

# HGAR ANNUAL REPORT

## President's Message Participation, Cooperation And Transparency

It's been a pleasure to serve as your 2018 President, and I'm proud of what we've accomplished. It seems like only a few short months ago I was planning to take on my role for the year, and it's certainly gone by quickly.

In 2018 we worked to help our members thrive! Soon we'll be participating in one of the largest MLS systems in the country now that our merger with the Long Island MLS is complete. We completed a merger with the Sullivan County MLS and have expanded our presence in Manhattan. In the near future we'll be launching a new website and other tools to help HGAR members.

One of the most significant achievements was the passage of Co-op Transparency Legislation in Westchester County. The legislation creates a timeframe that co-ops must adhere to in processing applications, and provides that if a buyer is rejected, the Westchester County Human Rights Commission must be notified. This legislation was achieved after some 20 years of advocacy. If you spoke at the County Board of Legislators or advocated your County Legislator you share in making the legislation a reality. Our advocacy in Rockland County has also resulted in the passage of co-op legislation, although their law only requires adherence to a time frame. We are working to achieve co-op legislation in other areas, and HGAR will continue to lead the way for co-op legislation.

One of my goals for the year was to step up participation in our committees and councils. We created an e-mail that made sign-up easier and encouraged participation. We implemented the first-ever meeting of all Committee Leadership members to discuss plans and objectives for the year. Our Committee Chairs, Co-Chairs and Vice Chairs did a great job of putting together tremendous programs for HGAR members.

Under the leadership of Leah Caro and John Olivero we had one of our most successful Lobby Days. In addition to a great turnout by our members, we had a good showing of legislators interested in hearing about our legislative priorities.

Dorothy Botsoe and Richard Herska did a fantastic job as Co-Chairs of our RPAC Committee, raising a record of more than \$171,000. They had some really fun new events like Realtor Olympics and Zumba and worked hard to meet our goal.

One of my goals as President was to recognize the participation of members who have gone above and beyond for HGAR. I was delighted to present WOW awards to many of you. My congratulations to all Award winners during our Annual Meeting and a special shout out to Renee Zurlo, Realtor of the Year!

One of the events I am most proud of was our celebration of the 50th Anniversary of the Fair Housing Act. This program, held at the Doubletree in Tarrytown, brought together representatives from groups like AREAA, WRO, NAGLREP, FIAPCI, NAHREP and others that offered both a celebration of the Fair Housing Act as well as useful information for Realtors.

This year we worked with our Partners and Affiliates to forge meaningful relationships and increase participation. This included organizations like WRO, NAHREP and the Business Council of Westchester. Women's Council had a year of exciting programs. The Realtor Foundation raised more than \$81,000 for 26 great causes. The recent Global Summit held in New York City surpassed even last year's event.

It's been a privilege and honor to serve as your 2018 President. I wish incoming President Ron Garafola and his team a successful year ahead.

