

HGAR Calls on New York State Lawmakers to Oppose ‘Good Cause’ Eviction and Pass Co-Op Transparency Bill

By John Jordan

ALBANY—A contingent of more than 70 members of the Hudson Gateway Association of Realtors and staff traveled to Albany on May 10 to lobby state lawmakers on the organization’s 2022 legislative agenda that includes staunch opposition to “Good Cause” eviction and the association’s support for statewide co-op transparency legislation, similar to laws passed in Rockland and Westchester counties recently.

The HGAR delegation was led by Legislative Co-Chair Leah Caro and HGAR President Anthony Domathoti. HGAR Chief Executive Officer Richard Haggerty noted that the program, part of the New York State Association of Realtors Annual Lobby Day, had the most association participants in memory. In addition, HGAR’s session with lawmakers at the State Capital lasted close to two hours and was attended by the most state Assembly members and



The HGAR delegation at the State Legislative Office Building in Albany. The 2022 HGAR contingent was the largest to participate in the NYSAR Lobby Day event in the association’s history. PHOTO BY ROBERT SHANDLEY

State Senators in the history of the association’s annual Lobby Day programs.

The HGAR delegation featured members from throughout the association’s market area of Westchester, Rockland, Orange, Putnam, Sullivan, the

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Jobs, Jobs, Jobs Are Number One Issue for Business

By John Jordan

For most businesses in Westchester County emerging from the shut-downs, low consumer demand and remote work policies, their number one issue now and going forward is finding qualified workers.

In this edition’s Five Questions feature, *Real Estate In-Depth* talked with Bridget Gibbons, the Director of the Office of Economic Development for Westchester County.

Gibbons detailed the four growth sectors the county has identified—biosciences, advanced manufacturing,



Bridget Gibbons

clean energy and technology—and the programs the county has embarked on to attract and retain companies in these key industries. “Hiring employees has surfaced as the biggest issue across the board for our employers in Westchester County,” she said.

Gibbons noted that those four sectors “align very well with our highly-educated workforce. They are resilient and those sectors were not as negatively impacted (from prior economic downturns) as many other sectors like hospitality and others. They are the future. They all have well-paying jobs and growth is expect-

ed for all those sectors,” she said.

A key issue for the bioscience sector is finding suitable space for the small start-ups that in many cases requires specialized lab space. “So, having lab space for our start-ups that is affordable for the emerging businesses in the biosciences is something we don’t have enough of. We are working with a consultant right now to identify how the county can play a role in fixing this problem,” Gibbons said.

With rising inflation, labor and material costs and supply chain disruptions, there have been reports across the nation of project delays. Gibbons said that there have not been any projects that have delayed their groundbreaking, but some IDA applicants/incentive

recipients have stated that they may need an extension to the agreed upon time period they can access incentive financing.

“No one has pressed the pause button, but the reality is that some projects, not all, but some projects have come to us and said “We are going to need an extension of the time period within which we can use the IDA benefits. I have not heard anyone delaying groundbreaking, I just think they may be working around the supply chain bottlenecks,” Gibbons said.

Editor’s Note: For the full Five Questions with Bridget Gibbons feature, go to page 2 of the “Focus on Westchester” section.

Ridge Hill Shopping Center Acquired for \$220 Million Complex to be Repositioned to Outdoor Lifestyle Center

By John Jordan

YONKERS—The Ridge Hill Shopping Center in Yonkers, which first opened more than a decade ago, has been sold to a partnership of Nuveen Real Estate, Taconic Partners and North American Properties for \$220 million. The new ownership intends to rebrand the 74-acre property into an outdoor lifestyle center as well as “unlock the full development potential of the site.”

The property was sold by QIC Real Estate, which acquired interest in the 1.2-million-square-foot mixed-use complex off the New York State Thruway in 2016 and 2017 from Forests City Realty Trust. The 2017



Ridge Hill Shopping Center was developed by Forest City Retail for approximately \$600 million and first opened in 2011.

transaction included the remaining Forest City Realty ownership of Ridge Hill, as part of 10-property portfolio deal on behalf of a QIC client.

The sale of the Ridge Hill Shopping Center does not include the Monarch at Ridge Hill condominium development. Forest City developed Ridge Hill shopping center for approximately \$600 million.


The new ownership stated that its renovation/repositioning plans for the Ridge Hill complex are still in development, but the partners will “look to incorporate state-of-the-art initiatives that enhance Ridge Hill’s public spaces, street design and parking amenities. They will also draw on their combined network of retailers to attract top-tier local and NYC-inspired food and beverage concepts, and national luxury apparel and boutique fitness providers, building on Ridge Hill’s existing experiential features to create the leading lifestyle center in the tri-state region.”

JLL marketed the property on behalf of the seller—QIC US Management, Inc. Additionally, working on behalf of the new ownership, JLL secured a \$181.3-million non-recourse acquisition loan from Heitman Capital Management LLC.

“We see this as an attractively priced asset in an evolving sector that

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FOCUS ON WESTCHESTER COUNTY SECTION TWO

NAR’s Chief Economist Predicts Higher Mortgage Rates Will Slow the Housing Market

WASHINGTON—Two years after enduring the devastating financial impacts of COVID-19, the U.S. economy has made an impressive comeback, in large part due to a booming housing market. However, National Association of Realtors Chief Economist Lawrence Yun said recently that there are now significant questions regarding the sector’s direction over the coming months.

“Housing kept the economy afloat as home prices rose and buyer demand intensified,” said Yun to 9,000 Realtors and industry experts in attendance at the recently held 2022 Realtors Legislative Meetings during the event’s Residential Economic Issues and Trends Forum. “However, this year has already thrown some curveballs, including record-low inventory and unyielding inflation.”

While housing supply appears to be on the upswing as builders increasingly construct new homes, Yun said inflation will persist and in turn cause strain for would-be buyers. Additionally, other external economic factors will negatively impact the market, both indirectly and directly. “The Russia-Ukraine war and escalating fuel prices have contributed to further housing unaffordability for buyers,” he said.

“Mortgages now compared to just a few months ago are costing more money for home buyers,” he said. “For a median-priced home, the price difference is \$300 to \$400 more per month, which is a hefty toll for a working family,” Yun estimates inflation will remain elevated for the next several months and that the market will see further monetary policy tightening through a series of rate hikes. Citing a five-month decline in pending home sales, as well as a drop in newly constructed single-family sales, Yun predicts the higher mortgage rates will slow the housing market.

Earlier this month, NAR issued a report on market conditions in the nation’s top metro regions.

The first quarter of 2022 saw more markets reach double-digit annual price gains than the previous quarter, according to the National Association of Realtors’ latest quarterly report released on May 3. Seventy percent of 185 measured metros experienced such price gains, up from 66% in the preceding quarter.

These increases come as median



NAR Chief Economist Lawrence Yun

single-family existing-home prices rose at a faster rate nationally—15.7%—from one year ago, up to \$368,200. In comparison, the year-over-year pace in the prior quarter was 14.3%. Notably, the South region made up 45% of single-family existing-home sales in the first quarter and notched a double-digit price appreciation of 20.1%. Meanwhile, the Northeast saw a increase of 6.7%, the Midwest 8.5%, and the West 5.9%.

“Prices throughout the country have surged for the better part of two years, including in the first quarter of 2022,” said NAR’s Yun. “Given the extremely low inventory, we’re unlikely to see price declines, but appreciation should slow in the coming months.”

Yun noted his prediction was based on an expectation of further supply for the upcoming quarter, citing that the beginning of the first quarter registered a record-low amount of inventory. He also anticipates other changes.

“I expect more pullback in housing demand as mortgage rates take a heavier toll on affordability,” he added. “There are no indications that rates will ease anytime soon.”

The top 10 areas with the highest year-over-year price gains were made

up of midsize and small markets, with half of the sites located in Florida. Those include Punta Gorda, FL (34.4%); Ocala, FL (33.8%); Ogden-Clearfield, UT (30.8%); Lakeland-Winter Haven, FL (30.1%); Decatur, AL (28.9%); Tampa-St. Petersburg-Clearwater, FL (28.8%); Fort Collins, CO (28.4%); North Point-Bradenton-Sarasota, FL (28.0%); Myrtle Beach-Conway-North Myrtle Beach, NC-SC (28.0%); and Salt Lake City, UT (27.9%).

The median single-family home price in the New York-Jersey City-White Plains region in the first quarter of 2022 was \$535,800, a 13% increase from 12 months earlier. The New York-Newark-Jersey City NY-NJ-PA market registered a median single-family home price in the first quarter of 2022 at \$561,000, a 12.4% increase from the first quarter of 2021.

“Traditionally, homes in these markets were viewed as relatively inexpensive, but with recent migration trends, prices have increased significantly,” Yun said. “As more families relocate to various areas, we may see some surprising markets on our top 10 list.”

He continued, “Price gains in many smaller, tertiary cities are now outpacing those in the more expensive pri-

mary and secondary markets. This is due to buyers looking for less expensive housing and also a result of more opportunities to work from home, making relocation to smaller markets possible.”

Half of the nation’s top 10 most expensive markets were in California, including San Jose-Sunnyvale-Sta. Clara, CA (\$1,875,000; 25%); San Francisco-Oakland-Hayward, CA (\$1,380,000; 15%); Anaheim-Sta. Ana-Irvine, CA (\$1,260,000; 26%); Urban Honolulu, HI (\$1,127,900; 19.9%); San Diego-Carlsbad, CA (\$905,000; 18.5%); Boulder, CO (\$859,100; 18.2%); Los Angeles-Long Beach-Glendale, CA (\$792,500; 13.1%); Seattle-Tacoma-Bellevue, WA (\$746,200; 14.2%); Naples-Immokalee-Marco Island, FL (\$745,000; 24.3%); and Denver-Aurora-Lakewood, CO (\$662,200; 19.4%).

With sustained price appreciation and higher mortgage rates, affordability greatly worsened in the first quarter of 2022, the NAR report stated. The monthly mortgage payment on a typical existing single-family home with a 20% down payment rose to \$1,383, which is up \$319, or 30%, from one year ago. Families typically spent 18.7% of their income on mortgage payments (14.2% one year ago).

“Declining affordability is always the most problematic to first-time buyers, who have no home to leverage, and it remains challenging for moderate-income potential buyers, as well,” Yun added.

During the first quarter, a home purchase was seen as unaffordable for a first-time buyer intending to purchase a typical home. The mortgage payment on a 10% down payment loan on a typical starter home valued at \$313,000 rose to \$1,363. That is an increase of \$313 from one year ago or 30% from one year ago. First-time buyers typically spent 28.4% of their family income on mortgage payments, thus making a home purchase unaffordable. A mortgage is considered unaffordable if the monthly payment (principal and interest) amounts to more than 25% of the family’s income.

A family needed at least \$100,000 to afford a 10% down payment mortgage in 27 markets (up from just 20 markets in the previous quarter). However, a family needed less than \$50,000 to afford a home in 63 markets (81 markets in the prior quarter).

Ridge Hill Shopping Center Acquired for \$220 Million Continued from page 1

fits within our well-diversified New York property focused real estate fund,” said Nadir Settles, Managing Director at Nuveen and Head of the New York Property Fund. “The acquisition of Ridge Hill reflects a generational opportunity to re-position an already dominant lifestyle center that sits in the heart of one of the country’s most affluent and densely populated regions.”

“This unique retail asset will be a great addition to our fund and we look forward to being a part of its successful redevelopment,” said Chris Balestra, President and Chief Investment Officer at Taconic Partners.

Ridge Hill is currently 71.7% occupied and home to a mix of retail and office tenants, including Whole Foods, Lowe’s, Dick’s Sporting Goods, T.J.Maxx, H&M, LA Fitness, LL Bean, Showcase Cinemas, Legoland Discovery Center, Guitar Center, the Container Store and Westmed Medical Group. The property welcomes 7.1 million annual visitors and is in the top 1% of the most trafficked centers in the U.S. and New York.

A QIC spokesman stated, “We can

confirm QIC’s successful divestment of Ridge Hill, which is in line with our investor-endorsed strategy. QIC has interests in a number of real estate and infrastructure assets across the U.S. on behalf of investors. As an active investment manager, the number of assets we manage on behalf of our institutional clients evolves in alignment with our client-endorsed investment strategies. The U.S. remains a key investment location for QIC.”

North American Properties stated that it will begin operations and repositioning of the property this month. NAP is a boutique, full-service real estate owner/developer notable for projects such as Avalon in Alpharetta, GA; Birkdale Village in Charlotte, NC; Colony Square in Atlanta, GA and Newport on the Levee in Newport, KY. The partnership between Nuveen and NAP continues to grow, with Ridge Hill representing their third project together. The partners recently acquired the open-air lifestyle center The Forum on Peachtree Parkway in Peachtree Corners, GA.

“Over the last decade, Ridge Hill has become a core component of the

Yonkers community and we are thrilled to have the opportunity to enhance it by applying our high-touch, hospitality-driven approach toward management,” said Tim Perry, Managing Partner at NAP. He later added, “We’ve already started working to enhance the public realm, bring technology forward in the guest and parking experience, as well as longer term unlocking the full development potential of the site. Helping to design and define this will require community engagement to determine what’s missing, from a retail, as well as experiential, perspective.”

Nuveen Real Estate and Taconic Partners have collaborated since 2015, collectively investing more than \$2 billion across more than 2 million square feet in New York. The partners completed a \$260-million fundraising round for their jointly sponsored value-add New York City Property Fund II in 2021. The acquisition of Ridge Hill is the partnership’s first investment into value-add retail and an opportunity to diversify beyond its existing life science, office and industrial holdings, the partnership stated.

The JLL Retail Capital Markets team

that represented the seller was led by Senior Managing Director Dave Monahan, Senior Director Cameron Pittman, Senior Managing Director and Co-Head of U.S. Retail Capital Markets Chris Angelone and Senior Managing Directors Jose Cruz and Andrew Scandalios.

“Ridge Hill is one of the more compelling investment opportunities that I have transacted on in my career,” Monahan said. “Driven by the exceptional trade area characteristics, highly desirable existing tenancy and multiple value creation opportunities, this asset received a tremendous amount of interest from a broad range of investors. The collective experience and operational expertise of the buyer group of Nuveen, Taconic and North American Properties creates an ownership that is uniquely qualified to enable Ridge Hill to achieve its highest potential.”

The JLL Capital Markets Debt Advisory team that represented the borrower included Senior Managing Directors Kellogg Gaines, Aaron Niedermayer and Evan Pariser, Managing Director Claudia Steeb and Analyst Joy Dracos.



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PRESIDENT'S CORNER

By Anthony A. Domathoti
HGAR President



Your Voice has Power

The American political process not only provides the opportunity for citizen involvement, but good government demands it. It is wise to follow Plato's analysis: "The punishment of wise men who refuse to take part in the affairs of government is to live under the government of unwise men."

From the very beginning, Realtors have supported expanding homeownership opportunity, bolstering property owners' rights and the constructive regulation of the real estate industry. These are our core values. They are also among the primary reasons we have joined together as an association, since there is strength in numbers when we are promoting these issues.

Last week, HGAR joined more than 9,000 Realtors from across the nation in Washington D.C. Our purpose was to further our work with Congress to advance policy initiatives that strengthen the ability of Americans to buy, invest, own and sell commercial and residential real estate. Most importantly, our focus was to improve access to homeownership, increase housing inventory and encourage adaptive reuse of commercial properties.

"We often say our advocacy operation is second to none—and we say that because it's true, we don't represent an industry. We represent a profession made up of 1.5 million individuals working every day in their communities to change lives," said NAR President Leslie Rouda Smith.

Your advocacy efforts are key in helping to shape both state and local laws. Advocacy is the act of taking a position on an issue and sharing that position with someone who can do something about it to bring systemic, lasting change. For those of us seeking to protect homeowner rights and effectuate generational wealth, advocacy is critical to catalyzing policy changes that strengthen security and create housing opportunities for all.

