

# HGAR 2022 ANNUAL REPORT

## President's Message

It may sound cliché, but 2022 has zoomed by so quickly and I wanted to take this chance to reach out to all my fellow HGAR members to express my extraordinary gratitude to you for putting your trust in me to lead HGAR as 2022 President. When we started this year, I shared that my reason for being involved in HGAR leadership is simple: I have a passion to make change for the better and feel I can make a difference. And I'm proud of what we have achieved, and the new paths we have opened this year by working together as an association. When I was installed as President, I was delighted to share my initiative 3Rs- **Renew, Re-energize and Re-engage**. We had unprecedented results, and I am confident we will continue to the same success in 2023. It is not exaggerating to say that we will increasingly have to manage within similar scenarios of not only unforeseen but also unthinkable change in the future, as we face severe climate change, virulent new epidemics, legislative headwinds, unstable societal conditions, to name a few. With all present circumstances.... how do we handle, manage and overcome adversity? It's time to Renew, Re-Energize and Re-Engage! That's Who We R!



**Anthony Domathoti**  
President

The landscape for the real estate industry continues to change at an unprecedented rate, but we continue to evolve and pivot to navigate uncharted territory. Collectively, we persevered through countless challenges in 2022, and I am extremely proud of our accomplishments. • The HGAR delegation of 70 members traveled to Albany in May to lobby state lawmakers on the organization's 2022 legislative agenda that included staunch opposition to "Good Cause" eviction and the association's support for statewide co-op transparency legislation. 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 law-

makers at the State Capital lasted close to two hours and was attended by the most state Assembly members and State Senators in the history of the association's annual Lobby Day programs.

• In 2022 HGAR reestablished its focus on the Broker Owner and Manager segments of the Association.

-The first meeting took place in March, with a focus on Fair Housing. The program was entitled: Protect Your Business! Learn How Changes to the NYS Fair Housing Laws Will Impact Your Brokerage. Guest speakers included: Mike Kelly, NYSAR Director of Government Affairs; Brian Levine, HGAR In-house Counsel and Professional Standards Administrator; Anthony Domathoti, HGAR 2022 President; Richard Haggerty, HGAR CEO; Carol Christiansen and Rey Hollingsworth Falu, BOM Committee Co-Chairs.

-The second meeting took place over the summer with a very well received format entitled: Hot Topic Round Tables for BOM's. Carol Christiansen and Rey Hollingsworth Falu facilitated the logistics of the program which included nine relevant table topics delivered by members of the committee and subject matter experts.

-The third meeting took place in November with a focus on the legal aspects of forming and managing real estate teams. The presentation was entitled: TEAMS - What's Legal? What's Not? and was conducted by Anthony Gatto, Esq., Director of Legal Affairs for NYSAR.

• On the advocacy level, with RPAC, HGAR broke all-time records 2022 Contributions, Pledges - \$268,008, 105% towards goal with 3,189 contributors, 69% towards participation goal. Goal: \$255,201 from 4,631 contributors for a total of 36% of membership.

• In 2022 Fair Housing continued to remain in the spotlight as a result of Governor Kathy Hochul's signed legislative package totalling nine Fair Housing bills aimed at combating housing discrimination, with effective dates throughout the year.