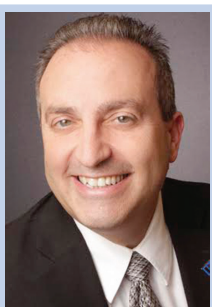


Barry Kramer  
HGAR 2018 President

*Barry Kramer*

## FACTS & FIGURES

	2015	2016	2017	2108
<b>MEMBERSHIP</b>				
Realtors	9785	10242	10812	11245
Affiliates	127	142	218	253
Other Accounts	63	51	48	28
<b>Total</b>	<b>9975</b>	<b>10435</b>	<b>11078</b>	<b>11526</b>
Realtor Firms	1086	1148	1198	1282
Branch Offices	137	144	145	149
<b>Total Sites</b>	<b>1223</b>	<b>1292</b>	<b>1343</b>	<b>1431</b>
<b>HUDSON GATEWAY MULTIPLE LISTING SERVICE, INC.</b>				
No. Participating Offices	1293	1400	1455	1463
No. Affiliates	16	44	45	149
<b>Total Accounts</b>	<b>1309</b>	<b>1444</b>	<b>1500</b>	<b>1612</b>
<b>No. Single Family Sales</b>				
Westchester	5731	6213	6159	5876
Putnam	894	1088	1016	1041
Orange	2746	3479	3818	3827
Rockland	1830	2050	2163	1917
<b>Total</b>	<b>9371</b>	<b>12830</b>	<b>13156</b>	<b>12661</b>
<b>Median Sale Price, Single Family House</b>				
Westchester	\$628,875	\$ 624,000	\$642,250	\$650,000
Putnam	\$310,000	\$ 325,000	\$337,750	\$350,000
Orange	\$225,000	\$ 229,000	\$243,250	\$258,600
Rockland	\$415,000	\$ 425,000	\$440,000	\$460,000
<b>PROFESSIONAL STANDARDS</b>				
No. Arbitrations	5	1	4	2
Total amount arbitrated	\$ 87,598	\$ 6,250	\$103,475	\$26,753
Average claim per arbitration	\$ 17,519	\$ 6,250	\$25,869	\$13,376
No. Mediations	7	2	5	7
Total amount mediated	\$ 78,583	\$ 31,350	\$ 47,735	\$46,250
Average claim per mediation	\$ 11,226	\$ 15,675	\$ 9,547	\$6,607
No. Ethics Hearings	11	22	23	22
No. Appeals	1	2	2	3
No. Ombudsman sessions	4	1	0	0
Other actions w/o hearing	13	30	29	30
<b>Total Actions</b>	<b>29</b>	<b>58</b>	<b>54</b>	<b>55</b>
<b>EDUCATION</b>				
No. Classroom Courses	150	196	169	182
Enrollments	2862	3380	2426	2704
No. On-line Courses	42	36	36	77
Enrollments	1330	1658	2033	2952
No. Orientation Classes	36	32	34	34
Enrollments	1039	1110	1173	1222
Matrix MLS Training Classes	61	81	104	123
Enrollments	1657	2288	1516	3149
<b>Total Courses</b>	<b>289</b>	<b>345</b>	<b>343</b>	<b>416</b>
<b>Total Enrollments</b>	<b>6888</b>	<b>8781</b>	<b>7148</b>	<b>10027</b>
<b>REALTORS POLITICAL ACTION COMMITTEE</b>				
Amount Contributed	\$149,104	\$ 147,759	\$ 151,981	\$171,595
Percent of goal	103%	102%	76%	78%
No. Contributors	2553	2173	2605	2862
Percent of goal	96%	66%	79%	<b>84%</b>



Ron Garafalo  
President Elect



Dorothy Botsoe,  
Immediate Past  
President



Clayton Livingston  
Regional VP,  
Westchester/Putnam



Jennifer Mallory,  
Regional VP,  
Rockland



Myriam Ramos  
Regional VP,  
Westchester/Putnam



John Olivero,  
Regional VP,  
Orange



Gail Fattizzi  
Secretary/Treasurer



Richard K. Haggerty  
Chief Executive  
Officer



## Professional Standards, Fair Housing And Cultural Diversity

2018 was a hallmark year for the Professional Standards Council at HGAR. The number of members collectively serving on the Grievance, Mediation and Hearing Panel subcommittees are at an all-time high. Diane Disbrow, nationally recognized Pro Standards Trainer, led an all-day training on September 28 which saw participation from more than 50 HGAR members.

Early in 2018 a breakfast meeting was held with all three subcommittees within the Council. This breakfast served to not only acknowledge the Council members' contributions, but also to discuss the latest trends and developments on the Professional Standards front. Administratively, the year was enormously busy for the Council. There were a total of 55 ethics cases disposed of by the Council, 22 vis-à-vis the ethics hearing process.

This was in addition to 9 commission disputes, 2 of which were resolved through arbitration and 7 via mediation.

2018 was a banner year for the Fair Housing and Cultural Diversity Committee. Under the leadership of Co-Chairs Crystal Hawkins Syska and Emi Cacace, FH&CD ushered in the 50th Anniversary of the Fair Housing Act with an extremely well attended conference in July at the Doubletree Hotel in Tarrytown. There was also a "Breakfast with Benefits" presentation in November with Marlene Zarfes of Westchester Residential Opportunities that was both well attended and received. Many committee members recorded videos about the significance of Fair Housing that were distributed to HGAR's media channels, including various social media outlets.

## Organization and HGAR Foundation

During 2018, HGAR hosted more than 60 events at its three office locations as well as at many other locales in the lower Hudson Valley region and Manhattan. The HGAR Installation Gala (January 18th) and Annual Meeting and Member Appreciation Day (October 29th) were well attended. HGAR also hosted several events in 2018 commemorating the 50th Anniversary of the signing of the Fair Housing Act, including a Fair Housing Celebration in July that included a panel on Fair Housing issues with representatives from AREAA (Asian Real Estate Association of America), FIABCI, the international real estate federation, NAGLREP (National Association of Gay and Lesbian Real Estate Professionals), NAHREP, (National Association of Hispanic Real Estate Professionals), Westchester Human Rights Commission and WRO (Westchester Residential Opportunities).