At the New York State level, on Tuesday, May 10, hundreds of Realtors from across the state converged on Albany during NYSAR's annual Lobby Day to advocate on critical Realtor issues and legislation, including removing the ban on telemarketing during states of emergency, opposition to "Good Cause

GATEWAY PERSPECTIVES

By Richard Haggerty
HGAR CEO



Advocacy is The Foundation of HGAR

For those of you who regularly read my monthly columns in *Real Estate In-Depth* (and I know it's a massive number—I say tongue-in-cheek), you will note that I often return to common themes. This is one of those times when I revisit a topic that I have written about often—advocacy. The reason is simple: **Advocacy is the foundation of HGAR.**

We provide many services and products at HGAR, but from my perspective, advocacy is the most vital, and it comes in different forms. I'd like to focus on three forms of advocacy in which HGAR engages.

First, we have legislative advocacy, which is perhaps the most widely recognized. We advocate for our profession, for real property rights, for fair housing for all, among many other issues, and we advocate at the federal, state and local levels. Two weeks ago, HGAR leadership traveled down to Washington, D.C., meeting with the congressional staff of U.S. representatives Sean Patrick Maloney, Mondaire Jones, Jamaal Bowman, Ritchie Torres and Adriano Espaillat, discussing fair housing and the creation of more affordable housing.

On May 10th more than 70 HGAR members made their way to Albany for NYSAR's Lobby Day, the largest delegation we have ever sent to the Capitol, where we met with more than two dozen State Senators and Assembly members, discussing our support for co-op transparency legislation and our opposition to so-called "Good Cause Eviction" legislation. We also had a very productive meeting with Senate Majority Leader Andrea Stewart-Cousins while in Albany.

At the local level, we have now achieved the passage of significant co-op transparency legislation in both Westchester and Rockland counties

in the last two years. We also advocate at the city and town level, having succeeded in our opposition to an increase in the transfer tax in the City of Yonkers several years ago. None of this would be possible without the ongoing support and dedication of our HGAR Legislative Committee!

In addition to legislative advocacy, we also advocate for our members' success. Our organization's mission adopted several years ago, which is still serving us well, is: "HGAR creates opportunities for members to grow their businesses and succeed in their communities." Our organization's vision is equally direct: "HGAR empowers REALTORS to be their best." Our Strategic Plan is laser-focused on developing and delivering programs and services that help our members succeed.

Lastly, HGAR, in concert with our members, advocates for the communities and neighborhoods where we live and work. Our Hudson Gateway Foundation raises monies to benefit countless charities that do vital work in our communities, and the Foundations Project Committee coordinates volunteer opportunities for our members to work with these charitable organizations to provide them with volunteer support and promote community engagement.

All of these advocacy efforts fit together like pieces of a puzzle, creating opportunities for growth at both the personal and professional levels. However, the lynchpin of these efforts will always be you, the members of HGAR. It's your commitment to participating in these advocacy efforts that help us collectively succeed, and I challenge you to continue to step up to the plate and avail yourself of the many opportunities to make a difference. Thank you!

HGAR Signs MOU With Ukraine Realtors Association

WHITE PLAINS—HGAR leadership and members of the HGAR Global Business Council welcomed, Olena Haidamakha, Board of Director of the Ukrainian Realtors Association, to the HGAR headquarters in White Plains on May 9 for a meeting and signing of a Memorandum of Understanding between the two associations.

Haidamakha traveled to New York State following the NAR 2022 Realtors Legislative Meetings held at the Gaylord National Resort & Convention Center in National Harbor, MD. NAR has a bi-lateral partnership with the Ukrainian Realtors Association. Haidamakha, and colleague, Igor Balaka, Vice President, Ukrainian Realtors Association, spoke at many of the meetings, including the NAR Board of Directors meeting.

The NAR Ukrainian delegation represented by Alina Aeby, Regional Coordinator to the Middle East, Dmitriy Selektor, NAR Global Ambassador to Ukraine, and Alejandro Escudero, Director, Global Strategy and Engagement, attended many of the Global Meetings at the conference. An invitation to come to HGAR was issued during these meetings.

At the Monday morning meeting



From left, Olena Haidamakha, Board of Director of the Ukrainian Realtors Association, HGAR Chief Executive Officer Richard Haggerty and HGAR President Anthony Domathoti sign the Memorandum of Understanding. Haidamakha presented a slide presentation with images of the devastation the war has taken on the country, their people and real estate professionals of the Ukraine. The real estate community and people of the Ukraine are in need of support both now and when the war ends to rebuild.

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Real Estate Contracts, Leases And the Statute of Frauds

Over the years there have been a multitude of lawsuits filed involving whether a valid contract was entered into between purchasers and sellers of real property. Recently, in *Cohen v. Holder*, the Appellate Division, Second Department, issued an opinion dealing with this issue once again. The Statute of Frauds is a common law concept that has been codified which requires written contracts for certain agreements to be binding. In New York, all contracts involving the sale of real property and leases for more than one year in length must be in writing. This article will review the decision in *Cohen v. Holder*, and review the specific statute of frauds requirements under New York’s General Obligations Law.

Statute of Frauds Under N.Y. GOL § 5-701

Generally, Section 5-701 subsection a. of the N.Y. GOL [see <https://bit.ly/3ypV7bq>], in part, provides that “every agreement, promise or undertaking is void, unless it or some note or memorandum thereof be in writing, and subscribed by the party to be charged therewith, or by his lawful agent, if such agreement, promise or undertaking: 1. By its terms is not to be performed within one year from the making thereof or the performance of which is not to be completed before the end of a lifetime.”... Therefore, any agreement the term of which is longer than one year in term must be in writing. However, notwithstanding the provisions of § 5-701, contracts involving the sale or transfer of real property contracts are always required to be in writing under § 5-703 regardless of the length of its term.

It is important to note that under New York law an agreement for the payment of a commission to a real estate broker does not need to be in writing. Under Section 5-701 subsection a., a written agreement is required where there:

“10. Is a contract to pay compensation for services rendered in negotiating a loan, or in negotiating the purchase, sale, exchange, renting or leasing of any real estate or interest therein, or of a business opportunity, business, its good will, inventory, fixtures or an interest therein, including a majority of the voting stock interest in a corporation and including the creating of a partnership interest. ‘Negotiating’ includes procuring an introduction to a party to the transaction or assisting in the negotiation or consummation of the transaction.”

While subsection 5-701[a][10] provides that “it shall apply to a contract implied in fact or in law to pay reasonable compensation...”, it does “not apply to a contract to pay compensation

Your Voice has Power

While you as an individual can work with legislators for the best interests of your area, the best chance of accomplishing your goals is to collaborate with HGAR by establishing your priorities and advocating for them together. All advocacy is, at its core, an exercise in empathy. We, as Realtors, are not wrong to push candidates to declare their position clearly on policy issues. That is good citizenship. Hard questions should be asked of every candidate, every politician, every lawmaker and those public servants should be prepared to answer, but in their own words. To be an advocate is to have courage, independence and passion for the things that matter. As the good say-

LEGAL CORNER

By John Dolgetta, Esq



[to] a duly licensed real estate broker or real estate salesman.” Therefore, while it is always recommended that a written agreement be entered into by and between a seller and broker, so that the terms of the engagement and arrangement are clearly spelled out, a broker may be entitled to “reasonable compensation” even where no written agreement exists, if the broker introduces a ready, willing, and able purchaser to a seller, and there is a meeting of the minds.

Real Estate Contracts & Leases Longer Than One Year Must in be Writing Under N.Y. GOL § 5-703

Under N.Y. GOL § 5-703[2] [see <https://bit.ly/3kZeUqo>] “[a] contract for the leasing for a longer period than one year, or for the sale, of any real property, or an interest therein, is void unless the contract or some note or memorandum thereof, expressing the consideration, is in writing, subscribed by the party to be charged, or by his lawful agent thereunto authorized by writing.” The provision above seems to be simple and straightforward, however, therein lies the problem. While it is clear that a real estate contract or a lease for more than one year be in writing, and that there be consideration reflected in the agreement, the courts have had to interpret this provision and provide additional requirements under the common law relating to contracts to establish whether a valid agreement exists between the parties.

Required Contract Terms: Cohen v. Holder

In *Cohen v. Holder* [see <https://bit.ly/3ytQxcj>], the purchaser and the seller executed a document which was “purported” to be an “agreement for the sale of a four-family brownstone located in Brooklyn...for the purchase price of \$300,000.” The court points out that this document did not provide for “the date or place of the closing.” Approximately 17 months after executing this document, the purchaser’s attorney sent a letter to the seller’s attorney declaring “time of the essence.” The closing never occurred, and the purchaser sued the seller for specific performance.

The court explained that “under the statute of frauds, a contract for the sale of real property must be evidenced by

a writing (see N.Y. GOL § 5-703[1]).” The court further provided that the “writing must ‘identify the parties, describe the subject matter, be signed by the party to be charged, and state all of the essential terms of an agreement’”. In a real estate transaction, the essential terms of a contract typically include the purchase price, the time and terms of payment, the required financing, the closing date, the quality of title to be conveyed, the risk of loss during the sale period, and adjustments for taxes and utilities.” It is clear from this court’s decision that simply having a document that is executed by both parties is not enough to establish that there is a valid and binding contract of sale between the parties.

The court in *Cohen* further provided that “the writing must set forth the entire contract with reasonable certainty so that the substance thereof appears from the writing alone.... If the contract is incomplete and it is necessary to resort to parol evidence to ascertain what was agreed to, the remedy of specific performance is not available.” Courts are reluctant to add terms to any contract unless they are clearly negotiated and included in the document. Therefore, the purchaser would not be entitled to the remedy of specific performance whereby the seller would be forced to consummate the sale and transfer.

The court in *Cohen* also pointed out that “In addition to the document not specifying the closing date, the evidence established that the parties never agreed with respect to the mortgage terms.” The purported agreement did not include any financing provisions and although the purchaser “testified that he was purchasing the property ‘subject’ to the existing mortgage and that he had the ‘option’ of obtaining a purchase money mortgage,” none of these terms were actually included in the document. Therefore, the court held that “The failure to include such terms makes the purported real estate contract unenforceable.” Therefore, it is important to ensure that all relevant provisions are included in any real estate contract or there may be a possibility that the agreement will be deemed null and void.

Residential Leases And N.Y. GOL § 5-702

Under N.Y. GOL § 5-702 [a] [see <https://bit.ly/3P9UgBF>] “every written

agreement...for the lease of space to be occupied for residential purposes, for the lease of personal property to be used primarily for personal, family or household purposes...must be: 1. Written in a clear and coherent manner using words with common and everyday meanings; and 2. Appropriately divided and captioned by its various sections.” Landlords, attorneys, and brokers must be aware of this requirement and be sure to utilize leases that adhere to both requirements.

If a seller, creditor, or lessor fails to adhere to the requirements of N.Y. GOL § 5-702, the said party “shall be liable to a consumer...in an amount equal to any actual damages sustained plus a penalty of fifty dollars. The total class action penalty against any such creditor, seller or lessor shall not exceed ten thousand dollars in any class action or series of class actions arising out of the use by a creditor, seller or lessor of an agreement which fails to comply with this subdivision.” It is important to note that a violation of this provision does not “render any such agreement void or voidable.” In addition, no action may be brought by a consumer or lessee “after both parties to the agreement have fully performed their obligation under such agreement, nor shall any creditor, seller or lessor who attempts in good faith to comply with this subdivision be liable for such penalties.”

Agreements in Writing: Best Practice

Whether the law requires an agreement to be in writing or not, it is always a good idea to have a formal agreement prepared for any transaction that is being contemplated. Often times, courts may void an agreement if all of the “essential” terms are not included. Therefore, it is important to have an attorney, knowledgeable in this area, to prepare any agreement, particularly residential (as well as commercial) lease agreements, due to the everchanging legal landscape and legal requirements. Many landlords elect to not use an attorney and this could lead to violations of law and the loss of important rights and remedies. Parties may believe that their rights will be protected since they have entered into and executed an “agreement,” but little do they know that the “purported” agreement may not be worth the paper it is written on.

Legal Column author John Dolgetta, Esq. is the principal of the law firm of Dolgetta Law, PLLC. For information about Dolgetta Law, PLLC and John Dolgetta, Esq., please visit <http://www.dolgettalaw.com>. The foregoing article is for informational purposes only and does not confer an attorney-client relationship.

HGAR Signs MOU With Ukraine Realtors Association

Continued from page 4
On behalf of HGAR, President Anthony Domathoti and CEO Richard Haggerty signed a Memorandum of Understanding with Haidamakha, who signed for the Ukrainian Realtors Association. Along with support for the association, HGAR members discussed ways to partner with the Ukrainian Association to share best practices, and education programs along with a Trade Mission to Ukraine. A Facebook page, Realtors for Ukraine has been created with information and ways to support, <https://www.facebook.com/groups/659326548546300>.
Luba Sydor, a Ukrainian-American, a member of HGAR, with Houlihan Lawrence in the Rivertowns, joined the meeting and acted as a translator for Haidamakha and read a letter that Haidamakha had presented during the NAR meetings describing the current situation in Ukraine. Sydor, has started a fundraiser for Ukraine here in the New York area. See article in *Real Estate In-Depth* at <https://www.realestateindepth.com/news/ukrainian-american-hgar-member-launches-fundraiser-for-ukraine/>.

Continued from page 4
ing goes: “If you don’t stand for something, you’ll fall for anything.”
HGAR was certainly at the forefront of many conversations over the past week, and I was honored to represent our industry and our city in Washington, D.C. and Albany as the current President of the Hudson Gateway Association of Realtors.
It is now more important than ever to be vigilant. Remind our communities of the support we, as Realtors, give. Don’t be afraid to advertise how hard you work for your clients and community. You are the best and I think you deserve the recognition.
No voice is too soft when that voice speaks for others. Your voice has power!

HGAR Calls on New York State Lawmakers to Oppose ‘Good Cause’ Eviction and Pass Co-Op Transparency Bill

Continued from page 1
Bronx and Manhattan.

The 2022 HGAR Advocacy Agenda included its support for expanded access to homeowners, including enacting a first-time homebuyer’s savings account; support for affordable workforce housing development through tax incentives and smart zoning policies; enactment of direct state funding for universal broadband Internet access and expanding state level student loan debt forgiveness. HGAR also voiced its support for a host of Fair Housing Law enhancement bills and measures that would reduce state and local real estate taxes.

HGAR met with lawmakers from Bronx and Manhattan as well as from its Hudson Valley market area. Those lawmakers from the Bronx that attended the session at Hearing Room A at the State Legislative Office Building included: Bronx Senators Luis R. Sepulveda, 32nd Dist., and Jamaal T. Bailey, 36th Dist. Bronx Assembly Members who participated in the discussion were Nathalia Fernandez, 80th Dist., Jeffrey Dinowitz, 81st Dist.; Michael Benedetto, 82nd Dist., and Kenny Burgos, 85th Dist. HGAR representatives met outside of the hearing room with Bronx Assembly Members Latoya Joyner, 77th Dist., Jose Rivera, 78th Dist., Yudelka Tapia, 86th Dist. In addition, NYSAR and HGAR’s leadership team met with Paul Upton, Deputy Chief of Staff for Assembly Speaker Carl E. Heastie, 83rd Dist.

HGAR representatives met with Manhattan Assembly member Manny De Los Santos, 72nd Dist. on Lobby Day and Manhattan Assembly Member Rebecca Seawright, 76th Dist. sent a representative to the Lobby Day session at Hearing Room A. HGAR officials noted that a meeting is expected to be held with Manhattan Senator Brian P. Kavanagh, 26th Dist. in the near future.

State Senators from the Westchester-Hudson Valley delegation who participated in the Lobby Day session with HGAR included: Shelley Mayer, 37th District; James Skoufis, 39th Dis-

trict; but said they need to protect the interests of tenants who have been hit hard by the COVID pandemic from landlords that are in some cases large national real estate investment firms.