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## Facts & Figures

|   | 2019          | 2020          | 2021          | 2022          |
|---|---------------|---------------|---------------|---------------|
| <b>MEMBERSHIP</b>                             |               |               |               |               |
| Realtors                                      | 11,702        | 12,513        | 13,503        | 13,722        |
| Affiliates                                    | 250           | 276           | 252           | 260           |
| Other Accounts                                | 27            | 29            | 33            | 28            |
| <b>Total</b>                                  | <b>11,979</b> | <b>12,818</b> | <b>13,788</b> | <b>14,010</b> |
| Realtor Firms                                 | 1,306         | 1,440         | 1,525         | 1526          |
| Branch Offices                                | 163           | 161           | 167           | 181           |
| <b>Total Sites</b>                            | <b>1,469</b>  | <b>1,601</b>  | <b>1,692</b>  | <b>1,707</b>  |
| <b>HGMLS/OneKey MLS</b>                       |               |               |               |               |
| No. Participating Offices                     | 1,486         | 4,329         | 4,526         | 4,564         |
| <b>No. Single Family Sales</b>                |               |               |               |               |
| Westchester                                   | 5,839         | 6,660         | 7,414         | 6,095         |
| Putnam  | 1,050         | 1,262         | 1,375         | 1,074         |
| Rockland                                      | 2,028         | 2,333         | 2,693         | 2,121         |
| Orange  | 3,673         | 3,995         | 4,450         | 3,754         |
| Sullivan                                      | 979           | 1,237         | 1,333         | 1,123         |
| Bronx   | 548           | 491           | 718           | 691           |
| <b>Total</b>                                  | <b>14,117</b> | <b>15,978</b> | <b>17,983</b> | <b>14,858</b> |
| <b>Median Sale Price, Single Family House</b> |               |               |               |               |
| Westchester                                   | \$655,000     | \$735,000     | \$780,000     | \$815,000     |
| Putnam  | \$358,500     | \$380,000     | \$440,000     | \$489,500     |
| Orange  | \$271,500     | \$315,000     | \$367,000     | \$400,000     |
| Rockland                                      | \$455,000     | \$500,000     | \$560,000     | \$637,000     |
| Sullivan                                      | \$142,500     | \$195,000     | \$245,000     | \$265,000     |
| Bronx   | \$499,998     | \$530,000     | \$575,000     | \$620,000     |
| <b>PROFESSIONAL STANDARDS</b>                 |               |               |               |               |
| No. Arbitrations                              | 0             | 1             | 5             | 0             |
| Total amount arbitrated                       | \$0           | \$44,500      | \$66,915      | \$0           |
| Average claim per arbitration                 | \$0           | \$44,500      | \$13,383      | \$0           |
| No. Mediations                                | 9             | 2             | 1             | 4             |
| Total amount mediated                         | \$167,450     | \$59,125      | \$30,000      | 15,700        |
| Average claim per mediation                   | \$18,606      | \$29,562      | \$30,000      | 3,925         |
| No. Ethics Hearings                           | 9             | 7             | 20            | 13            |
| No. Appeals                                   | 0             | 2             | 0             | 1             |
| No. Ombudsman sessions                        | 0             | 1             | 0             | 0             |
| Other actions w/o hearing                     | 33            | 18            | 17            | 14            |
| <b>Total Actions</b>                          | <b>51</b>     | <b>31</b>     | <b>43</b>     | <b>32</b>     |
| <b>EDUCATION</b>                              |               |               |               |               |
| No. Live Courses (Zoom/Classroom)             | 218           | 143           | 152           | 244           |
| Enrollments                                   | 2,587         | 2,684         | 3,984         | 3386          |
| No. Online Courses (Asynchronous)             | 48            | 25            | 32            | 31            |
| Enrollments                                   | 2,470         | 2,640         | 254           | 2279          |
| No. Orientation Classes                       | 34            | 51            | 66            | <b>35</b>     |
| Enrollments                                   | 1,283         | 1,154         | 1,425         | 1629          |
| Matrix MLS Training Classes                   | 111           | 90            | 72            | 41            |
| Enrollments                                   | 1,584         | 1,815         | 1,638         | 693           |
| <b>Total Courses</b>                          | <b>411</b>    | <b>309</b>    | <b>322</b>    | <b>351</b>    |
| <b>Total Enrollments</b>                      | <b>7,924</b>  | <b>8,293</b>  | <b>7,301</b>  | <b>7,987</b>  |
| <b>REALTORS POLITICAL ACTION COMMITTEE</b>    |               |               |               |               |
| Amount Contributed                            | \$193,230     | \$193,240     | \$295,184     | \$268,008     |
| Percent of goal                               | 88%           | 81%           | 97%           | 105%          |
| No. Contributors                              | 2900          | 2868          | 4,372         | 3189          |
| Percent of goal                               | 76%           | 70%           | 88%           | 69%           |

## 2022 HGAR Executive Board



**Anthony Domathoti**  
President



**Tony D'Anzica**  
President Elect



**Carmen A. Bauman**  
Treasurer



**T. Teresa Belmore**  
Secretary



**Crystal Hawkins-Syska**  
Immediate Past President



**Richard K. Haggerty**  
Chief Executive Officer

## Global Business Council

The HGAR Global Business Council (now in its 5th year) had another successful year during 2022 highlighted by the receipt of the **2022 NAR Platinum Global Achievement Award** (Gold in 2020 and 2021, Silver in 2019) which was presented to HGAR during the NAR NXT Conference & Expo in Orlando, FL in November.