The REALTORS® Political Action Committee held several fundraising events including a Realtor Olympics in July. The Commercial and Investment Division, Women's Council of REALTORS® and Young Professionals Network, each hosted several functions. Additionally, HGAR and the Staten Island Board of REALTORS® co-hosted this year's "Global Real Estate Summit" at the Marriott Marquis hotel in Manhattan on October 22 with over 500 attendees.

The Hudson Gateway REALTOR® Foundation continued to raise and disperse monies for worthy charitable recipients in our region. There were various "Pub Nights", the annual Gala, 'Viva Las Vegas', and a Holiday Party at the Westchester Hills Golf Club. Approximately \$124,100 was raised during 2018 and more than \$81,450 in grants awarded to various charities including Beverly Carter Foundation, Bridge Fund of Westchester, Caritas of Port Chester, Center for Safety & Change Inc., Children of Promise Stable, Childrens Village, Community Capital New York, Drug Crisis in our Backyard, Feeding Westchester, Food Bank of the Hudson Valley, Friends of Karen, Furniture Sharehouse, Green Chimneys, Habitat for Humanity for Greater Newburgh, Hearts to Homes Furnishings Inc., Help from People to People, Hi Tor Animal Care, Make-A-Wish® Hudson Valley, Meals on Wheels of Rockland, My Sisters' Place, Ronald McDonald House, Support Connection, United Hospice of Rockland, Venture Foundation, Volunteer New York and the Westchester Medical Center Foundation.

## HGAR 2018 Annual Member's Day

The 102nd Annual Meeting and Member Appreciation Day brought more than 1,500 Realtors to the DoubleTree Hotel in Tarrytown. This year's event featured keynote speaker Ryan Estis, an Ethics and Fair Housing Class, REALTOR® Safety Class, two breakout sessions, a plated RPAC Luncheon with guest speaker, and 75 exhibitors.

Estis is recognized as "one of the best keynote speakers ever heard" by Meetings & Conventions Magazine. With more than 20 years of experience as a top-performing sales professional and leader, Estis' dynamic presentation literally had HGAR members on their feet and ready for success.

Tom Grimes, a 20-year veteran detective of the New York City Police Department, presented the "Realtor Safety" class. Grimes was part of the Organized Crime Investigation Division and the Federal Drug Enforcement Task Force, among others.

A "Fair and Ethical Housing" class presented real-life scenarios for complying with federal, state and local rules for Fair Housing and Ethics.

Gary Goldman, Esq. held a class on "Mindfulness & Meditation for Real Estate Professionals." Goldman, of Fentin, Goldman, Turk & Davidoff LLP, is known as the "mind body" lawyer.

Tracy Weir, Managing Partner of August Partners, presented "Are They Looking for You?" an overview of how today's real estate technology is affecting the average agent.

The plated luncheon featured guest speaker Mike Oates, CEO of the Hudson Valley Economic Development Corp. Proceeds of the luncheon benefitted RPAC, the Realtors Political Action Committee.

The event concluded with a Celebration Cocktail Party, sponsored by ASAP Mortgage. O'Donnell & Cullen Property Tax Consultants served as the premier sponsor for the event.

## Education Council and School of Real Estate

The HGAR School of Real Estate served our members by providing more than 300 live learning opportunities with 5,853 students participating throughout our three main locations and several satellite locations. HGAR's online partners helped us by supplementing with an additional 77 course options, which provided 2,952 students with CE credits.

HGAR's Education Council did a thoughtful review of all products and services and has a great vision in store for the future of providing relevant and meaningful education for our members. New courses for 2019 will be offered including tracks for newer agents, seasoned agents, commercial agents and courses focused on technology. There will be a greater sense of networking, collaboration and mentoring.

HGAR is also excited to explore opportunities to offer hyper-local online education with local subject matter experts, bringing our strong in-house options to you remotely.