Realtor associations from across New York State urged state lawmakers to reject “Good Cause Eviction” legislation.

trict; Elijah Reichlin-Melnick, 38th District; Jamaal Bailey (36th District, which includes part of Westchester and the Bronx) and Sue Serino, 41st District. Assembly Members from the Westchester-Hudson Valley region who participated were Amy Paulin, 88th District; Steve Otis, 91st District; Tom Abinanti, 92nd District and Mike Lawler, 97th District.

It should also be noted that Communications Director for Assembly Member Nader Sayegh, 90th District, Kerry Donovan, also attended the Lobby Day session and Senate Majority Leader Andrea Stewart-Cousins, 35th District, met with a delegation from HGAR on Lobby Day.

A host of state lawmakers noted the drawbacks to Good Cause Evic-

HGAR CEO Haggerty, who noted that there is a need for a balanced approach to the issue, responded, “That is one segment. We also have a lot of ‘mom and pop,’ small landlords who have invested in real estate as a way of building wealth, a means of building generational wealth. So, the challenge is finding that middle ground that benefits both landlords and tenants in a fair way and I think that is what we all have to strive for.”

Besides Good Cause eviction legislation, HGAR also voiced its opposition to a bill that would seek to strip real estate professionals from their hard-fought independent contractor status and a bill that would establish a statewide rental control scheme on nearly all private properties in the

state. State Assemblymember Amy Paulin told HGAR members that she said the “flawed” Good Cause eviction legislation does not have sufficient support to pass the State Legislature.

HGAR’s Caro informed lawmakers about the co-op transparency legislation passed in Westchester and Rockland counties and termed the state’s current lack of transparency over cooperative transactions as “the last bastion of institutionalized discrimination.”

HGAR’s Barry Kramer said that cooperatives are the popular affordable housing component in the region and providing transparency to the purchasing process will ensure that Fair Housing practices are being followed so that all segments of the population have access to this key market.

State Sen. Mayer, who has been a long-standing proponent of co-op transparency in Westchester as well as in New York State, said, “All of my communities are struggling to find affordable housing—every one of them. Your (HGAR) leadership on this issue is going to be extremely instrumental.”

She noted that families that earn \$50,000 a year or less or work two jobs in Westchester find it very difficult to find rental housing in Westchester and more needs to be done on this critical issue.

“Thank you for being great partners, great advocates for our communities and have such high standards for professionalism that really many other professions should emulate,” Sen. Mayer said.

Assembly Member Steve Otis added that the Hudson Valley had an affordable housing crisis prior to the pandemic, that has only been exacerbated since then by the virus as well as rising inflation. Rep. Otis noted that the state must offer more tools to provide residents with more access to affordable housing.

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NYS Assemblywoman Amy Paulin



Mike Kelly, NYSAR Government Affairs Director

NYSAR Annual Lobby Day

Albany, NY, May 10, 2022



From left, New York State Assemblymember Nathalia Fernandez, HGAR's Eli Rodriguez and Leah Caro



Jennifer Vucetic, NYSAR President



Leah Caro, Teresa Belmore and HGAR President Anthony Domathoti



More than 75 HGAR members attended Lobby Day in Albany.



From left, Ron Garafalo, Kerri Stretch, Valerie Port, Walter Sadowski and Carol Christiansen



From left, Senator Sue Serino, Senator Luis Sepulveda, Senator James Skoufis, Assemblymember Nathalia Fernandez and Assemblymember Jeffrey Dinowitz



From left, Assemblymember Jeffrey Dinowitz, Assemblymember Steve Otis and Assemblymember Tom Abinanti



From left, Assemblymember Mike Lawler, Senator Luis Sepulveda, Senator Jamaal Bailey and Assemblymember Kenny Burgos



The HGAR delegation at Lobby Day.

Coldwell Banker Village Green Realty Expands To Putnam County with Fowkes Realty Purchase

CARMEL—Coldwell Banker Village Green Realty has acquired Coldwell Banker Fowkes Realty in Carmel. Thirteen new agents come under the CBVGR banner, with more than 40 years of expertise in Putnam, Westchester and southern Dutchess counties and northwestern Connecticut, company officials stated.

“I am thrilled that Leonore Garvey and the team at Coldwell Banker Fowkes Realty have entrusted their 40-year legacy of great service to Coldwell Banker Village Green,” said Coldwell Banker Village Green Realty Broker/Owner Candida Ellis. “I am very excited about this acquisition and look forward to growing our team in Putnam County, building on this great family history and bringing our unparalleled level of service to the local community.”

CBVGR’s Chief Operating Officer Guy Barretta added, “Putnam County is a natural progression for Coldwell Banker Village Green Realty as we continue to be the leader in Hudson Valley Real Estate. We are thrilled to be working with Leonore Garvey and the other tremendous agents of Coldwell Banker Fowkes Realty, who will now be operating as Coldwell Banker Village Green Realty in Putnam County... This is a win-win for Coldwell Banker Village Green Realty and Coldwell Banker Fowkes Realty, and we believe it’s an even bigger win for buyers and sellers in the area, as their real estate needs will now be met from Putnam to Greene County and all the counties in between.”

Real Estate Broker Leonore Garvey of Coldwell Banker Fowkes Realty said of the deal, “I am very happy and excited to be part of CBVGR and look forward to working in this successful, excellent company.”

With the expanded geographic reach of its newest office on Route 52, the brokerage firm’s service area now spans from the Hudson River into Connecticut, from Dutchess County in the north to Westchester in the south. Company officials noted that CBVGR now serves its clients and customers in more than 10 counties across the Hudson Valley and Great Northern Catskills.

Coldwell Banker Village Green Realty maintains offices in Catskill, Kingston, New Paltz, Red Hook, Windham, Woodstock and now Carmel.



Coldwell Banker Village Green Realty recently acquired Coldwell Banker Fowkes Realty on Route 52 in Carmel.

Howard Hanna Rand Realty Merges with Bethel, CT Firm

NANUET—In a continuation of its expansion in the State of Connecticut, Howard Hanna | Rand Realty announced on May 12 its recent merger with Dilillo Real Estate of Bethel in Fairfield County, CT.

“I am thrilled to welcome Jim Dilillo and his talented team of agents. It’s rewarding to continue our expansion into Connecticut as we march towards our goal of becoming the leader in the tri-state market,” said Matt Rand, CEO at Howard Hanna | Rand Realty, which is headquartered in Nanuet.

Jim Dilillo, founder of Dilillo Real Estate, has been involved in the real estate industry for more than 20 years. Dilillo Real Estate has represented buyers and sellers in hundreds of sales for more than \$100 million. His leadership aligns with Howard Hanna | Rand Realty vision of building a business that is focused in service to the community and the growth of their agents, company officials stated. The Dilillo Agency will now operate as Howard Hanna | Rand Realty at 162 Greenwood Ave. in Bethel.

Howard Hanna | Rand Realty announced on Feb. 1 its expansion into the Fairfield County, CT market with the acquisition of the Madison and Post Real Estate Agency. The transaction expanded the footprint of Howard Hanna | Rand Realty with three new locations in Ridgefield, Stamford and Westport, CT.

The Connecticut offices add a network of 60 new luxury real estate sales associates, which now operate under the Howard Hanna | Rand Realty brand and the leadership of Nicholas Germak, broker of record and founder of the Madison and Post Agency, established in 2017. Germak and his team bring more than 26 years of experience in the Connecticut real estate market, specializing in high-end homes and upscale markets.

Later that month, Howard Hanna | Rand Realty announced the firm had expanded its presence in the State of New Jersey with the purchase of Striker Realty, which operates out of offices in Linden, Livingston, and Rahway, NJ.

Howard Hanna Rand Realty has more than 1,000 residential real estate sales associates serving the N.Y., NJ, and C.T. suburbs of New York City. Its 27 offices serve Bergen County, Passaic County, Hudson County, Morris County, and Essex County in New Jersey and Westchester County, Rockland County, Orange County, Dutchess County, Ulster County, and the Bronx in New York. Rand also owns and operates Rand Commercial, a commercial real estate brokerage, and Hudson United Home Services, which provides residential mortgage lending, title services, and personal and commercial insurance.

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Howard Hanna Real Estate Services is a full-service real estate company that has more than 400 real estate, mortgage, insurance, title, and escrow service offices across 11 states, including Allen Tate Realtors in the Carolinas and The F.C. Tucker Company in Indiana, with more than 13,000 sales associates and staff.

Realogy Holdings to Rebrand as ‘Anywhere Real Estate’

MADISON, NJ— Realogy Holdings Corp. announced on March 12 that the company will rebrand as Anywhere Real Estate Inc. (referred to as “Anywhere”), signaling what it says is “a deep commitment to reimagine the consumer experience at any point in the real estate transaction journey.”

Home to real estate brands, Better Homes and Gardens Real Estate, CENTURY 21, Coldwell Banker, Corcoran, ERA and Sotheby’s International Realty, as well as national title, settlement, and relocation companies and scaled mortgage origination and underwriting joint ventures, Realogy expects to implement the rebrand by the end of the second quarter 2022.

During a Realogy Investor Event on March 12, the company also laid out the next phase of its strategy, which will leverage its market position and ability to invest to improve and simplify the home buying and selling experience for consumers who are demanding a more seamless, integrated transaction.

“With very positive momentum, we will harness the power of our extensive agent network, leading brands, scaled core services, deep technology and data, and strong financial flexibility to create a better transaction experience for any consumer, anywhere,” said Ryan Schneider, Realogy president and chief executive officer. “We are so excited about the opportunity ahead of us that we chose to rename and rebrand the company to reinforce our commitment to delivering this future.”

“While buying or selling a home can be an exciting next chapter for any individual or family, the process around that experience hasn’t kept pace with the digital transformation in other industries,” said Melissa McSherry, Realogy chief operating officer. “Our goal is to leverage our differentiated market position, including with technology, to streamline the buying and selling journey and allow consumers to focus on what matters most—the joy of home ownership. This focus will guide how we evolve our product strategy for both consumers and agents as the trusted advisors of the transaction.”

Since 2018, the company has been executing a large-scale transformation that has led to increased profitable growth, a fortified balance sheet, innovative technology and marketing products, and an invigorated culture with a track record of attracting great talent, company officials stated.

“I am incredibly proud of our industry-leading talent, franchise owners, and affiliated agents who have contributed to Realogy’s significant transformation progress,” continued

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Schneider. “We are stronger, we are operating with greater speed and agility, and we are consistently delivering impressive results as we move real estate to what’s next.”

During the investor presentation, leaders also laid out bold 2026 financial targets, including the goal of surpassing 20% market share through its accelerated expansion. An updated capital allocation strategy, leveraging the company’s free cash flow and aims to balance investments in powerful growth initiatives with the flexibility of returning capital to investors.

“We have demonstrated unmatched operational execution to drive above market growth, increased top and bottom-line performance, and a significantly stronger balance sheet,” said Charlotte Simonelli, Realogy chief financial officer. “Our consistency of delivery, financial flexibility, and differentiated track record of free cash

flow generation enable us to further reinvest in our business and return additional value to shareholders. I am proud of the success our team has driven to pave the way to a new era of growth for our company, serving an ever-expanding market.”

Taking inspiration from the company’s strategy, the Anywhere brand represents the desire to meet consumers anywhere on the transaction journey across the entirety of the market. The “re” at the end of the Anywhere name nods to the brand’s prominence within the real estate industry. The Anywhere mark is an eight-stroke asterisk, symbolic of depth, connectivity, and amplification, with the bottom vertical stroke falling away to lie horizontally as the foundation of a home. While the two lower strokes of the asterisk come together to form a pitched roof, the linear middle strokes form the horizon line and the upper three strokes form the arc of a sun rising above the home, conveying the potential that comes with a new day. The Anywhere logo colors are deep midnight blue, expressing vast opportunity, and vibrant orange, evoking hope, joy, and illumination, all benefits the Anywhere brand will bring to the consumer experience.

As part of the rebrand, the company will also align to a new enterprise positioning to further move its culture

Please turn to page 16

Berkshire Hathaway HomeServices NY Properties Appoints Steve James as New President and CEO, Brad Loe as EVP

NEW YORK—Berkshire Hathaway HomeServices New York Properties announced on April 25 the addition of Steven James as its president and chief executive officer and Brad Loe as its executive vice president, director of sales as the company commences a significant brand expansion across the New York City residential brokerage market.

The newly expanded New York City-based leadership team will oversee the organization’s ‘explosive growth’ across the city, inclusive of exponential agent count and new office locations on the Upper West Side, Downtown Manhattan and in Brooklyn, with more to follow, company officials stated.

James and Loe will work alongside Candace Adams, president and CEO of Berkshire Hathaway HomeServices New England/New York/Hudson Valley Properties, and Diane Ramirez, the New York City brokerage’s chief strategy officer, who joined the executive team at the end of last year, to form the company’s leadership team. Adams will continue overseeing all three brokerages (New England/New York/Hudson Valley Properties), while James, Loe and Ramirez will govern the company’s New York City operations.

“With Steven, Brad, and Diane at the helm, BHHSNYP will expand strategically across New York City while creating a productive, inclusive, and professional work environment that also focuses on personal growth and mentorship,” said Adams. “Our goal is to be the absolute best brokerage in New York, knowing that we are leveraging the venerable Berkshire Hathaway brand.”

“No other firm in New York has this caliber of experienced, proven leadership, coupled with the backing of Berkshire Hathaway,” continued Adams. “Berkshire Hathaway HomeServices marries the local, national, and global real estate markets for its clients.”

“This is the right moment...the right brand,” said James. “To be able to create a new platform that addresses

what agents do on a day-to-day basis is incomparable. Agents get lost in the shuffle at big companies—or their achievements go unrecognized. Berkshire Hathaway HomeServices diligently works to be particularly agent centric. We are the ideal brokerage for agents who may have long-term concerns about the stability of their career trajectories. Through our work here, we want to be advocates and sounding boards for these individuals, maintaining an open-door policy that fosters growth as well as greatness.”

James and Loe most recently served as executive directors of brokerage development for HomeServices of America, the parent company of the Berkshire Hathaway HomeServices franchise network.

Prior to those roles, James was president and CEO of Douglas Elliman’s New York City brokerage and director of sales for its East Side office. Loe was executive manager of sales at Douglas Elliman’s 1995 Broadway and 575 Madison Avenue offices.

“Berkshire Hathaway HomeServices has a major presence across the United States and around the world and there’s amplified awareness surrounding the brand in New York City, specifically,” adds Loe. “We will continue to grow our footprint here in the city and our impact will be transformative. Our agents are our clients, and our focus will be on developing and expanding their books of business. My own mantra has always been: ‘when an agent’s business grows, the company’s business grows.’ The agent is the most important factor in this equation – and will continue to be the cornerstone of this brokerage.”

“Berkshire Hathaway HomeServices represents a new strength and the kind of partner that agents want to be aligned with as they grow their careers,” added Adams. “Steven and Brad will not only ensure that tenfold but will help catapult our brokerage toward its next tier of success.”

Last month, Berkshire Hathaway HomeServices New York Properties signed a new, seven-year lease for its



Standing: Candace Adams, President & CEO of Berkshire Hathaway HomeServices New England/New York/Hudson Valley Properties, and Steven James, President & CEO of Berkshire Hathaway HomeServices New York Properties. Seated: Brad Loe, Executive Vice President, Director of Sales of Berkshire Hathaway HomeServices New York Properties, and Diane Ramirez, Chief Strategy Officer of Berkshire Hathaway HomeServices New York Properties.
PHOTO CREDIT BERKSHIRE HATHAWAY HOMESERVICES NEW YORK PROPERTIES)

offices at 590 Madison Ave., almost doubling the size of its current space. James, Loe and Ramirez will work out of this office, effective immediately.

