Accounting Assistant

**Michelle Gilliard**  
Communications Coordinator and Mem-  
bership Services

**Lisa Andrade**  
Education Coordinator

**Roseanne Lionetti**  
Executive Assistant and Membership  
Coordinator

**Scott Clark**  
Information and Member Services Coor-  
dinator, Goshen

**Jonathan Corchado**  
Member Success Team

**Marie Tychyn**  
Member Success Team

**Emily Jackson**  
Member Success Team

**Maria Thomas**  
Member Success Team

**Dianne Vielman**  
Member Success Team

**Jessica Mandakas**  
Member Success Team

**Jacquelynn Manigault**  
Member Success Team

**Linda Hunt**  
Member Success Team

**Juan Guzman**  
Member Success Team

**Janine Mosher**  
Member Success Team/Office  
Manager Bronx

**Nancy Rubino**  
Putnam Liaison and Membership  
Auditing

**Summary of Events 2020**

Continued from page 15

10/5/20	Global Chat with Nigeria
10/26/20	The Influence of Feng Shui (Member Day)
11/5&6/2020	Global Real Estate Summit
11/9/20	Global Outlook for Commercial RE
12/3/20	Global Chat with U.S. Virgin Islands
<b>Hudson Gateway REALTOR® Foundation</b>	
2/4/20	Pub Night
2/19/20	Volunteer Event
3/10/20	Volunteer Event
5/20/20	Volunteer Event
6/4/20	Pacific Rim Cooking Class
7/28/20	Volunteer Event
8/14/20	Volunteer Event
8/28/20	Walk Run Challenge
9/24/20	Volunteer Event
10/21/20	Pasta Class
11/6/20	Volunteer Event
11/13/20	Volunteer Event
12/8/20	Volunteer Event
12/8/20	Holiday Musical Celebration
<b>Regional Events</b>	
2/25/20	HGAR/NYSAR - Grow Your Business
3/11/20	HGAR/NYSAR - Grow Your Business
11/17/20	NAR Smart Growth Grant - Bicycling
<b>RPAC</b>	
2/18/20	Happy Hour
<b>Women's Council of REALTORS®</b>	
1/14/20	Market & Legal Update
2/7/20	Fair Housing - Mock Ethics Trial
7/29/20	Meet the Mayors
<b>Young Professionals Network</b>	
2/5/20	Happy Hour
3/4/20	Happy Hour
10/15/20	Emotional Intelligence