## 2018 Legislative Advocacy

Much of what is accomplished in the Legislative arena has its roots in the Realtors Political Action Committee. President Barry Kramer and RPAC chair Dorothy Botsoe, and co-chair Richard Herska did an outstanding job leading a team of tireless volunteers. We raised more funds than ever before. We raised significant amounts (\$33,200) at events such as the RPAC members day luncheon (\$11,000) a Realtor Olympics event which raised \$4,100, a lunch at the Culinary Institute of America, which raised \$3,500, a night at Billy Joe's Ribworks which raised \$1,500, a mixer at Haiku, which raised \$2,000, a night of Karaoke, which raised \$1,000, a Zumba class in White Plains, which raised \$1,000, a Happy Hour on the Slopes at Thunder Ridge, which raised \$1,500, a night at Dave and Buster's, which raised \$700, an RPAC phone bank, which raised \$1,100, and a Happy Hour at La Fontana, which raised \$500. RPAC contributions for 2018 totaled, \$171,595.

**Federal Issues:** The Realtor community scored many victories at the federal level including preserving the mortgage interest deduction, stopping any change to 1031 like kind exchanges and preserving the National Flood Insurance Program. We also fought for bills to double the deduction for state and local taxes to \$20,000 which would fix some of the damage from the tax reform law which capped the deduction at \$10,000. We also fought and stopped any cuts to the FHA.

**State Issues:** At the state level Realtors were able to defeat any proposed transfer and mortgage recording tax increases, continued to educate the state legislators on co-op transparency legislation and continued to advocate for making the property tax cap permanent. We also fought and defeated a prevailing wage bill that would have made multifamily development unaffordable in the State of New York. Realtors will continue to push for a change in the mansion tax to bring relief to taxpayers especially with the curtailing of the SALT deduction in the State of New York.

**Local Issues:** At the local level, HGAR successfully advocated and won passage of a co-op fair housing law in Westchester County under the dynamic leadership of HGAR President Barry Kramer. The law institutes time limits for co-ops in which they must make a decision on an applicant. They must also notify the human rights commission in the event of a rejection. HGAR also successfully defeated a deed verification fee proposed by Rockland County Executive Ed Day that would have charged buyers \$200 to match the deed to the tax map. This would have acted as another type of transfer tax/fee.

**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 during Lobby Day and arranged for individual meetings locally to advocate for HGAR's legislative agenda. We had a productive meetings with both Senators Schumer and Gillibrand as well as Congressman Maloney and Congresswoman Lowey.

## HGAR 2018 Awards

**REALTOR OF THE YEAR:** Renee Zurlo, Better Homes and Gardens Rand Realty, Central Valley

**AFFILIATE OF THE YEAR:** William Jansz, Trustco Bank

**PRESIDENT'S AWARD:** Gail Fattizzi, Westchester Real Estate, Inc., Somers

**ALBERT P. SCHATZ LEGISLATIVE ADVOCACY AWARD:** Leah Caro, Park Sterling Realty, Bronxville

**EXTRA MILE AWARD:** Irene Guanill, Meet the Sellers, The Bronx, and Rey Hollingsworth Falu, Hollingsworth Real Estate Group, White Plains

**SPIRIT AWARD:** Emi Cacace, Portico Realty Group, Scarsdale and Crystal Hawkins-Syska, Keller Williams NY Realty, White Plains

**STEPHANIE CRISPINELLI HUMANITARIAN AWARD:** Christopher Greco, Richard Greco Real Estate, The Bronx

**UP AND COMING AWARD:** Richard Herska, Better Homes and Gardens Rand Realty, Nyack

**EDWARD I. SUMBER MEMORIAL AWARD:** John Dolgetta, Esq., Dolgetta Law, PLLC



From left, Mark Boyland, Rey Hollingsworth Falu, Barry Kramer, HGAR President; Doreen Bronner, Gary Connolly, Leon Cameron and Lou Cardillo



From left, Renee Zurlo, HGMLS President; Ryan Estis, keynote speaker at HGAR Members Day; Richard Haggerty, HGAR CEO; and Barry Kramer, HGAR President



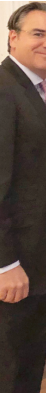
An aerialist entertains crowd at the "Viva Las Vegas" night fundraiser for the HG Realtor Foundation.



From left: P. Gilbert, Association CEO speaking at the HGAR Installation.