Emi Cacace and Tony D'Anzica continued as the Council's Co-Chairs. The Global Council hosted or participated in the following events during 2022

### 2022 Past Meetings and Events:

- Feb 15<sup>th</sup> Global Business Chat with Switzerland
- March 10<sup>th</sup> CIPS metropolitan area luncheon in the Bronx.
- March 13–19<sup>th</sup>, six people from HGAR leadership and the Global Business Council gathered at MIPIIM, the world's leading real estate market event in Cannes, France as part of the NAR USA Pavilion.
- March 25<sup>th</sup> HGAR GBC hosted a special "Live from Dubai" webcast where we joined Christina Stevens, HGAR Director from our own HGAR GBC and other CIPS from the metropolitan area.
- April 4<sup>th</sup> HGAR welcomed a Realtor from Cambodia, who was given a tour of the HGAR facilities.
- April NAR and the Hudson Gateway Association of Realtors® (HGAR) conducted the 2022 International Residential Real Estate Business Survey.
- April 27<sup>th</sup> Global Chat with Canadian Real Estate Association (CREA)
- May 2-6<sup>th</sup>, NAR Mid-Year Meetings, National Harbor MD: Cathleen Stack and Tony D'Anzica attended many Global Committee meetings and a CIPS Networking Event and International VIP Reception. Cathleen Stack presented to Global Business Council Forum on our Ambassador Association relationship with Portugal.
- May 9<sup>th</sup> : HGAR hosted a meeting and MOU signing with Olena Haidamakha, Board Director with the Ukrainian Realtors Association.
- May 12<sup>th</sup> International Night, with the Young Professional Network (YPN).
- May 18<sup>th</sup> Meeting, with Dubai-based Nakheel, world leading master developer in Dubai.
- May 20-21<sup>st</sup>: Cathleen Stack, traveled to Orlando, FL, representing HGAR as a Principal Member, Board of Director for the FIABCI-USA Spring Symposium and Installation.
- June 25-July 1<sup>st</sup> A delegation of 11 HGAR Leadership, Members and Staff

traveled to Portugal for a Trade Mission hosted by our NAR Ambassador Partners, Portugal International Realty (PIR) and APEMIP. The Trade Mission included Business Meetings on the Portugal RE Market, Why Live in Portugal, Property Tours, Tours of Lisbon and outer areas, and Porto. We were welcomed by the City Council of Porto, and dined with the Mayor of Porto.

- August 2nd Meeting and Global Business Chat with Ecuador.
- August 15-17th NAR C5 Summit (Commercial and Global). HGAR was an exhibitor, NYC
- HGAR facilitated Bridget Gibbons, Westchester County Director of Economic Development to be on a panel, on effective strategies for engaging with EDC departments and communities during the development process.
- Tony D'Anzica organized a CIPS Networking event following C5, many Global partners attended.
- September 15-16th, FIABCI International NYC Trade Mission: HGAR leadership and Global Business Council Members were invited to participate in the FIABCI International NYC Trade Mission organized by HGAR Member and FIABCI World President, Susan Greenfield, Brown Harris Stevens.
- Nov. 11th Cathleen Stack represented HGAR as Principal Member of FIABCI USA and attended the FIABCI – USA Prix D'Excellence Gala.
- November 11-13th HGAR connected with 12 Delegates from PIR and APEMIP from Portugal. NAR Bi-Lateral Partners Ambassador dinner was held on 11/13.
- Nov. 12th: HGAR attended a Reception and International Night out celebrating receipt of the NAR Platinum Global Achievement Award.

**HGAR offered 4 Certified International Property Specialist (CIPS) classes this year through NYSAR including the new class on Africa, and the At Home with Diversity (AHWD) Class.**

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

## 2022 Legislative Advocacy

The Realtors Political Action Committee is the force behind what the real estate community accomplishes in the legislative arena. President Anthony Domathoti, RPAC Co Chairs Ron Garafalo and Rich Herska did an exceptional job leading an energetic team of volunteers. Our RPAC fundraising total compared to our goal was the best it has ever been. We also raised \$268,008 or 105% of HGAR's goal of \$255,201. We raised over \$89,758 through HGAR's events and auction items.