“Bringing dynamic, hardworking individuals to our team—who are the absolute top-tier of the industry and capable of being true differentiators to our agents—is precisely our goal,” noted Christy Budnick, CEO of the Berkshire Hathaway HomeServices franchise network. “The trio they are forming with Diane (Ramirez), coupled with revered oversight by Candace (Adams), will cement the brokerage’s reputation as one of the most powerful in the U.S.”

Berkshire Hathaway HomeServices

New England Properties/New York Properties/Hudson Valley Properties is a real estate brokerage firm with more than 2,200 Realtors in Connecticut, Rhode Island, Manhattan, Westchester, NY, and the Hudson Valley.

Berkshire Hathaway HomeServices is a global residential real estate brokerage franchise network with more than 50,000 real estate professionals and nearly 1,500 offices across 12 countries including, the U.S., Canada, Mexico, Europe, the Middle East, The Bahamas and India. In 2021, the Berkshire Hathaway HomeServices global network represented more than \$179.9 billion in real estate sales volume.

Los Angeles-Based Brokerage Acquires NYC-Based Triplemint

NEW YORK—Los Angeles-based brokerage firm The Agency has acquired Triplemint, a technology-driven residential brokerage firm, which is headquartered in Manhattan.

No financial details of the transaction were released. The Agency, in conjunction with the Triplemint deal, reported it had jointly raised \$35 million in growth capital from strategic investors, further positioning the firm for strategic and sustainable global growth. The Agency stated in an announcement that it will be opening an East Coast corporate headquarters in New York City later this year. According to its website, Triplemint also has operations in Hoboken, NJ.

Triplemint was founded by David Walker and Philip Lang and focused on producing a fully-integrated tech solution to create a simpler, smarter buying and selling experience. Walker and Lang will serve as the Chief Strategic Officer and Chief Business Officer, respectively, at The Agency. They will join Mauricio Umansky, Co-Founder and CEO, President Rainy Hake Austin, Co-founder Billy Rose and other industry veterans on The Agency Leadership Team. Triplemint’s staff of 90 engineers, data scientists, developers, marketers and strategists, as well as its nearly 225 agents, will join The Agency’s exist-



From left, The Agency’s Phillip Lang, Rainy Hake Austin, Mauricio Umansky and David Walker.

ing in-house creative, public relations and tech specialists as well as more than 1,100 agents across the globe.

Triplemint expanded into the Westchester County marketplace in February 2021 when the Berkowitz Marrone Team led by Owen Berkowitz and Carol Marrone, who were the founding members of Douglas Elliman Westchester, joined Triplemint.

“The Agency is focused on continued global expansion, choosing

quality over quantity every time,” said Mauricio Umansky, Co-Founder and CEO of The Agency. “Learning from others that came before us, we intend to offer the 2.0 version of luxury real estate as we seek to provide a seamless, integrated experience for our agents, helping them to become better advisors and elevating their ability to provide a high-touch and high-tech experience for clients in a way that has yet to be seen in our industry.

The \$35-million raise coupled with the acquisition of Triplemint positions us perfectly for this new chapter.”

“From the beginning, I have been motivated by the core belief that real estate can and should be better for agents, sellers and buyers alike. By bringing Triplemint and The Agency together, we can achieve that mission tenfold,” said Walker. “The combination of a great brand and powerful technology raises the bar in our industry and offers agents and clients more value than ever before.”

“It is entirely rare that two companies can come together and provide everything the other needs to grow and thrive,” Lang said. “The Agency and Triplemint share the same vision that a brokerage should be more than a place for an agent to hang their hat. Through this partnership, we’re providing real, tangible value and resources so that agents can better advise their clients.”

In 2021, The Agency launched 11 offices and another six in the first quarter of 2022. To date, The Agency has closed more than \$41 billion in real estate transactions and has more than 50 offices in the U.S., Canada, Mexico, the Caribbean, and Europe, with more offices slated to open around the globe in the coming months.

Jennifer Maher, a partner at **J. Philip Real Estate**, will become the firm's first-ever Growth Coach. In this position, she will oversee the brokerage's agent expansion as well as production growth for seasoned agents. Additionally, Maher will focus on agent and other ancillary support services.

Maher will remain as an active partner, but she will be stepping down from her position as Chief Operating Officer, a role she stepped into in May 2020. During her tenure as COO, she improved the company's onboarding process and established advanced training, lead generation and organizational systems for agents. She also increased the brokerage's agent count by more than 20% from the fourth quarter of 2021 to the second quarter of 2022.

In addition to her role as Growth Coach at J. Philip Real Estate, Maher has launched her own coaching business, "Success in Real Estate," for all Realtors.

Katheryn DeClerck, an HGAR instructor and member, earned the prestigious Master Real Estate Instructor designation (MREI) from the New York State Association of Realtors. DeClerck is one of a very select number of instructors in New York State who have achieved this designation.

"We are pleased that Katheryn has been a long-standing faculty member at HGAR, teaching a range of courses including Fair Housing, Realtor Safety, and MLS," said Michael Malone, Director, Professional Development at the Hudson Gateway Association of Realtors. "We are thrilled to see her recognized for this outstanding achievement, and that students now and in the future will benefit from working with such a talented and engaged instructor."

DeClerck, an Associate Broker with **Howard Hanna | Rand Realty**, served as the 2013 President of the Hudson Gateway Association of Realtors and as the 2015-2016 New York State Association of Realtors Regional Vice President. Among her many honors and designations, she earned the Realtor of the Year honor from the Orange County Association of Realtors in 2011.

The Birch Group, a privately-held commercial real estate investor, owner and operator based in Nanuet, recently announced the hire of **Mike Lyberatos** as vice president of property management and construction. Lyberatos joins the firm at a period of immense growth and activity, as The Birch Group leased almost 200,000 square-feet to tenants across its portfolio throughout 2021. The announcement follows the company's major portfolio purchases in Jericho, NY and Short Hills, NJ, and its strategic focus to acquire prime office assets across the tri-state area.

Keller Williams Realty Hudson Valley United has announced that the company has appointed **Rita Gildersleeve** as Interim Team Leader. She will assume day-to-day leadership of the KWHVU office located at 9 Bert Crawford Road in Middletown. Gildersleeve has served as the Team Leader of Keller Williams Realty Hudson Valley



Rita Gildersleeve

North in Kingston, NY since July of 2020 and will continue to work across both offices. Gildersleeve has been a real estate agent with Keller Williams Realty Hudson Valley and Upstate Group since she began her real estate career in 2014. Since stepping into the Team Leader Role at KWHVN the office has grown to more than 100 agents. She holds a Bachelor's Degree in Business Management from SUNY New Paltz.

Paul Adler, Esq., SIOR of **Rand Commercial**, has joined the Member Associate program for the Society of Industrial and Office Realtors. SIOR is the leading global professional office and industrial real estate association, representing today's most knowledgeable, ethical, and experienced commercial real estate brokerage specialists. With more than 3,400 members in 42 countries, SIOR connects leading brokers across the world with cutting-edge insights and connections that grow business.



Paul Adler, Esq.

The SIOR designation stands unchallenged for excellence in the performance of real estate services and is universally recognized as the prerequisite in the selection of a commercial real estate broker, agent, or consultant.

To achieve the SIOR designation, Adler completed met the professional, ethical, and education requirements and experience in the highly specialized field of industrial and office real estate, and demonstrated professional ability, competency, ethical conduct and personal integrity.



The Elite Property Team

Christie's International Real Estate Westchester | Hudson Valley announced recently that The Elite Property Team has joined the firm in the Scarsdale Sales Gallery. The team is comprised of Realtors: **Jeliana Melendez**, **Melissa Maracallo** and **Katherine Cornacchia**. The addition of The Elite Property Team is a part of Christie's ongoing growth in the region, the company stated.

In addition, Realtors **Gloria Mary Filippo** and **Stephen Filippo** have also recently joined the company in the firm's Scarsdale Sales Gallery.



Gloria Mary Filippo



Stephen Filippo

Howard Hanna | Rand Realty has announced that **Miriam Schlott** has joined the firm's New Windsor office as a Licensed Real Estate Salesperson. She has been a resident of Orange County for 34 years. She has a background in human relations and is bilingual and proficient in Spanish.



Miriam Schlott

Coldwell Banker Realty in Westchester County and Connecticut reported recently that **George Torres**, **Inger Stapleton** and **Danielle Butler** have affiliated with the firm's brokerage in White Plains. All three new real estate salespersons will provide residential real estate services in White Plains as well as Westchester and Bronx counties, including the communities of Tarrytown, Yonkers, Scarsdale, Rye and New Rochelle and bring with them significant experience in real estate, integrity and dedication to the office, the brokerage firm stated in an announcement.



Danielle Butler

estate services in White Plains as well as Westchester and Bronx counties, including the communities of Tarrytown, Yonkers, Scarsdale, Rye and New Rochelle and bring with them significant experience in real estate, integrity and dedication to the office, the brokerage firm stated in an announcement.



George Torres



Inger Stapleton

ERA Insite Realty continues to grow its sales staff with the addition of three new agents this month, the company reported recently. Lou Budetti, Principal Broker, announced that joining the White Plains office are **RoseDeline Martinez** and **Lisa Grecco**, while **Lillian Lebron** has joined the firm's Bronxville office.



RoseDeline Martinez

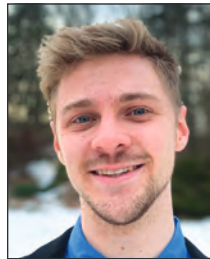
White Plains resident Martinez has been licensed since early 2021 after spending more than 20 years in higher education, most recently as Director of Graduate Admissions at Iona College. Spanish speaking, she also excels at client engagement, marketing and management. She holds an undergraduate degree in business and a graduate degree in communications, both from Pace University.

Grecco has worked in corporate training and development and as a consultant for a health care company. She joins the Topper Team at ERA Insite Realty, a well-established, highly successful team specializing in residential sales and property management in the White Plains area and surrounding communities. Grecco is a Binghamton University graduate and White Plains resident.

Lebron has worked in property management, mortgage servicing, property insurance, accounting and investor relations for various companies in the NY metro area for more than 25 years. Her broad exposure to many sides of residential and commercial real estate, along with fluency in both English and Spanish, gives her a unique perspective and ability to assist her clients. Born and schooled in the Bronx, she has lived in southern Westchester for 30 years.



Lillian Lebron



Andrew Rivera



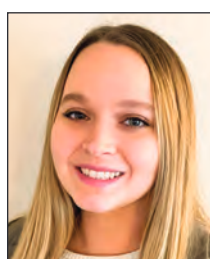
Michael Figuera



Gardenia Parker



Melanie Bell-Kirk



Mary Galente



LaToya Lawrence

J. Philip Real Estate has recently added seven new agents in its three offices. New agents in the Westchester and Putnam offices include: Briarcliff: **Andrew Rivera**; Pelham: **Michael Figuera** and **Gardenia Parker** and Putnam Office Agents: **Melanie Bell-Kirk**, **Mary Galente**, **LaToya Lawrence** and **Angelique Segerra**.



Angelique Segerra



From left, Vikki Garby and Geoff Green at the Green Team Warwick Office.

PHOTO SUPPLIED BY GREEN TEAM REALTY

Vikki Garby has been promoted to President of **Green Team Realty**, the Warwick-based full-service brokerage firm reported recently.

"It is time for us to take the next step in terms of growing our organization," says Green Realty Team founder Geoff Green. "We have proven over the course of time that we can deliver a great environment for real estate agents to thrive, and for them to, in turn, deliver an exceptional experience to all of their clients. Promoting Vikki Garby to President of Green Team Realty will allow us to seek out new opportunities for more Sales Associates in new locations. Vikki is definitely the right person to help us achieve the intended growth we are seeking."

Green is also the co-founder and CEO of Nuop, Inc., a digital marketplace where members make money by exchanging business opportunities with one another. With more growth for NuOp on the horizon, Garby's appointment as President of Green Team Realty will provide him with more time and energy to focus on building a second business. Garby will not only continue what has been created with Green Team Realty but will focus on enhancing and growing its influence in the

Please turn to page 16



HGAR

MAY 2022

UPDATE



Six HGAR Members Inducted into RPAC Hall of Fame

NATIONAL HARBOR, MD—Six members of the Hudson Gateway Association of Realtors were honored by the National Association of Realtors for their generous contributions to the Realtors Political Action Committee (RPAC).

On May 3, the National Association of Realtors held its largest ever Hall of Fame Induction Ceremony at the Gaylord National Resort and Convention Center at the National Harbor in Maryland as part of the 2022 Realtors Legislative Meetings.

The 2019, 2020, and 2021 Hall of Fame Classes were inducted at the ceremony. Six HGAR leaders were inducted: Michael Schmelzer (2019-\$100,000 Tier), Dorothy Botsoe (2021-\$75,000 Tier), Susan Goldy (2021-\$50,000 Tier), Richard Haggerty (2019-\$50,000 Tier), Nancy Kennedy (2019-\$50,000 Tier) and Perry Gault, posthumously (2020-\$25,000 Tier).

HGAR extends its congratulations to all the inductees who were recognized for their significant commitment to RPAC over the years.

SPOTLIGHT ON

Danielle Noak

Keeping it All in the Family

By Mary T. Prenon

A temporary position in her mother’s real estate office almost 30 years ago transitioned into a successful full-time career for Danielle Noak, a broker with Sandra Erickson Real Estate in the Bronx. “I guess it was really no surprise,” she admitted. “Mom was involved in real estate since I was a kid, so I guess it eventually had to rub off.”

After graduating from college, where she majored in social work, Noak thought about getting her Master’s degree, but her mother convinced her to come to the office in 1995—and she’s been there ever since. “I really had no idea of what I wanted to do, and back then, the office didn’t even have a computer. We used typewriters and carbon paper!”

At the time, her mother owned just one building and rented out apartments in others, working with local landlords. Soon afterwards, Noak earned her real estate license, and years later, in 2016, she became a broker. After a few years, the company began to grow, and they eventually moved to a new location in a building her mother purchased.

In the early 2000s, the brokerage got involved with the Neighborhood Entrepreneurial Program, a New York City-based program that gave local businesses the opportunity to have ownership in city-owned residential buildings. “We agreed to take this on, handle all the renovation work, manage the buildings and keep the apartments affordable,” she explained. “That took us to a whole different level.”

For Noak, the most exciting part of her new career was working together with her mother. “We saw some totally dilapidated, pigeon-infested apartments and fixed them up to create decent homes for people,” she said. “Good housing is such an important part of peoples’ lives



and we’ve been able to provide clean, safe environments for them. It can really change someone’s life.”

Noak’s brother, Ron Erickson, also joined the business and now the family manages 730 affordable rental apartments in the Bronx. All have income restrictions of 50% to 60% of the median area income.

They also have two projects in the pre-development pipeline. The first is a preservation rehab of three buildings, with 101 units and three stores. The second is the firm’s first new construction project of eight, two-family homes and 23 co-ops for affordable home ownership opportunities. That also includes four buildings for affordable rentals. Both are scheduled for construction loans closings later this year.

“What I love about my work is that we do it as a family business, and yes, we do all get along pretty well,” she revealed. “A lot of times I talk to my mom on my ride back home to Long Island, even though I just saw her. My mom raised us as a single parent so she’s still the boss, but she respects our opinions.”

This is also Noak’s first year as a member of the HGAR Board of Directors. Prior to the merger with the former Bronx Manhattan North Association of Realtors (BMAR), she was the president-elect of BMAR. “I was excited to jump into HGAR and become a Board member, and I think the merger was great for everyone,” she said. Noak also serves as HGAR’s Regional Director and Chapter Representative for the Bronx.

She continues to meet monthly via Zoom with Bronx chapter members to maintain friendships and connections. In addition, she currently serves on the Board of Managers for the Castle Hill YMCA.