HGAR



The 2018



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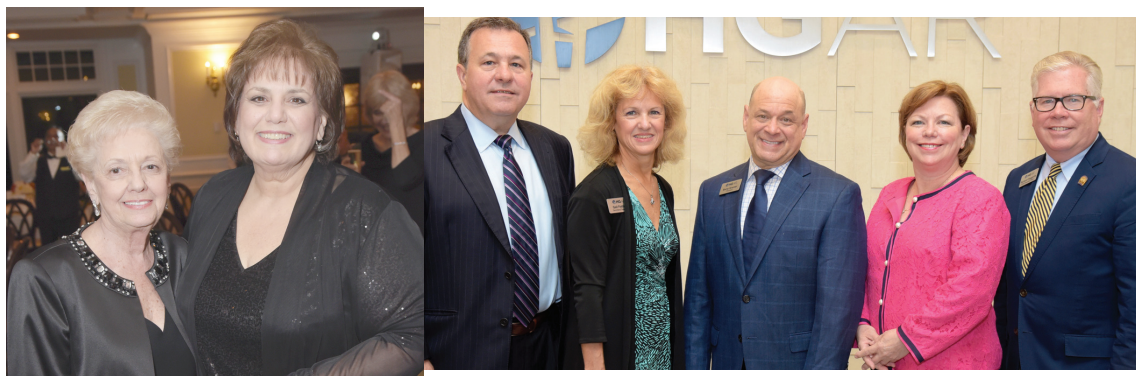


HGAR's Housing





NAR and HGMLS Boards of Directors at 2018 Members Day



From left, John Barrett; Gail Fattizzi; Barry Kramer, HGAR President; Bridget Gibbons, Westchester County Economic Development Director and Richard Haggerty, HGAR CEO



HG Realtor Foundation Fundraising Committee at the 2018 Holiday Party.



Second from left, Stefan Swanepoel, Chairman and CEO, T3 Sixty, LLC, Keynote Speaker with a group at the Global R.E. Summit in Manhattan



From left, Rey Hollingsworth Falu, Terri Crozier, and Irene Guanill at Members Day. Falu and Guanill won "Extra Mile" awards.



HGAR Realtor contingent at Lobby Day in Albany.



John Crittenden and Barry Kramer, HGAR President, 2018



HGAR Realtors and friends at the first "Realtor Olympics" event, summer 2018.



Fair Housing & Cultural Diversity Panel at Fair Housing event



From left, Crystal Hawkins Syska, "Spirit" award winner and Richard Herska, "Up & Coming" award winner



Phil Faranda's daughter-Catherine created artwork for the Fair Housing poster for the HGAR 50th Anniversary Fair Housing event.



Phil Faranda's daughter-Catherine created artwork for the Fair Housing poster for the HGAR 50th Anniversary Fair Housing event.