**Federal Issues:** The Realtor community scored many victories at the federal level to include the FY 2022 Omnibus bill that provided \$398 million for affordable housing programs; \$166 million to support creative solutions to expand affordable housing options; \$30 billion in loan authority in rural housing for the Single-Family Housing Guarantee Loan Program; and \$1.5 billion in direct funding to state and local governments for the HOME Investment Partnerships Program and the Choice Neighborhoods Initiative Program.

**State Issues:** At the state level, HGAR participated in weekly Statewide Rent Calls and Realtors were able to defeat a "Good Cause Eviction" bill that would have taken a landlord's ability to evict a delinquent tenant. HGAR supported legislation to: expand access to homeownership; establish a First-Time Homebuyers Savings Account to help buyers save for their first home; establish affordable workforce housing development through tax incentives and smart zoning policies to accelerate conversion of commercial spaces into residential housing; direct state

funding for universal broadband internet access; expand state-level student debt forgiveness programs to address onerous debt burdens that negatively impact potential homebuyers' ability to save for a down payment or to qualify for a home loan; open housing market free from discrimination, and strongly support policies that affirmatively further fair housing; create legislation to combat housing discrimination by increasing transparency in the cooperative housing purchase process; expand efforts to provide necessary relief to tenants who are unable to pay rent due to impacts of the COVID-19 pandemic, and assist building owners struggling to make mortgage and property tax payments resulting from tenants' economic instability.

**Local Issues:** New York City Issues Working Group testified at a public hearing before the NYC Council expressing Realtor concerns on a bill (Int. 632) that would bar criminal background checks on prospective tenants. As a result, the Mayor is stepping back from his previous support for the bill. The bill, however, still has strong support and HGAR will continue to voice its strong opposition against the bill.

**Political Advocacy:** HGAR had its most successful Lobby Day in the history of the Association. Seventy members of HGAR traveled to Albany and met with seven Senators, 16 Assembly Members, and a delegation of HGAR members met with Senate Majority Leader, Andrea Stewart-Cousins. The Bronx Chapter also hosted a Legislative Breakfast with local and New York State elected officials on October 25. We are ready to meet the political challenges of 2023.

## HGAR Members Day 2022

HGAR's 106th Annual Meeting & Member Appreciation Day was held on October 24 at the Sleepy Hollow Hotel and Conference Center in Tarrytown. More than 700 people attended and there were 50 trade show exhibitors. The theme for last year was "Renew, Re-Energize and Re-Engage."

Kaplan Mobray, one of the world's most dynamic and inspirational business speakers, presented the keynote address: "What Makes You Indispensable." Mobray is also an award-winning author of "The 10Ks of Personal Branding." Former National Association of Realtors (NAR) President Charlie Op-

pler was the featured speaker at the RPAC Luncheon.

The event also included an Ethics class and three breakout workshops: "Crypto, BlockChain, NFTs and Real Estate;" "Stress Management & Mindfulness" and "Introduction to Commercial Real Estate & Investments."

The Annual Meeting was followed by the Celebration Cocktail Party. Once again, O'Donnell & Cullen Tax Consultants served as the Premier Sponsor, and A.S.A.P. Mortgage as the Cocktail Party Sponsor. Hudson United Mortgage sponsored the RPAC Luncheon.

## 2022 Committee Leadership and Volunteerism

HGAR salutes Gail Fattizzi, Regional Manager, ERA Insite Realty Services, as our Realtor of the Year and Brian Tormey, President of TitleVest as our Affiliate of the Year. They represent the very best that the real estate industry has to offer. Also, hundreds of member volunteers participated in the dozens of HGAR, Hudson Gateway Realtor Foundation, OneKey® MLS Committees and special projects.

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

### Broker Owner Manager Committee

Carol Christiansen, Co-Chair  
Rey Hollingsworth Falu, Co-Chair  
**Commercial Investment Division**  
John Barrett, President  
MacKenzie Forsberg, Vice Chair  
Teresa Belmore, Chair of the Women in Commercial R.E.