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2022 HGAR RPAC HONOR ROLL

as recorded by NYSAR April 30, 2022

Thank you to the following Members who are leading the way in the 2022 RPAC campaign

Platinum R \$10,000

Dorothy Botsoe, Dorothy Jensen Realty Inc., White Plains
Anthony Domathoti, Exit Realty Premium, Bronx
Perry Gault, Perry Gault Management, Bronx, NY (Posthumously)
Richard Haggerty, Hudson Gateway Association of Realtors, Inc.
Nancy Kennedy, Houlihan Lawrence Inc., Croton-on-Hudson
Michael Schmelzer, Tyrax Realty Management, Inc., Bronx

Golden R \$5,000 – \$9,999

Susan Goldy, Susan E. Goldy Inc., Bronx
Irene Guanill, Century 21 Dawns Gold Realty, Bronx
Mark Seiden, The Mark Seiden Real Estate Team, Briarcliff Manor*

Crystal R \$2,500-\$4,999

Tony, D’Anzica, DynaMax Realty NYC, Inc. NYC

Sterling R \$1,000-\$2,499

Donald Arace, Hudson United Mortgage, Elmsford
Carmen Bauman, Green Grass Real Estate Corp., Bronxville*
Layla Boyles, CENTURY 21 Realty Center, Monroe
Paul Breunich, William Pitt Sothebys Int Rlty, Stamford
Debra Budetti, ERA Insite Realty Services, White Plains*
Leah Caro, Park Sterling Realty, Bronxville*
Carol Christiansen, McGrath Realty Inc., Mount Kisco*
Ronald Garafalo, John J Lease Realtors, Middletown*
Michael Gibbons, Azimuth Global Realty Inc, Tarrytown
Susan Greenfield, Brown Harris Stevens, NYC
Anita Gupta, Chatham Management Company, Bronx
Crystal Hawkins Syska, Keller Williams NY Realty, White Plains*
Joseph Houlihan, Houlihan & O’Malley, Bronxville
Isaac Kohan, Sodana Extract, Brooklyn
Pamela Jones, Coldwell Banker Realty, White Plains*
Barry Kramer, BHG Real Estate Choice Realty, Scarsdale*
Cynthia Lippolis, BHHS River Towns Real Estate, Croton-on-Hudson
Clayton Livingston, McGrath Realty Inc. Pawling
David Mizrahi, FM Home Loans, Brooklyn
Anthony Mormile, Orange Bank & Trust, White Plains
Brian Phillips, Douglas Elliman Real Estate, Bronx
Eli Rodriguez, Hudson Gateway Association of Realtors Inc., Bronx*
Matthew Schmelzer, Tryax Realty Management Inc, Great Neck
Vlora Sejdi, Keller Williams NY Realty, White Plains
Christina Stevens, Laujel Realty Corp. Bronx

President’s Club \$500-\$999

Daniel Berger, William Raveis-New York LLC, Rye
Katheryn DeClerck, Howard Hanna Rand Realty, Goshen
Kevin Dwyer, The Dwyer Agency, Mahopac
Elizabeth Gonzalez, Century 21 Dawns Gold Realty, Yonkers

Capitol Club \$250-\$499

Mark Aakjar, Marks Inspections, Ossining
Douglas B Benson, Corcoran Legends Realty, Tarrytown
Mackenzie Forsberg, Genesis Realty Group LLC, Bronx
Rey Hollingsworth Falu, Hollingsworth Real Estate Group, White Plains
Brett Lando, Gahagan Lando & Wagner LLP, White Plains
Harding Mason, Houlihan Lawrence, Katonah
Roseann Paggiotta, Houlihan Lawrence, Yonkers
Sandra Salguero, A.S.A.P. Mortgage Corp, Peekskill
Jessica Schoen, TEG Federal Credit Union, Poughkeepsie
Maryann Tercasio, Howard Hanna Rand Realty, Central Valley
Maria Weiss, William Raveis, Armonk
Kathy Zamechansky, KZA Realty Group, Bronx

99 Dollar Club \$99-\$249

Dean Bailey, Roberta Bangs, Barbara Barber, T. Teresa Belmore, Janet Brand, Randall Calano, Felicia Copeland, Nicole Couturiaux, Michael Criscuolo, Linda Crispinelli, Maureen Cronin, Laurie DiFrancesco, BrandiAlexis Dyer, Sandra Erickson, Kenyatta Jones-Arietta, Patricia Holmes, Sarah Hughes, AnneMarie Kovacs, Joseph Lippolis, Eydie Lopez, Diane Mitchell, Danielle Noak, Olivia O’Toole, Darin (Nan) Palumbo, Altigracia Patalano, Kimra Pierre, Heather Pinieri, Valerie Port, Robert Shandley, Kerri Stretch,

2022 Contributions, Pledges *

TOTAL: \$153,519, 60% towards goal
With 3108 contributors 67% towards participation goal.
Goal: \$255,201 from 4,631 contributors for a total of 36% of membership

BOARDROOM REPORT

Boards of Directors
Hudson Gateway Association of Realtors, Inc.
February 16, 2022
at the HGAR Offices, White Plains, New York

HGAR Management, Financial & Membership Reports

President Anthony Domathoti presented the President’s Report, thanking the Board of Directors for taking the lead on all of the recent Diversity, Equity, and Inclusion (DEI) initiatives undertaken by it and reported that there has been discussion about HGAR hosting a DEI Summit in June or July with other associations from the region.

CEO Richard Haggerty then presented the CEO’s Report, revisiting HGAR’s COVID Policy with the Board of Directors in light of the recent removal of certain statewide COVID mandates by the governor. After some discussion, the Board of Directors decided to relax the mandatory mask requirement and modify the vaccination protocol passed at a previous Board meeting.

Treasurer Carmen Bauman and CEO Haggerty presented a report on the financial structure of HGAR. They provided an overview of the Finance Committee and its duties, and a review of HGAR’s Investment Policy, which was developed in 2012-2013 in connection with the merger with the Orange County Association of Realtors, Inc. CEO Haggerty also discussed the importance of the role HGAR’s accountants and the financial reports prepared by them.

Treasurer Bauman presented the Treasurer’s Report as of Feb. 1, 2022, a copy of which was provided to the Directors, and after discussion the Report was approved for filing. CEO Haggerty then reported on HGAR’s Dues Receipts Report.

President Domathoti then requested confirmation by the Directors of the following individuals appointed by him to the 2022 Nominating Committee pursuant to Article XIII, Section 7 of the HGAR Bylaws: Chair (Immediate Past President): Crystal Hawkins-Syska; Two Past Presidents: Kathryn DeClerck and Barry Kramer; Four Other Members (at least two of whom are current Directors): Rey Hollingsworth, Kazuko Boylan, Mackenzie Forsberg, and Brian Phillips. After discussion, the Directors approved the members of the Nominating Committee.

CEO Haggerty then presented required changes to the Bylaws as mandated by the National Association of Realtors, Inc. (NAR) and indicated that since these are NAR-mandated changes, they do not need to be approved by the general Membership but simply affirmed by a vote of the Board of Directors. A handout containing the mandated changes was provided to the Directors for their review. After review

and discussion, the Directors approved the required changes to the By-laws.

President Domathoti then reviewed the Strategic Plan with the Directors and indicated that this was the final year of the three-year Strategic Plan that was previously developed and approved by the HGAR Board of Directors. After review, the Strategic Plan was affirmed for 2022.

CEO Haggerty then reported to the Directors that a request was received by HGAR for legal action assistance relating to a lawsuit involving a title insurance company. The plaintiffs filed the action against the title insurance company for refusing to provide coverage for a title claim, claiming that it was an exception to coverage in its policy. In the opinion of the plaintiffs the claim should have been covered. The lower courts held in favor of the defendant (i.e., the title insurance company). The case is being appealed by the plaintiffs to the New York Court of Appeals. The plaintiffs claim that if the decision is upheld, it would have a chilling effect on real estate sales and the real estate industry as a whole. CEO Haggerty reported that it is not HGAR’s policy to provide such legal assistance and as such requested that the Directors approve a referral of the matter to the New York State Association of Realtors, Inc. (NYSAR) Legal Action Committee for consideration. After discussion the Directors approved the referral.

CEO Haggerty then presented the latest Ethics Decisions to the Board of Directors. CEO Haggerty presented the Ethics Decision designated as 288-E, which was provided to each of the Directors prior to the meeting. After discussion the Directors confirmed Ethics Decision 288-E.

CEO Haggerty reminded the Directors and Officers that Professional Standards Training and the continuing education course on the Code of Ethics were being offered on March 7th and 8th and recommended that all Directors and Officers attend.

President Domathoti then presented an update on the status of various Presidential Advisory Groups (i.e., Education PAG, Office Space Assessment PAG, Communications and Website PAG, and the NYC Expansion PAG).

Thereafter, President Domathoti made closing remarks and indicated that the next Board of Directors meeting would be held in person at the HGAR office in White Plains on March 23, 2022 at 10:00 am.

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Fahim Ali
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Keller Williams Huson Valley, Middletown

Michelle Armstrong
Williams Raveis-New York, LLC, Somers

Parrish A. Arnaldy
REMAX/Voyage, Bronx

Joseph B. Aronsen
Exp Realty

Daniel Arroyo
Houlihan Lawrence, Inc., Rye Brook

Eliana Assis
Keller Williams Hudson Valley, New City

Eliva O. Baca
Keller Williams NY Realty

Jaclyn Baiata
Grand Lux Realty, Inc.

Leonard Baldassano
Coldwell Banker Timberland, Roscoe

Anna Balock
Howard Hanna Rand Realty, Central Valley

Lynda Bafield
Julia B Fee Sotheby’s International Realty, Bronxville

Natalie Barak
Ellis Sothebys International Realty

Neftali Batista
Madison Allied LLC

Giuseppe Battaglia
RE/MAX Town & Country, Fishkill

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Triforce Commercial Real Estate LLC

Jinelle Benitez-Resnick
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K Fortuna Home Dream Realty

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Courtney Burke-Maron
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Maria De Gennaro
R New York

Sergio De Los Angeles
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Keller Williams Realty NYC Group

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Real Broker NY LLC

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Mire Gojani
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Sharon A. Ortiz
Kismet Realty NY



June 2022

Zoom Course Calendar

*Course qualifies for the Virtual Card

HGAR Classes are Currently Being Offered Via Zoom!

Please contact our Member Success Team with any questions!
support@hgar.com /914-681-0833

<u>June 1-</u>	What’s the Score? Understanding Credit Scores* with Sharon Tucker
<u>June 6-</u>	How To Be A Real Live Agent Mastering VIRTUAL Real Estate* with Katheryn DeClerck
<u>June 8-</u>	Yikes! They Found Mold* with Joseph Baratta
<u>June 9-</u>	Human Rights and Fair Housing (CORE Requirement)* with Dorothy Botsoe
<u>June 13-</u>	CORE Day* with Carole McCann
<u>June 14-</u>	Matrix 1: Introduction to Matrix* with Ismail Kolya
<u>June 16-</u>	Ethical Business Practices (CORE Requirement)* with Peter Mallon
<u>June 21-</u>	Matrix 2: The Next Step in Matrix* with Ismail Kolya
<u>June 23-</u>	2022 Legal Update (CORE Requirement)* with William O’Keeffe Agency Update (CORE Requirement)* with Carole McCann I Am Licensed, How Do I Start My Business* with Katheryn DeClerck
<u>June 28-</u>	Matrix 3: Matrix to the Max* with Ismail Kolya
<u>June 29-</u>	Co-Ops and Condos* with Barry Kramer

HGAR 22.5 Hour Virtual Education Card
Buy a Virtual Education Card and Save!
Learn more at [HGAR.com](https://www.hgar.com)



Are you looking to develop or grow your international real estate business? The NAR Certified International Property Specialist (CIPS) designation provides you with the knowledge, research, network, and tools to globalize your business.

This is a limited time offering so sign up for your required classes now.
“Special Rate” for the first 25 registrants!

HGAR believes **“Global is Local and Local is Global.”**



CIPS: Global Real Estate – Local Markets Wednesday, June 1 & Thursday, June 2, 9:00am-1:00pm
CIPS: Global Real Estate – Transaction Tools Thursday, June 16 & Friday, June 17, 9:00am-1:00pm
CIPS: Global Real Estate – Africa and International Real Estate Thursday, October 27 & Friday, October 28, 9:00am-1:00pm
CIPS: Global Real Estate – The Americas & International Real Estate Wednesday, November 16 & Thursday, November 17, 9:00am-1:00pm

****License Renewal Requirements ARE CHANGING as of September 21, 2022****

Effective September 21, 2022, as part of the 22.5 hours of continuing education required to renew both real estate salespersons and brokers will be required to complete at least 2 hours of instruction pertaining to implicit bias awareness and at least two hours of cultural competency training. Implicit bias is defined as the attitudes or stereotypes that affect an individual’s understanding, actions and decisions in an unconscious manner. Cultural competency is defined as understanding cultural norms, preferences and challenges within our diverse communities.

CALENDAR

MAY 2022 May 24 Breakfast with Benefits – “Tax Reduction Strategies for Real Estate Professionals” via Zoom, 10:00AM – 12:30 PM May 26 RPAC Happy Hour & Networking at Winding Hill Golf Course Winding Hill Golf Course, Montgomery, 5:30PM – 7:30PM MAY 30 HGAR OFFICES CLOSED – Memorial Day	JUNE 2022 June 1 Breakfast with Benefits – “FHA Loans” via Zoom, 9:30AM – 10:30AM June 9 Be Your Best Via Zoom, 12:00PM – 1:00PM June 13 Breakfast with Benefits: “Social Media Marketing” via Zoom, 9:30AM – 10:30AM	June 13 & 14 Diversity, Equity and Inclusion Summit Sheraton Mahwah Hotel, Mahwah, NJ, 1:00pm – 6:15 & 8:00AM - 4:15PM June 15 HGAR BOARD OF DIRECTORS HGAR White Plains, 10:00AM – 12:00PM	June 20 HGAR OFFICES CLOSED – Juneteenth June 21 Breakfast with Benefits – “Home Financing Update”. via Zoom, 9:30AM – 10:30AM June 28 Breakfast with Benefits – “Defer Capital Gains Tax on Real Estate, Stocks, Bonds and Other Investments” via Zoom, 9:30AM – 10:30AM
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Guest Viewpoint

County Executive's Corner: Reviving and Rebuilding Rockland

By Ed Day

Here in county government, we are always working to improve the lives of everyone who calls beautiful Rockland home. This month I am proud to announce two more grant programs that will utilize \$7 million in American Rescue Plan Act (ARPA) funds to do just that supporting small businesses and urban green spaces.

We know that people have struggled significantly because of the COVID-19 pandemic.

A report done last year by the New York State Comptroller found that four out of five small businesses in New York, which make up 99% of all businesses nationwide and about 50% of our state's workforce, continue to report negative economic impacts caused by the pandemic.

The Rockland Small Business Rescue Grant Program will utilize \$2 million in ARPA funds to reimburse small businesses between \$5,000 and \$50,000 for eligible expenses incurred during, and related to, the pandemic.

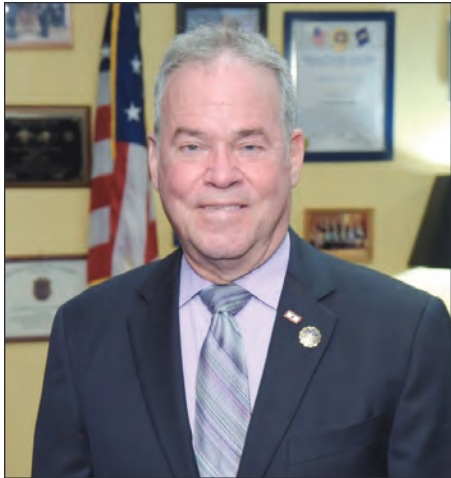
Eligible businesses include, but are not limited to, Indoor Arts, Entertainment, and Recreation, Pet Grooming, Boarding, and Walking, Restaurants, Eateries, Food Stands and Food Trucks, Bars, Bakeries, Cafes, Breweries/Wineries Catering, Delis, etc., Bookstore/Stationary, Housekeeping, Fitness Centers, Florists, General Retail, Salons/Spas, Bicycle shops, Other Consumer Service Firms (i.e., Architectural, Design, Marketing).