Summary of Events 2018

Date	Event	Venue	City/Town	County
1/18/18	Installation Gala	Scarsdale Golf Club	Hartsdale	Westchester
1/22/18	WCR/HGAR Breakfast with NAR President	Ritz Carlton	White Plains	Westchester
10/29/18	102nd Annual Members Day	DoubleTree Hotel	Tarrytown	Westchester
1/30/18	RPAC Welcome 2018 Happy Hour	Dave & Buster's	West Nyack	Rockland
2/13/18	RPAC Pre-Valentine's Day Mixer	Thunder Ridge	Patterson	Putnam
2/27/18	RPAC-A-Thon	HGAR	Goshen	Orange
3/20/18	RPAC Lobby Day	State Capitol Building	Albany	Albany
4/21/18	RPAC Zumba Class	HGAR	White Plains	Westchester
6/5/18	RPAC Networking Mixer	Haiku	White Plains	Westchester
6/9/18	RPAC Zumba Class	HGAR	Goshen	Orange
7/7/18	RPAC Realtor Olympics	Delfino Park	White Plains	Westchester
9/11/18	RPAC Networking & Karaoke	Chatterbox	Briarcliff Manor	Westchester
10/12/18	RPAC Luncheon & Tour	Culinary Institute	Hyde Park	Dutchess
11/7/18	RPAC Networking Mixer	LaFontanna Restaurant	Nyack	Rockland
<b>Breakfast with Benefits</b>				
2/13/18	Tax & Job Act for Real Estate Professionals	DoubleTree Hotel	Tarrytown	Westchester
3/2/18	Everything About Flood Insurance	HGAR	White Plains	Westchester
3/16/18	Hot Design Trends for 2018	Walker Zanger	Port Chester	Westchester
3/21/18	Tax Laws & Mortgage Updates	HGAR	Goshen	Orange
4/6/18	Working with New Tax Laws	HGAR	White Plains	Westchester
4/13/18	Everything About Flood Insurance	HGAR	White Plains	Westchester
4/19/18	Working with First Time HomeBuyers	HGAR	Goshen	Orange
5/7/18	Tools and Techniques to Grow Your Business	HGAR	White Plains	Westchester
6/8/18	Cyber Security	HGAR	White Plains	Westchester
6/12/18	Teams: Risks & Rewards	DoubleTree Hotel	Tarrytown	Westchester
6/22/18	Working with First Time HomeBuyers	HGAR	West Nyack	Rockland
6/28/18	Five Common Buyer Mistakes	HGAR	Goshen	Orange
7/24/18	Ask the Experts	HGAR	White Plains	Westchester
9/14/18	How to Save Money w/HGAR Persk	HGAR	White Plains	Westchester
11/6/18	Ask the Experts	HGAR	Goshen	Orange
11/7/18	Improve Your Home's Value	California Closets	Hawthorne	Westchester
11/15/18	Working with First Time HomeBuyers	HGAR	White Plains	Westchester
12/11/18	How to Attract Millennial Homebuyers	HGAR	White Plains	Westchester
<b>Fair Housing, Cultural Diversity Programs</b>				
3/10/18	Affordable Housing Expo	Westchester County Center	White Plains	Westchester
7/12/18	50th Anniversary Celebration	DoubleTree Hotel	Tarrytown	Westchester
11/9/18	Fair Housing Laws	HGAR	White Plains	Westchester
<b>Global</b>				
10/22/18	Global Real Estate Forum	Mariott Marquis	Manhattan	NYC
<b>YPN</b>				
1/29/18	Developing Your Online Persona	HGAR	White Plains	Westchester
2/26/18	Becoming a Local Celebrity Using FB Live	HGAR	White Plains	Westchester
3/20/18	Discounted Defensive Driving Classes	HGAR	White Plains	Westchester
5/3/18	Networking & Mastermind	HGAR	White Plains	Westchester
7/26/18	Understanding Different Comm. Platforms	HGAR	White Plains	Westchester
10/10/18	Discover Your Next Level	HGAR	White Plains	Westchester
10/25/18	How to Use Storytelling in Your Business	HGAR	White Plains	Westchester
11/13/18	Discounted Defensive Driving Classes	Hudson United offices	New City	Rockland
<b>Commercial &amp; Investment Division Roundtables</b>				
1/11/18	2018 Commercial RE Forecast Panel	HGAR	White Plains	Westchester
2/15/18	Commercial Industry Finance Panel	HGAR	White Plains	Westchester
4/12/18	HV Visionaries	Marist College	Poughkeepsie	Dutchess
4/18/18	2018 NYC Real Estate Expo	NY Hilton Manhattan	NYC	
6/7/18	Rise of the Rails: Metro-North New President	800 Westchester Ave.	Rye Brook	Westchester
9/17/18	New Plans for Westchester's Economy	HGAR	White Plains	Westchester
10/4/18	Major New Developments in NY & CT	HGAR	White Plains	Westchester
11/29/18	New Tech Tools for Commercial Real Estate	HGAR	White Plains	Westchester
<b>Hudson Gateway REALTOR® Foundation</b>				
2/6/18	Pub Night	DoubleDay Restaurant & Bar	Dobbs Ferry	Westchester
3/26/18	Pub Night	Patrick's Pub	Mahopac	Putnam
5/8/18	Viva Las Vegas Gala	Glen Island Harbour Club	New Rochelle	Westchester
6/19/18	Pub Night	Patsy's Pizzeria	New Rochelle	Westchester
7/17/18	Pub Night	Time Hotel	Nyack	Rockland
9/12/18	Pub Night	Orange Co. Choppers	Newburgh	Orange
11/29/18	Holiday Party	Westchester Hills Golf Club	White Plains	Westchester



**Hudson Gateway Association of REALTORS, Inc. 2018**

**President**  
Barry Kramer  
**President Elect**  
Ron Garafalo  
**Regional Vice President/Westchester Putnam**  
Clayton Livingston  
**Regional Vice President/Westchester Putnam**  
Myriam Ramos  
**Regional Vice President/Orange**  
John R. Olivero  
**Regional Vice President/Rockland**  
Jennifer Mallory  
**Secretary/Treasurer**  
Gail Fattizzi  
**Immediate Past President**  
Dorothy Botsoe  
**HGMLS President**  
Renee Zurlo

**Directors**  
Roberta Bangs  
Eileen Barrett  
Debra Budetti  
Carol Christiansen  
Theresa Crozier  
Diane Cummins  
Don Cummins  
Tony D'Anzica  
Aimee G. DeCesare  
Katheryn DeClerck  
Irene Guanill Elukowich  
Crystal Hawkins Syska  
Marcene Hedayati  
Richard Herska  
Rey Hollingsworth Falu  
Sarah Hughes  
Pamela Jones  
Eydie Lopez  
Francie Malina  
Angelo Ponzi  
Angie Primus Gilford  
Cindy Schweizer  
Robert Shandley  
Michael Shapot  
Al Smith

**HGMLS BOARD OF DIRECTORS 2018**

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Renee Zurlo  
**Vice President**  
Chirag P. Shah  
**Secretary**  
Jeffrey G. Farnell  
**Treasurer**  
Nancy Kennedy  
**Immediate Past President**  
Leah Caro  
**HGAR President**  
Barry Kramer

**Directors**  
Paul Breunich  
Louis Budetti  
Louise R. Colonna  
Lawrence Curasi  
J. Philip Faranda  
Denise Friend  
James Gricar  
Lydia Hendricks  
Joseph Houlihan  
Brad Kimmelman  
Maureen King  
Gary Leogrande  
Maurice Owen-Michaane  
Kevin O'Shea  
Rosemarie Pelatti  
Mary Stetson  
Maryann Tercasio

**HGAR/HGMLS**  
**Chief Executive Officer**  
Richard K. Haggerty  
**HGAR/HGMLS Legal Counsel**  
John Dolgetta, Dolgetta Law, PLLC  
**Hudson Gateway Realtor Foundation Board of Trustees**

**President**  
Maryann Tercasio  
**Vice President**  
Drew Kessler  
**Secretary Treasurer**  
Bonnie Koff

**Trustees**  
Roberta Bangs  
Theresa Crozier  
Gail Fattizzi  
Harding Mason  
Jeanne Shields  
Anil Soman

Richard Haggerty  
**Chief Executive Officer, HGAR**

**2018 COUNCIL & COMMITTEES LEADERSHIP AND VOLUNTEERISM**

HGAR salutes Renee Zurlo as our Realtor of the Year and William Jansz 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 and HGMLS Committees 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.

**Communications Council**  
Debra Budetti, Chair  
**Recognition/Awards Committee**  
Theresa Crozier, Chair  
**Broker/Owner/Manager Committee**  
Rey Hollingsworth-Falu, Co-Chair  
Irene Guanill, Co-Chair  
**Member Perks Committee**  
Angie Primus Gilford Chair  
**Education Council**  
Katheryn DeClerck, Chair  
Phylis Lerner, Vice Chair  
**Faculty Committee**  
Roberta Bangs, Chair  
David Moore, Vice Chair  
**Legislation Council**  
Leah Caro, Co-Chair  
John Olivero, Co-Chair  
**RPAC Committee**  
Dorothy Botsoe, Co-Chair  
Richard Herska, Co-Chair  
**Professional Standards Council**  
Roberta Bangs, Chair  
**Grievance Committee**  
John Kope, Chair  
**Mediation Committee**  
Leah Caro, Co-Chair  
Kevin O'Shea, Co-Chair  
**Fair Housing Committee**  
Crystal Hawkins Syska, Co-Chair  
Emi Cacace, Co-Chair  
**Global Business Council**  
Robert Shandley, Chair

**YPN**

Chirag Sha, Co-Chair  
Jennifer Mallory, Co-Chair  
**Finance Committee, HGAR**  
Gail Fattizzi, Chair  
**Leadership Committee, HGAR**  
Dorothy Botsoe  
**HGMLS, Finance Committee**  
Nancy Kennedy, Chair  
**HGMLS Nominating Committee**  
Leah Caro, Chair  
**Realtor Foundation Committees**  
Drew Kessler,  
Program Committee Chair  
Bonnie Koff, Fundraising  
Committee Chair  
Stephanie Liggio,  
Fundraising Committee Vice Chair