Eligible expenses include, but are not limited to:

- Commercial/Retail Rent (up to 3 months)
- Safety Investments (Including PPE, Cleaning Supplies, UV Cleaning Supplies/Services)
- Hardware Fees
- Software Fees
- Marketing Fees (advertising and promotion)
- Credit Card Processing Fees (difference of increase from 2021 to 2022) Supplies (operational items)

The pandemic highlighted the importance of urban green spaces. Across the country when many indoor recreation activities were restricted residents throughout Rockland chose to spend their time in outdoor areas that remained accessible. Residents who utilized urban green spaces reported better health outcomes during the pandemic than those who rarely went outside.

The Rockland Resilient Recreation Grant Program will award municipalities and non-profits between \$5,000



up to \$200,000 for investments in public urban green spaces, with the total grant program utilizing up to \$5 million in ARPA Funds.

Eligible Entities:

- Rockland County Municipalities
- Rockland County Nonprofits

Projects include but are not limited to:

- Active Parks
- Passive Parks (Gardens, open play areas, picnic areas, sitting areas, etc.)
- Playgrounds
- Paths to Connect Existing Green Spaces
- Community Food Gardens
- Multi-Use Green Infrastructure (Stormwater basins, rain gardens, etc.)
- Community beautification projects
- Mini-Forests

We have made great progress in recovering from the economic damage of the COVID-19 pandemic and must continue to support the small businesses that are the lifeblood of our economy, but a business is only as strong as their workforce. For that reason, we believe it is crucial to also invest in the mental health of our residents by developing more urban green spaces. These two programs will help ensure Rockland's recovery stays on track

I ask that you please share this information with your favorite small businesses and non-profits you may volunteer with or donate to. We're utilizing every avenue available to raise awareness of this funding.

Applications for these grant programs are available right now. For more information and to download an application visit:

<https://rocklandgov.com/departments/county-executive/reviving-and-rebuilding-rockland/grants/>

Ed Day is the County Executive of Rockland County.

BARRISTER'S BRIEFING

By Brian S. Levine, Esq

Contractual Agreements: Binding Parties and Termination

Real estate transactions begin and end with contracts. Lots and lots of contracts. This month, I'm going to address some issues related to these contracts.

Executing a Contract

While an agent is the party who meets with the client (buyer or seller), negotiates all the terms, and does all the "heavy lifting," it's the broker who is the party to the contract. In many cases, an agent can be authorized to sign a contract on behalf of the brokerage; therefore, it is a best practice for the brokerage to establish the terms upon which an agent can execute an agreement. Additionally, it's important that the agent ensures that all the necessary terms are set forth in the contract in clear language.

Make sure the beginning and end dates of the agreement are there. Make sure the commissions or any monetary amounts are established. Make sure any agreed upon conditions, duties and obligations are in plain language. Ensure provisions regarding what happens if the contract expires while a deal is pending are filled out. If using a standardized form, make sure that nothing is left out and a line is drawn through things that are to be left blank/omitted. Most importantly, make sure the date the contract is being executed is included and all the necessary parties sign the contract (If there are multiple sellers, all will need to sign the listing, or a document authorizing a seller to sign on behalf of all should be produced). A contract should always be dated on the date it is executed. Without it, you may not have a valid contract and/or a party could try to intervene and claim that there was a pre-existing contract that supersedes your contract.

And remember: Always provide a copy of the contract to the client. It's a Code of Ethics requirement.

Modifying or Terminating a Contract

First, changes to or termination of a contract requires the approval of both parties. If an agent is authorized to execute a contract on behalf of a brokerage, they are similarly authorized to modify or terminate a contract on behalf of a brokerage, so it is important for a brokerage to establish the terms upon which an agent can modify or terminate an agreement. It is also important for an agent to remember that, as a licensee, they have a fiduciary duty to their broker to act in the broker's best interest. This means that an agent should think twice and discuss modifying or canceling any contract with their broker before taking any action. Failure to do so could open the agent up to a lawsuit for damages such as lost commissions, as well as possible Department of State action.

Quite often, a modification to a contract might become necessary during the life of the contract. A change in start dates, commission amounts, showing instructions and other smaller issues may be required. Also, sometimes due to a monetary dispute, it may be necessary for an agent to reduce a commission at the closing table by an agreed-to amount. The need to make changes to a con-

tract are endless and, so long as the parties agree to the changes (best practice is for the agent to discuss any major changes with his/her broker), the contract can be easily modified.

Terminating a contract can be a little trickier. Again remember, both parties must agree to the contract termination. Members of the public may be under the false impression that they can terminate an agreement because they have a right to select their own representation. These two things are separate. While a member of the public does have the right to select his/her own representative, they cannot terminate the agreement without the consent of the brokerage. This means that the person can end the relationship, find another brokerage, and that new brokerage might bring about the sale of their property or that brokerage may be the procuring cause of a transaction; however, the former client may still owe the first brokerage a commission pursuant to the underlying contract with that brokerage if that contract has not expired.

Often, if the desire of both parties is to go their separate ways, there are several options available to the brokerage to terminate the contract. One possible solution is to give the client a full and immediate release. Another possibility is to enter into what is called an "accord and satisfaction." This is a legal term that means that the parties enter into a contract for the release of the underlying obligations/contract. In exchange for the release, the brokerage can ask for a wide variety of things such as their current costs incurred working with the client, a flat fee, a referral fee for the term of the underlying contract (with the client being required to notify the new brokerage of the agreement). They sky is the limit. Another possibility is that the brokerage refuses to terminate the contract and keeps both parties bound to it for its full term. Keep in mind that, in this situation, the brokerage must still act in the best interests of the client (Code of Ethics). This may mean that, if asked, they will have to take the property off the market, stop showing it, stop marketing it, etc. Additionally, the brokerage will still need to communicate with the client, conduct showings, and even present offers if they are made.

Conversely, a brokerage cannot terminate a contract without the consent of the client. Once again, both parties have to agree to terminate the contract. Further, while a client can terminate the relationship and move on to another brokerage, a licensee has a higher fiduciary duty to the client and they cannot terminate the relationship unless there is some illegal or criminal act begin performed by the client. In short, the brokerage is bound to continue to work with the client until both parties agree to terminate the contract and the relationship. Short of that, the licensee must continue to act in the best interests of the client, even if the client is behaving poorly.

Conclusion

The use of contracts establishes duties and obligations between two parties that are legally binding. Nei-

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New York State Awards Food Bank of Hudson Valley \$10.7 Million to Build New Facility in Montgomery

By John Jordan

ALBANY—New York Gov. Kathy Hochul announced on April 25th a \$10.7-million award to Food Bank of the Hudson Valley for the construction of a new 40,000-square-foot food distribution warehouse in the Town of Montgomery.

State officials noted that the increased demand for emergency food assistance due to the COVID-19 pandemic necessitated a larger facility with additional capacity for cold storage and sorting. The new 40,000-square-foot warehouse is expected to benefit 179,000 low- to moderate-income New Yorkers currently receiving assistance from Hudson Valley food banks.

Sara Gunn, director of the Food Bank of the Hudson Valley, said that the new facility will double the not-for-profit's storage and office capacity of its current location at 195 Hudson St. in Cornwall-on-Hudson. A firm date on the relocation has not been established. Gunn said that the Food Bank is hopeful it can complete the move to the new location at the corner of Route 416 and 211 adjacent to the new Medline facility, by the end of 2023. Its current landlord has agreed to have the Food Bank utilize its Cornwall space rent-free for the next two years.

"The ongoing financial impact of the pandemic has left more New Yorkers to rely on their local food pantries to feed their families," Gov. Hochul said. "New York is committed to addressing food insecurity and combating hunger in our communities, and this new larger facility will strengthen our emergency food network in the Hudson Valley and help more residents in need."

The award to the Town of Montgomery was made through the Community Development Block Grant CARES program administered by New York State Homes and Community Renewal. Due to the economic impact of the COVID-19 pandemic, the demand for food assistance across the Hudson Valley Region grew substantially and the Food Bank of the Hudson Valley outgrew its current facility.

"We at the Food Bank of the Hudson Valley are thrilled to be receiving this \$10.7-million grant to fund our new warehouse/office space in the historic Village of Montgomery," Gunn said. "Receiving this grant is a game-changer because it enables us to reach the needs of 179,000 people in our region who are experiencing food insecurity."

Molly Nicol, CEO Regional Food Bank of Northeastern New York and the Food Bank of the Hudson Valley, said, "The Regional Food Bank of the Hudson Valley is thrilled to be partnering with the Town of Montgomery to establish this vital resource in the His-



A host of state, local and Food Bank of the Hudson Valley officials were on hand to celebrate the award of \$10.7 million for its new facility to be built in Montgomery.

toric Village of Montgomery to meet the need for food assistance in the community. This new warehouse will enable us to better fulfill our mission. We will be closer to our donation partners, closer to our distribution partners, closer to our neighbors in need and truly imbedded in this wonderful community. It is so exciting to imagine a new and better future for the region." The Food Bank of the Hudson Valley is a branch of the Regional Food Bank of Northeastern New York.

The new distribution warehouse will provide increased capacity to obtain, store, and distribute food donations to 400 member agencies in six counties in the lower Hudson Valley: Orange, Ulster, Dutchess, Sullivan, and Putnam counties. It is estimated that nearly 179,000 low- to moderate-income New Yorkers in the Hudson Valley are currently receiving food assistance. The expanded facility will also give volunteers and staff sufficient space to gather safely to assist preparing food for recipients, preventing the further spread of COVID-19. The Food Bank of the Hudson Valley currently utilizes approximately 20,000 square feet of space at its facility in Cornwall. The Food Bank currently employs 25 workers and expects to hire additional staff once operational in Montgomery.

Additional funding for the project includes a \$1.9-million contribution from the Food Bank of the Hudson Valley and nearly \$800,000 in private donations.

The federal Community Development Block Grant CARES Act funding was allocated to states to support community projects that address pandemic-related health and safety issues and improve public services.

Homes and Community Renewal Commissioner RuthAnne Visnaukas said, "This \$10.7-million award will enable the Food Bank of the Hudson

Valley to improve distributions to 400 pantries and emergency food providers while keeping essential staff and volunteers healthy and safe. Due to the pandemic and rising costs, hundreds of thousands of additional New Yorkers have turned to their local food pantries for assistance to put meals on their tables. HCR is committed to helping localities across the state strengthen their capacity to provide life-enhancing public services that result in thriving and more equitable communities. By helping the Food Bank build the infrastructure necessary to make these urgently needed distributions, we can ensure that food bank patrons in the Hudson Valley have reliable access to fresh and nutritious food for the long-term."

Orange County Executive Steven M. Neuhaus said, "Orange County has long considered the Food Bank an important strategic partner and I am ecstatic to hear about this important funding provided by New York State. We are grateful for everything that the Food Bank has contributed to assisting some of the most vulnerable residents in our communities and will continue to work closely with the Food Bank to ensure that residents, including many older adults, are able to obtain food."

Town of Montgomery Supervisor Brian Maher said, "This truly was a team effort. Over the past two years the town has been working with the Hudson Valley Food Bank to do our

best to ensure this facility would be built in the Town of Montgomery. Our team at the town worked diligently with the Village of Montgomery, the NYS Homes and Community Renewal, our partners at the Hudson Valley Food Bank and other local stakeholders and county, state and federal elected officials to ensure this day would come. We are very proud to call Montgomery the future epicenter for local food pantries in the Hudson Valley. This project also has had the support from our community as well and that is something that means a great deal to us."

Conor Eckert, the former executive director of the Town of Montgomery Industrial Development Agency and director of economic development for the Town of Montgomery, said the Food Bank approached the town with the 40,000-square-foot requirement and a search was conducted that eventually resulted in the Food Bank's selection of the six-acre parcel at the Aden Brook Farm.

"The funding for this project is vital for both driving economic development and combating food insecurity in the Hudson Valley in the wake of the pandemic," said Eckert, who now serves as the vice president of business attraction and senior development officer of the Orange County Partnership. "This project will help pave the way for more resilient, healthier communities, while creating good-paying jobs."



The Food Bank of the Hudson Valley's current location is at 195 Hudson St. in Cornwall-on-Hudson.

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Former Charter Communications HQ Acquired By George Comfort & Sons for \$72 Million

STAMFORD, CT—A partnership of New York City-based George Comfort & Sons and AVG Partners of Beverly Hills, CA has acquired the former headquarters of Charter Communications at 400 Atlantic St. here for \$72 million.

Commercial brokerage firm CBRE reported the transaction for the 14-story, 508,043-square-foot office tower. The property became available following Charter’s completion of its new 875,000-square-foot, two building campus at 400 Washington Blvd. in Downtown Stamford.

The 30% leased, 400 Atlantic St. building is located on the southeast corner of Atlantic Street and Tresser Boulevard in the heart of the Stamford CBD. Jeffrey Dunne, Steven Bardsley, Jeremy Neuer and Travis Langer of CBRE’s Institutional Properties Group, in collaboration with Meredith LaPier of Advisory and Transaction Services, represented the seller, Spectrum Stamford, LLC, which is managed by Charter Communications, Inc. CBRE



New York City-based George Comfort & Sons is the new owner of the more than 508,000-square-foot office tower at 400 Atlantic St. in Stamford, CT.

also procured the buyer, a partnership between George Comfort & Sons and AVG Partners.

CBRE Vice Chairman Dunne said of the deal, “Stamford has transformed from a predominantly FIRE sector economy, to be a much more industry

attractive market for the purchaser to be successful in the repositioning of 400 Atlantic Street.”

George Comfort & Sons has significant holdings in New York City, Fairfield County and Westchester County. Its Westchester holdings include: the Centre at Purchase, 601 Midland Ave., Rye, 900 King St., Rye Brook and 1100 King St., Rye Brook, as well as the redevelopment of the former Good Counsel campus on North Broadway in White Plains.

CBRE Institutional Properties is marketing a number of investment opportunities in the New York City and surrounding suburban markets that include: 33 Riverside Ave., a 91% leased, 42,432-square-foot waterfront property in Westport, CT; 710 Bridgeport Ave., a 452,414-square-foot, 100% leased industrial building in Shelton, CT; 1311 Mamaroneck Avenue, a 310,882-square-foot office building in White Plains and Garden City Plaza, a 594,813-square-foot, four-building office campus in Garden City.

Realogy Holdings to Rebrand as ‘Anywhere Real Estate’

Continued from page 8

and talent strategy into the future. The purpose, “Empower everyone’s next move,” speaks to many of the company’s stakeholders, including employees, entrepreneurs, and consumers, by pledging to provide the products, tools, and resources to foster a culture where anyone can win.

“This is not only a business and strategic transformation but also a culture change,” said Tanya Reu-Narvaez, Realogy chief people officer. “Our talent

strategy, led by our new purpose and positioning, enables us to engage employees anywhere in their career journey. Additionally, with our remote-first, hybrid company approach, many of our people can literally work from any place, offering employees the benefits of productivity gains, flexibility, and choice.”

The Anywhere naming and brand development was led by multidisciplinary San Francisco-based design studio, Hybrid Design.

Contractual Agreements

Continued from page 14

ther party alone can break those bonds. The contract provides guarantees and safety to both, so ensure that they are clear and executed properly, that modifications are approved and in plain language, and that terminations are joint decisions.

***Disclaimer:** The thoughts presented in this article are only a sampling of the options available to licensees regarding the creation or termination of a contract and are provided for illustrative purposes only. The author is not providing a legal opinion as to the rights and obligations of a licensee un-

der a contract. A licensee should consult with his/her attorney regarding the options and actions they should take relating to the creation, modification, or termination of a contract. In no way is this article an attempt to establish a standardized policy or procedure in the effectuation, modification, or termination of contracts in contravention of antitrust laws.

Brian S. Levine, Esq. is In-House Counsel/Director of Legal Services & Professional Standards Administrator for the Hudson Gateway Association of Realtors.

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Danielle Noak Continued from page 11

She and her husband, John, have four children—Brianna, 26, Danny, 25, Bethany, 24 Andrew, 18, and a chocolate lab puppy, Sadie. Residing on Long Island’s north shore, Noak grew up in the same area, and her son is the third generation to graduate from the same local high school. While her older children are out on their own, her

87-year-old grandmother lives with her now. “I’ve been so lucky to be able to have her stay with us,” she added.

In her free time, she loves gardening, and listening to podcasts and audiobooks on her daily commute to the Bronx. “I’ve been doing this commute for 26 years, but I never get tired of it.”

PEOPLE: Green Team Realty

Continued from page 10

region. Green will remain as the Real Estate Broker of Record for all Green Team agencies and continue to oversee all related operations.

“I am extremely excited to take on this new and challenging role. I have learned so much from him (Geoff) since joining his brokerage and I intend to exceed his expectations with this incredible opportunity.” Garby stated.

Garby graduated from Cornell University in 1997 with a focus on Finance. After graduation, she began her career in Investment Banking as an Analyst with Deutsche Bank. With a drive for success, she worked up the ranks to Associate and soon after, Vice President of the Structured Capital Markets division. In 2007, still with Deutsche Bank, she shifted over to their Longevity Derivatives Group where she joined as a Vice President and was soon promoted to Direc-

tor. Here she structured, negotiated, and executed multi-dimensional programs for the origination of premium finance loans and annuities which led the team in obtaining approval to sell longevity/mortality products in over a dozen countries. Later, she formed her own consulting firm called VAG Consulting acting as CEO/Founder.

In the meantime, Garby and her husband pursued real estate investments. With multiple properties purchased and subsequently rented, they decided it would make the most financial sense for Garby to obtain her real estate license. Since joining Green Team Realty, Garby has become a top salesperson, developed a desired reputation, and is the recipient of many sales awards. She has been a top 10 finisher for the past six years at Green Team New York Realty. She is also the most prolific commercial real estate producer in the history of Green Team Realty.

City of Newburgh Issues Two Request for Proposals To Redevelop a Number of City-Owned Properties

By John Jordan

NEWBURGH—The City of Newburgh has recently issued two Request for Proposals (RFPs) that represent what it terms are “exciting and unique development opportunities” for several city-owned properties, including City Hall.

The first, RFP #11.22, seeks proposals for the creative redevelopment of numerous city-owned properties—both existing buildings and vacant parcels—that the city hopes will result in a new municipal campus.

The RFP includes 17 vacant parcels on Broadway, Johnston and Lander streets for redevelopment totaling nearly two acres, as well as three parking lots and one abandoned parking lot. The RFP also includes the historic City Hall building at 83 Broadway and the 55 Broadway complex that has been used as the headquarters for the city’s police and fire departments.

Newburgh’s City Hall was originally constructed as an industrial building in 1882 to house the Bazzoni Carriage Works—a manufacturer of sleighs and horse-drawn carriages. The City of Newburgh purchased the building in 1893 and contracted with the architectural firm of Frank Estabrook to renovate the building for public use. In 1895 the city government offices officially opened at 83 Broadway, and the City Council began holding meetings in the two-story Council Chambers on the second floor.

The RFP states: “The City of Newburgh is requesting developers to create a master land use/redevelopment plan for one or all of the parcels listed above. Proposals may also include development on privately-owned parcels or in coordination with the develop-



Part of one RFP is the historic City Hall building at 83 Broadway in Downtown Newburgh.

ment of privately-owned parcels, provided there is a reasonable possibility the proposer can enter into an appropriate agreement with the property owner.

The master land use plan must include a proposal to incorporate essential city services and uses—City Hall (and related municipal offices currently in other locations), Police Department (excluding any lock-up facilities) and Fire Department—and municipal parking within a mixed-use, transit-oriented development scenario. The repurposing and redevelopment of the available city-owned parcels needs to adhere to the appropriate zoning regulations, East End Historic District (EEHD) guidelines, and any stated city goals and objectives.”

The RFP document stated that the 55 Broadway building that houses

the city’s police and fire departments could be either redeveloped or demolished as part of a bidder’s master plan.

Sealed bids will be received by the City Comptroller in the City Comptroller’s Office at City Hall, 83 Broadway, 4th Floor, Newburgh, New York 12550 until 4 p.m. on June 3rd, 2022 for the RFP# 11.22 solicitation.

The second, RFP #14.22, looks for proposals to remediate 842 Broadway, a fire-damaged gas station, and transform it into what the city describes as “a welcoming business establishment at a key gateway into the City of Newburgh.”

The property located at the western entrance to the city on Broadway was known and operated as Dennis’s Sunoco, a gas station and auto repair shop for many years. “The building was built in 1945, according to the as-

essor’s records, and is estimated to be approximately 3,360 square feet in size. The property suffered a significant fire in December 2018, which left the building as a burned-out shell. The property is an environmental hazard, both above and below ground,” according to the RFP.

The city is nearing the completion of a tax foreclosure proceeding to acquire title to the property. The city has also entered into an agreement with the New York Environmental Protection and Spill Compensation Fund to conduct the below-ground portion of the remediation. The approved developer will be required to enter into a Site Development Agreement with the city, with terms and conditions to be approved by the Newburgh City Council, the RFP states.

Sealed bids were to be received by the City Comptroller in City Comptroller’s Office at City Hall, 83 Broadway, 4th Floor, Newburgh, New York 12550 until 4 p.m. on May 13, 2022 for the Remediation and Purchase of 842 Broadway.

Detailed information on both RFPs can be found on the Bidnet website (<https://www.bidnetdirect.com/>) as well as on the Planning and Development’s departmental page on the City of Newburgh’s website (www.cityofnewburgh-ny.gov).

Potential purchasers are urged to consult the City of Newburgh’s updated Surplus Property Disposition Policy (<https://www.cityofnewburgh-ny.gov/249/Disposition-Policies>) before submitting any offers or proposals.

For more information, contact the Director of Planning and Development, Alexandra Church at 845-569-9400 or via e-mail at planning@cityofnewburgh-ny.gov.



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Co-Op City’s \$622M Refinancing Deal Frees Up \$124 Million for Repairs to Bronx Housing Complex

NEW YORK—A host of federal, state and city agencies have closed on the refinancing of a \$621.5-million U.S. Housing and Urban Development loan with Riverbay Corp., the management company for Co-op City in the Bronx.

The refinancing deal announced on April 27, provides Riverbay Corp. with \$124 million in proceeds that will be used for capital improvements, including upgrades to the HVAC, façade maintenance, and electrical systems at the nation’s largest cooperative housing development.

“My administration is committed to maintaining access to safe, quality affordable housing that enables New Yorkers to live with the dignity they deserve,” Gov. Kathy Hochul said. “This transformative injection of capital funding will allow us to modernize Co-op City, the largest housing cooperative in the world, and ensure long-term affordability for its 45,000 residents.”

United States Department of Housing and Urban Development Secretary Marcia L. Fudge said, “We applaud the successful completion of the refinance for the Bronx’s Co-op City Complex. The Biden-Harris Administration and HUD are committed to stabilizing the housing market nationwide using every tool at our disposal, including utilizing Federal Housing Administration multifamily mortgage insurance as a key financing source. From supporting larger loans in major metropolitan areas to smaller loans in rural communities and suburbs, HUD is proud to be a partner in creating and preserving affordable housing across the country.”

U.S. Sen. Charles Schumer said, “The Bronx’s Co-op City provides an affordable home to more than 45,000 New Yorkers in an increasingly ex-



Co-Op City is the nation’s largest cooperative housing development and is located on 320 acres in the Northeast Bronx.

pensive housing market. That’s why I worked to secure a timely refinance agreement for Co-op City, which will help maintain the quality, viability and long-term affordability of this one-of-a-kind community. The deal will also improve the lives of the residents by allowing repairs and other improvements to be made, all while providing affordable housing for generations to come. We haven’t stopped pushing and working with HUD to lock in the refinance and we are proud to announce HUD approval.”

U.S. Rep. Jamaal Bowman said, “Co-op City is truly a one-of-a-kind community, home to the largest affordable housing cooperative in America and more than 45,000 constituents that I am honored to serve. It is imperative that the Co-op City community has the funds needed to maintain their afford-

able housing and commercial space, which supports all who live there. I am proud to have worked alongside the U.S. Department of Housing and Urban Development under Secretary Fudge’s leadership, Majority Leader Schumer, and Governor Hochul to advance a timely refinance agreement for Riverbay Corp, which will unlock significant capital funds for urgent repairs. Co-op City is a prime example of what cooperative housing can look like across this nation and I look forward to seeing how this loan refinance will continue to support making this community even more sustainable, livable and affordable.”

The restructured \$621.5 million mortgage loan from Wells Fargo extends the term of affordability for an additional 10 years and provides \$124 million for the cooperative to under-

take necessary capital repairs. With 15,372 homes, Co-op City is the largest cooperative housing development in the world. The Mortgage Insurance Fund of the State of New York Mortgage Agency, which is part of New York State Homes and Community Renewal, and the New York City Housing Development Corporation, will provide credit support with \$55 million and \$15 million coverage of the loan, respectively.

The loan includes \$15 million for immediate capital repairs, including approximately \$10 million for balcony and façade repair, \$2.5 million for the replacement of residential water pumps and \$2.5 million for the replacement of garage elevators. The loan also includes \$109 million to replenish a reserve account for future repairs, all without raising maintenance charges for residents.

Co-op City Board President Bernard Cylich said of the refinancing deal, “This loan will assist us to maintain our buildings and infrastructure while reducing the need for our residents to pay huge fee increases. On behalf of the Board of Directors and residents, I want to thank all of the government agencies and elected officials who have supported us and worked together to get this loan closed.”

The 2012 Wells Fargo mortgage loan to Riverbay Corporation was the largest ever insured under the Department of Housing and Urban Development’s Sec. 223(f) program, which protects lenders against loss on mortgage defaults at multifamily properties.

Co-op City sits on 320 acres in the Northeast Bronx and has multiple schools, three commercial malls and its own power plant.

Legal Updates

FREE MONTHLY



As a member benefit, NYSAR is hosting **FREE monthly legal updates** via Zoom.

These updates will be available for one hour of **CE credit** that satisfies the CE requirement for training on legal matters that relate to real estate.

CE credit is available on a first come, first served basis, but the updates will also be live streamed (for non-CE credit) to watch.

LEGAL UPDATE SESSIONS	
» June 15	» October 26
» July 18	» November 21
» August 16	» December 12
» September 20	

For information or to register for a legal update, visit www.nysar.com/education/legal-update



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The Latest on: Vibby.Com, Edit Context Menus, App Lists, Removing Personal Online Data, Apple Sidecar’ and More

These days, many people share information using video. Unfortunately, the content within videos that needs to be shared/highlighted is often just a portion of the whole video. Vibby is a web service that can help in these situations. How? By enabling you to identify video snippets (start and stop points within videos) and be able to share just these snippet(s) as a single video. If this topic interests you, here is the link to the service’s FAQ page...www.vibby.com/faq

To help you get started with the Vibby.com service, the following link will lead you to a helpful YouTube tutorial titled “Vibby Tutorial - video mash-ups YouTube tool”...www.tinyurl.com/y2wq74up

I created a “Vib” that includes a video snippet from three different YouTube videos from three different YouTube channels. To check it out, please visit...www.tinyurl.com/y3j5ych5 (*The Vibby service calls videos generated from its platform “Vibs”).

Editing Windows 10/11 Context Menus

In Windows, when you right-click on files and folders the menu that appears is known as a “Context Menu.” Over time, as you install additional apps, the number of items that appear on context menus sometimes increases to a point where these menus can become inefficient to navigate and use. When (or preferably before) you get to this point, I would encourage you to consider paring down the number of available context menu items. If this topic interests you and you want to learn more about modifying your PC’s context menus the thewindowsclub.com article titled “Add, Remove, Edit Context Menu items in Windows 11/10 with Context Menu Editors” covers several solutions that can help you to address this problem. Here is a link to this useful article...www.tinyurl.com/ynfrckbw

TECH TALK

By John Vrooman
john@johnvrooman.com



Some Helpful Moving-Related Apps

As a Realtor, you may want to maintain a list of apps that customers and clients may find helpful in some way during the buying, selling, and moving processes. An article titled “The 7 Best Mobile Apps to Help You When You’re Moving” identifies some apps that you might want to add to such an apps list. Here is a link to the article...www.tinyurl.com/24ecrfyj

Help with Deleting Personal Data/Information from Google

If the topic of having personal data/information deleted from public records websites and/or from Google search results interests you, I would encourage you to review the following two articles.

MakeUseOf.com article: “How to Delete Your Personal Data From Public Record Websites” ...www.tinyurl.com/452esxxr

Techcrunch.com article: “How to remove your personal information from Google search results” ...www.tinyurl.com/bdzaun7f

Two related tips: 1) If you have a negative review on a specific service/website, I suggest that you Google the service’s name along with the search keywords “remove” and “review.” The search results for searches formatted in this way often include links to possible solutions; 2) If you do a search using the following search keywords “online reputation management service,” the search results will include links to services that can help you to improve and main-

tain your personal or business’ online reputation.

Tip for Finding a Product’s User Manual

I like having access to digital versions of product user manuals in an online folder that I can access from my phone. The following link leads to a makeuseof.com article titled “How to Find Any Instruction Manual for Free Online,” which may be able to help you find manuals for some of your products...www.tinyurl.com/y23a5e8h

Apple Sidecar Vs. Universal Control

If you have a Mac computer and an iPad, you may be able to use Apple’s “Side Car” and/or (its newer) “Universal Control” features. Both features enable you to connect a Mac computer and an iPad so that you can use the iPad as a second screen. To learn more about these two features, how to use them, and what the differences are between them, please visit the following link... www.tinyurl.com/44s3ef6v (This link leads to a YouTube.com search results page that includes helpful videos on the topic.)

Reacquaint Yourself With Microsoft’s Speech Recognition and Voice Typing Capabilities

Over time, the list of available speech recognition/dictation/voice typing commands and the feature’s overall capabilities and accuracy keeps improving. If you are not familiar with Window’s speech recognition/voice typing/dictation capabilities or have not

tried them yet, you should! To help get you started, I would encourage you to review the following web pages...

Article at Microsoft.com titled “Windows Speech Recognition commands” ...www.tinyurl.com/yejt3m3

Article at Google.com titled “Type with your voice” ...www.tinyurl.com/459vfay4

Adding Emergency Information to Your Phone’s Lock Screen?

Adding emergency contact information to your phone’s lock screen is something you may want to consider doing since it could potentially save your life! To learn more about this topic, an article at pcmag.com titled “How to Add Emergency Info to Your Phone’s Lock Screen” covers the topic quite well. The article includes “how-to” information and instructions for both iPhone and Android phone users. The following link will take you to the article...www.tinyurl.com/5n7r8uj4

Reminders

This month’s column can be viewed at...www.realestateindepth.com/technology (Benefit: If you read this column online, you will be able to click on and visit the mentioned links more easily.)

You can view previous articles by visiting the *Real Estate In-Depth* online archive at www.realestateindepth.com/supplements/archives

If you have any comments, suggestions, tips, or questions, you can email John at john@johnvrooman.com

John Vrooman keeps an eye out for cool new hardware, software, apps, gadgets; SaaS solutions; social media developments, trends, tips, personal/ SMB productivity solutions, and more. He gathers information for his column from a diverse range of resources and he enjoys sharing his discoveries with others. John has been authoring this column since August 2000 and welcomes your feedback.