**NAR Directors**

Dorothy Botsoe  
Barry Kramer  
Ron Garafalo  
Leah Caro  
Renee Zurlo

**NYSAR Directors**

Roberta Bangs

Eileen Barrett  
Dorothy Botsoe  
Leah Caro  
Diane Cummins  
Don Cummins  
Tony D'Anzica  
Katheryn DeClerck  
Adam DiFrancesco  
Laurie DiFrancesco  
Gail Fattizzi  
Ronald Garafalo  
Marcene Hedayati  
Pamela Jones  
Drew Kessler  
Carol Kope  
John Kope  
John Lease  
Clayton Livingston  
Jennifer Mallory  
Kathleen Milich  
John Olivero  
Angie Primus Gilford  
Myriam Ramos  
Maryann Tercasio  
Russell Woolley  
Renee Zurlo



**Realtor of the Year**  
Renee Zurlo



**Affiliate of the Year**  
William Jansz, Trustco Bank

**Hudson Gateway Multiple Listing Service, Inc.**

2018 was an unprecedented year of progress and growth for the Hudson Gateway Multiple Listing Service.

We welcomed the Sullivan County MLS to our ranks, with the successful completion of an asset acquisition, adding 1,500 Sullivan County listings and more than 200 subscribers, bringing our subscriber data base to over 13,000 users.

In June 2017, leadership from both the Hudson Gateway Multiple Listing Service, Inc. (HGMLS) and the Multiple Listing Service of Long Island (MLSLI) came together to discuss the possibility and benefits of regionalization. In 2018, those discussions came to fruition with the finalization of a formal agreement for a new MLS that we expect to be fully operational in early 2019.

The new regional MLS will be the largest MLS in New York State, the 5th largest MLS in the country and will service approximately 40,000 MLS

subscribers. The geographic areas that it will cover will be Nassau, Suffolk, Queens, Brooklyn, Manhattan, Bronx, Westchester, Putnam, Rockland, Sullivan and Orange Counties.

This consolidation is a win-win for members of both organizations as well as the consumers we serve, offering benefits to include greater geographical coverage, economic efficiencies, improved products and services, and a robust consumer facing website.

A microsite has been created to keep our members abreast of progress, updates, news and frequently asked questions about the new MLS. Visit [NewMLSinfo.com](http://NewMLSinfo.com) for information.

HGMLS will also be incorporating Manhattan listings, with a level of enhanced and accurate data, into our data base in the coming months bringing heretofore unavailable full MLS services to Manhattan brokers and agents.

HGAR and HGMLS have always been

at the forefront of growth and technology. It's that bold, forward thinking that will produce an MLS in 2019 that will prove to be the MLS of choice, the only source of data that MLS members and subscribers will need.



**Renee Zurlo,**  
HGMLS President

**2018 COMBINED STAFF****Hudson Gateway Association of Realtors, Inc., Hudson Gateway Multiple Listing Service, Inc.**

**Richard Haggerty**  
Chief Executive Officer/HGAR and HGMLS

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

**Vicky Gonzalez**  
Controller, Chief of Staff

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

**Leon Cameron**  
Director of Legal Services  
Professional Standards Administrator

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

**Theresa Hatton**  
Director of Professional Development and Industry Relations

**Philip Weiden**  
Government Affairs Director

**Jeff Marzo**  
Director of Technology

**Mary Prenon**  
Director of Communications

**Cathleen Stack**  
Director of Marketing

**Kristine DiFrancesco**  
Director of MLS Training

**LaVerne Brown-Williams**  
Manager MLS Support

**Michelle Gilliard**  
Communications Coordinator and Membership Services

**Lisa Andrade**  
Education Coordinator

**Roseanne Lionetti**  
Executive Assistant and Membership Coordinator

**Scott Clark**  
Information and Member Services Coordinator, Goshen

**Diane Marshall**  
Information and Member Services Coordinator/  
Lockbox Manager, Goshen

**Marie Tychyn**  
Information and Member Services Coordinator, White Plains

**Emily Jackson**  
Information and Member Services Coordinator, Lockbox Manager, White Plains

**Maria Thomas**  
Member Services, White Plains

**Leah Warncke**  
HGAR Accounting Coordinator

**Jennifer Andriach**  
HGMLS Accounting Manager and Member Services

**Nancy Rubino**  
Putnam Liaison and Membership Auditing

**Jenny Finch**  
Receptionist, Goshen

**Jessica Mandakas**  
Receptionist, Membership Services Coordinator, West Nyack

**Jacquelynn Manigault**  
Receptionist – White Plains