PUTNAM POSTING

By Jennifer Maher



Putnam County Shares Taxes

By Jennifer Maher

Putnam County Executive MaryEllen Odell recently advocated for the adoption of a new sales-tax sharing model. For years, villages and towns have asked Putnam County to share their revenue from taxes on goods sold within our borders.

The county will only share tax revenue for years in which Putnam County’s sales-tax revenue increases over the previous year. The amount going to towns and villages would be divided up on a per-capita basis.

According to data given to the county Legislature’s Audit Committee on Feb. 22, in most years from 2010 through 2021 Putnam’s sales tax income exceeded that of the year before. In 2021, Putnam collected \$78 million, compared to \$66.7 million in 2020 and \$66 million in 2019.

To start the sharing, the county executive proposes to put \$5 million in a municipal sales-tax allotment with \$5 million from the county’s \$19 million in federal COVID-related American Rescue Plan Act (ARPA) money, creating a pool of \$10 million.

This is something towns and villages have been requesting for a long time but it was always turned down by the county due to the fact that the county has taken responsibility for the properties that are behind in property taxes, making towns whole as well as other services provided by the county to towns.

This plan is progress towards consolidation and working together.

Jennifer Maher is a partner of J. Philip Real Estate and Founding Chairwoman of the Putnam County Business Council.



From left, Shari Porter-Porter Realty Boutique; Danielle Russodivito- Prime Homes Property Group/Prime Commercial & Property Management; Adam O’Gorman-Nova North Commercial and Jessica Lampone-Willow Brook Properties.

New Rockland County Brokers Discuss Sometimes Difficult Path to Opening

NEW CITY—Executives with four newly opened Rockland County residential brokerage firms recently met in New City to discuss their respective paths to opening their own independent brokerage in the county and the difficulties each faced in venturing out on their own.

The four Brokers formed a group to help support each other through collaboration and communication in order to continue to raise the standards of being a Broker/Owner Realtor. The group’s first session was held at the Fire & Cork Kitchen & Wine Bar in New City.



President Biden Unveils New Housing Supply Action Plan Promising to Close Housing Supply Gap in Five Years

WASHINGTON—The initial reaction from the real estate industry to President Biden’s Housing Supply Action Plan that looks through a variety of measures to increase the affordable housing stock in the United States by preserving and building hundreds of thousands of units and close the housing supply gap in the country within the next five years was generally favorable.

President Biden released the plan on May 16. Administration officials termed the Housing Supply Action Plan as “the most comprehensive of all government efforts to close the housing supply shortfall in history.”

The plan comes after President Biden’s \$1.75-trillion Build Back Better plan talled in Congress back in December. Build Back Better called for \$150 billion in funding for the construction and rehabilitation of more than 1 million affordable rental and single-family homes. No cost estimates were released on the Housing Supply Action Plan.

Under the plan, the administration will:

- Reward jurisdictions that have reformed zoning and land-use policies with higher scores in certain federal grant processes, for the first time at scale.
- Deploy new financing mechanisms to build and preserve more housing where financing gaps currently exist: manufactured housing (including with chattel loans that the majority of manufactured housing purchasers rely on), accessory dwelling units (ADUs), 2-4 unit properties, and smaller multifamily buildings.
- Expand and improve existing



President Biden released the Housing Supply Action Plan on May 16.

PHOTO CREDIT: THE WHITE HOUSE

forms of federal financing, including for affordable multifamily development and preservation. This includes making Construction to Permanent loans (where one loan finances the construction but is also a long-term mortgage) more widely available by exploring the feasibility of Fannie Mae purchase of these loans; promoting the use of state, local, and Tribal government COVID-19 recovery funds to expand affordable housing supply; and announcing reforms to the Low Income Housing Tax Credit (LIHTC), which provides credits to private investors developing affordable rental housing, and the HOME Investment Partnerships Program (HOME), which provides grants to states and localities that communities use to fund a wide range of housing activities.

- Ensure that more government-owned supply of homes and other housing goes to owners who will live in them—or non-profits who will rehab them—not large institutional investors.
- Work with the private sector to address supply chain challenges and improve building techniques to fin-

ish construction in 2022 on the most new homes in any year since 2006.

Some of the funding highlights from the administration’s announcement include: The Unlocking Possibilities Program, proposed by President Biden and included in the reconciliation bill passed by the House last year, would establish a new, \$1.75-billion competitive grant program, administered by HUD, to help states and localities eliminate needless barriers to affordable housing production, including permitting for manufactured housing communities.

Building on the Unlocking Possibilities Program, the President’s 2023 Budget includes a mandatory spending proposal that would provide \$10 billion in HUD Grants to Reduce Affordable Housing Barriers for states and localities that have already adopted Housing Forward policies and practices to address challenges to housing supply production constraints. While Unlocking Possibilities would help states and localities undertake reform, the Housing Supply Fund would reward those that have already made reforms by giving them additional funding to boost the affordability and maximize the benefits of their new policies. This funding would also support broader housing development activities, including environmental planning and mitigation, road infrastructure, and water or sewer infrastructure, the administration stated.

In addition, the plan calls for the financing for the development of 500,000 units of housing for low- and moderate-income renters and homebuyers. The President’s 2023 Budget

includes a proposal for \$25 billion for grants for affordable housing production. These resources would be distributed to state and local housing finance agencies and their partners, territories, and tribes, and would be focused on streamlining financing tools to reduce transaction costs and increase housing supply through multifamily and single-family housing units of modest density (up to 100 units per site). HUD will encourage grantees to develop housing that directly meet identified local needs, especially housing that is not sufficiently provided by the market. This includes intergenerational housing, investments that place vacant or underutilized properties back into productive use, ADUs, and novel and non-traditional development techniques, including modular, panelized, or manufactured housing. States and localities would have flexibility to design their programs to meet local needs, and the resources would be used to support renters and homebuyers with up to 150% of area median income in high-cost areas.

A host of real estate and finance organizations came out in support of the plan. Mortgage Bankers Association President and CEO Bob Broeksmit, CMB, stated, “MBA commends the Biden administration for announcing steps to alleviate the acute shortage of single-family and multifamily housing for prospective homebuyers and renters. Eliminating the regulatory barriers to new construction, including manufactured housing, in underserved markets; expanding affordable financing for multifamily development and rehab projects; and a commitment to more private and public sector partnerships

Please turn to page 21



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Realtor

Continued from page 12

- Melanie R. Moore
Exit Realty Premium
- Mabel Moreno
Howard Hanna Rand Realty, White Plains
- Trina Morni
Patricia Forgione's Realty
- Robert G. Mulligan
Keller Williams Realty Partner, Baldwin Place
- Jalessa Muschette
Keller Williams NY Realty
- Nicole Naclerio
Exp Realty, White Plains
- Omar Nasif
Exit Realty Premium
- Christopher J. Naughton
Scope Realty Bx
- Megan Niwinski
City Connections Realty Inc.
- Luis Nunez
Century 21 Future Homes Realty, Bronx
- Francis E. O'Shea
Houlihan Lawrence, Inc., Irvington
- Abimbola E. Olusoji
Keller Williams Realty NYC Group
- Kristan E. Pantone
Weichert Realtors, Larchmont
- Brittney Pellegrino
Compass Greater NY, LLC, Rye Brook
- Emiliano D. Perez
OWNNew York Realty, LLC
- Joan Perez
Station Cities
- Gabriela Pires
Berkshire Hathaway Home Services New York Properties, Larchmont
- Dielle Plumbi
Keller Williams NY Realty
- Anthony Poggioreale
Redfin Real Estate
- Christine M. Powers
Westchester Realty NY LLC
- Hershel Reisz
eRealty Advisors, Inc.
- Angela Reyes
Coldwell Banker Signature Properties, Bronx
- Nicole Rivera
Hudson Valley Home Connection
- Alicia A. Rodriguez
EXIT Realty Private Client, Bronx
- Steven Rodriguez
EXIT Realty Private Client, Bronx
- Gianna M. Roman
Century 21 Future Homes Realty, Bronx
- Maria Saha
Houlihan Lawrence, Inc., Rhinebeck
- Moses Schreiber
Preferred Properties Real Estate
- Astrit Selimaj
Compass Greater NY, LLC, Cortlandt Manor
- Jordan Simmons
Howard Hanna Rand Realty, New Windsor
- Peter Sisca
Joyce Realty Corp.
- Susan K. Sobol
Cabins & Canoes Real Estate
- Yanka Soledispa
CENTURY 21 ROYAL
- Thomas Sorbella
Keller Williams Realty Group
- ** Fatima Soussi Larfaoui
Yellowbrick Real Estate LLC
- Angela Spina
eRealty Advisors, Inc.
- Ye Tian
Voro LLC
- Lorie Torpey
Level Group Inc.
- Sandra Treusdell
Weichert Realtors, Rye
- Eric Tuthill
Coldwell Banker Realty, New City
- Jonathan M. Valino
Exp Realty, White Plains
- Alane Van Donsel
Exp Realty, White Plains
- Katherine S. Vasquez
Real Broker NY LLC
- Norma Vazquez
Weichert Realtors, Monroe
- Zebee A. Voss
Coldwell Banker Realty, Dobbs Ferry
- Tapia Walkiris
Scope Realty Bx
- Gary Warden
Exp Realty, White Plains
- Shanelle L. Washington
Home Management A Inc.
- Jia Wei
Keller Williams Realty Group
- Yenty Weiss
Flag Realty Group
- Erin Wik
Robert A. McCaffrey Realty Inc.
- Bryant Wilder
Link NY Realty
- Cristina Williams
Christies International Real Estate, New City
- Tamara Yakubova
Poljan Properties Inc.
- Jeongho Yun
Houlihan Lawrence, Inc., Scarsdale
- Gail P. Zwiren
William Raveis Real Estate, Armonk
- *Indicates current member who opened an office as a broker.
**Secondary Member

Mark Your Calendar

Regional DEI SUMMIT to be Held On June 13 and 14 in Mahwah, NJ

MAWHAH, NJ—For the first time ever, HGAR is partnering with other regional Realtors Associations, including the New York State Association of Realtors, the New Jersey Association of Realtors and the National Association of Realtors, to present a two-day Diversity, Equity & Inclusion (DEI) Summit, to be held at the Sheraton Mahwah Hotel in Mahwah, NJ.

The sponsors will be offering a 4-hour CE course on Monday, June 13th on Implicit Bias & Cultural Competency followed by a full day of speakers and sessions on Tuesday, June 14th.

The Summit will cover important topics such as the correlation between Fair Housing and DEI, how DEI makes business sense, and the implicit biases that

continue to plague our industry. The Summit will also help uncover insights into forging diversity, equity and inclusion as brokers, agents, managers, association boards/staff and affiliate partners.

The event will feature a host of speakers and presenters, including Eric Bailey, best-selling author of “The Cure for Stupidity.”

Other scheduled speakers and presenters at the DEI Summit include: Jessica Coates, Chief Executive Officer, Howard County Association of Realtors; Ryan Davis, Director of Engagement, Diversity and Inclusion, National Association of Realtors; Matt Difanis, Broker-Owner, RE/MAX Realty Associates; Tanya Reu-Narvaez, Chief People Officer, Realogy; Alexia Smokler, Director

of Fair Housing Policy & Programs, National Association of Realtors and Brennon Thompson, Community Engagement & Fair Housing Manager, Greater Rochester Association of Realtors.

The event is being hosted by the Greater Bergen Realtors, Greater Rochester Association of Realtors, Hudson Gateway Association of Realtors, National Association of Realtors, New Jersey Association of Realtors, New York State Association of Realtors and the North Central Jersey Association of Realtors. A Continental Breakfast and lunch will be provided.

Register now as space is limited! For more information and to make a reservation go to: <https://www.deirealestatesummit.com>.

President Biden Unveils New Housing Supply Action Plan

will help address the housing supply and affordability challenges that continue to burden families.”

Broeksmit added that the MBA strongly encourages HUD to focus on the issues that continue to lead to significant lending pipeline delays in its MAP program, which is a primary financing option for producing more affordable rental housing.

Jerry Konter, chairman of the National Association of Home Builders, said, “The plan contains many positive elements that would help address a host of affordability challenges and improve financing options, and acknowledges the long-term headwinds, like supply chain bottlenecks and chronic construction labor shortages, repeatedly identified by NAHB members as holding back housing production. We agree

with the White House that the key to resolving our nation’s housing affordability challenges is to build more homes. NAHB looks forward to working with the Biden administration and Congress to provide a comprehensive long-term solution to the affordability crisis that will enable builders to construct more affordable entry-level housing, raise minority homeownership rates, and shore up the national economy.”

The National Apartment Association and the National Multifamily Housing Council also applauded the Biden administration for recognizing the nation’s critical shortage of affordable housing and developing a comprehensive package of regulatory and legislative measures to help address it.

In a joint statement, the two orga-

Continued from page 20

nizations stated: “The administration’s thoughtful proposal rightly acknowledges that there is no single magic bullet that can solve our housing shortage. It is the result of decades of policy failures to address a growing shortage of housing production that has resulted in today’s crisis. In fact, research conducted by Hoyt Advisory Services has found that through 2030, the U.S. will need to build an average of 328,000 apartments every year. That mark has only been achieved five times since 1989. This crisis predates the pandemic and therefore it is critical that local, state and federal governments, along with the private sector, do all they can to reduce regulatory burdens and encourage the development and rehabilitation of housing of all types and price points.”

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Cynthia Leite, ERA Insite Realty



Debra and Lou Budetti of ERA Inside Realty (second from right and far right) were among many who cheered on the runway models.

HGRF Fashion Show ‘Runway for Hope’

Glen Island Harbour Club
May 17, 2022

PHOTOS BY JOHN VECCHIOLLA



Jesse Foppiano,
ERA Insite Realty



Lisa Anderson,
Keller Williams NYC Group



Nan Palumbo,
Green Grass Real Estate



Valerie Port,
McGrath Real Estate



Virginia Doetsch,
Sotheby's Int. Realty



Keeba Henry,
Houlihan Lawrence



Ala Millicenco Domathoti,
EXIT Realty Premium



Natalia Wixom,
Compass



Michael Simoes,
Christies Int. Real Estate



Gabe Pasquale,
Christies International Realty Westchester/Hudson Valley



Acute Inflections, Sadiki Pierri and Elasea Douglas



From left, Bonnie Koff, Chair of the HG Realtor Foundation Fundraising Committee and Joan Marks, Vice Chair



Gail Fattizzi, President of the Hudson Gateway Realtor Foundation



From left, back row: Mary Prenon, Eli Rodriguez, Richard Haggerty and Gail Fattizzi; front row, Jana Currier and Carmen Bauman

PHOTOS BY JOHN VECCHIOLLA



Matt Rand, CEO/President,
Howard Hanna Rand Realty



Donald Arace, Hudson United Mortgage and Beth Hargraves, Julia B. Fee Sotheby's International Realty



From left, Richard Haggerty, HGAR CEO, Rene Zurlo, Ron Garafalo, Maryann Tercasio and Robert Shandley



From left, Barry Kramer, Eli Rodriguez, Anthony Domathoti, Dorothy Botsoe, Robert Shandley, John Crittenden and Ron Garafalo



DEI SUMMIT

June 13 & 14

Sheraton Mahwah Hotel • Mahwah NJ

The Summit is designed for brokers, agents, managers, association boards/staff and affiliate partners. We will explore the things we don't know; learn the skills we need to be successful and create actionable steps for impactful change.

For More info and registration visit:
www.deirealestatesummit.com

DISCOVER • LEARN • ACT

A Regional 2-day Diversity, Equity, & Inclusion Summit designed to build curiosity while exploring your understanding of DEI in Real Estate.

Monday, June 13

4-hour CE Course on
Implicit Bias & Cultural
Competency

Networking Reception

Tuesday, June 14

Networking

NAR Perspective
Ryan David & Alexia Smokler

President & CEO Panel
Jessica Coates, Moderator

The Cure of Stupidity
Eric Bailey

Keynote Speaker
Tanya Reu-Narvaez, Realogy

Breakfast & lunch served

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