### Diversity, Equity, and Inclusion Committee

Anthony Ruperto, Co-Chair  
Christina Stevens, Co-Chair

### Education Committee

Toni Chrystal, Chair  
Brian Phillips, Vice Chair

### Faculty Committee

Carole McCann, Chair

### Fair Housing Committee

Barry Kramer, Chair

### Finance Committee, HGAR

Carmen Bauman, Chair (Treasurer)

### Global Business Council

Emi Cacace, Co-Chair  
Tony D'Anzica, Co-Chair

### Professional Standards Committee

Layla Boyles, Chair

### Grievance Committee

Lori Burns, Chair

### Legislative Committee

Leah Caro, Co-Chair  
Matthew Engel, Co-Chair

### RPAC Committee

Ron Garafalo, Chair  
Richard Herska, Vice Chair

### Member's Day Work Group

Debra Budetti, Chair

### Recognition/Awards Committee

Katheryn DeClerck, Chair

### Nominating Committee

Crystal Hawkins-Syska, Chair

### Finance Committee, HGAR

Carmen Bauman, Chair, (Treasurer)

### Young Professionals Network (YPN) Committee

Anthony Ruperto, Co-Chair

Nan Palumbo, Co-Chair

### Hudson Gateway Realtor Foundation Committees

Matthew McAllister,

Program Committee Chair

Bonnie Koff, Fundraising Committee Chair

### NAR Directors

Anthony Domathoti

Tony D'Anzica

Carman Bauman

Teresa Belmore

Gail Fattizzi

Crystal Hawkins-Syska

### NYSAR Directors

Roberta Bangs

Carmen Bauman

T. Teresa Belmore

Dorothy Botsoe

Layla Boyles

Deb Budetti

Carol Christiansen

Toni Chrystal

Tony D'Anzica

Katheryn DeClerck

Laurie DiFrancesco

Anthony Domathoti

Gail Fattizzi

Irene Guanill

Ishmail Kolya

Richard Herska

Sarah Hughes

Pamela Jones

Barry Kramer

Clayton Livingston

Harding Mason

Roseann Paggiotta

Ron Garafalo

Robert Shandley

Maryann Tercasio

Cheryl Williams

Anthony Ruperto

Aaron Velez

Lee Presser

MacKenzie Forsberg

Joseph Houlihan

Crystal Hawkins-Syska

Christina Stevens

Vlora Sejdi

## 2022 Diversity, Equity & Inclusion Committee

The Diversity, Equity, & Inclusion (DEI) Committee is in its first official year led by Co-Chairs Anthony Rupertino and Christina Stevens. In 2022 we intentionally focused on setting a foundation for how the committee institutes initiatives/projects that align with HGAR's DEI Statement and Strategic Plan. In addition, the committee recommended some structural changes to help the long-term effectiveness of its work.

The DEI Committee began the year engaging both steering and at-large members via their three established workgroups outlined in the HGAR's DEI Statement. It notes, "We commit to diversifying our membership, creating a diverse, equitable and inclusive organization for all members, and embedding inclusive practices." All three workgroups had a committed team of steering and at-large members that identified, researched, discussed, and recommended suggestions for consideration by the Steering Committee. Below we outlined some of the high-

lights from the work produced by each workgroup.

### DIVERSIFYING OUR MEMBERSHIP

- The workgroup held its first DEI Committee Networking event on September 13th at the Misto Restaurant & Bar in The Bronx. It was an opportunity for members to meet the committee members and hear from various speakers including the NAREB Bronx/Westchester Chapter representative. It was a great turnout that allowed the committee to collect feedback and input.

### Creating a Diverse, Equitable & Inclusive Organization

- The workgroup was productive providing feedback for the website, holiday/interfaith calendar, and the creation of the DEI Logo. They also spent time working on two major projects that included the DEI Ten Things to Know | FAQs Sheet & the development of DEI centered monthly articles for *Real Estate In-Depth*. To date, we

have run an article a month since October 2022 on the following topics with more to come.

- What is DEI? Meet the DEI Committee by Katheryn DeClerck
- Marketing Tips for Inclusivity by Lisa Graziano
- Diversity, Equity, & Inclusion in Co-Operative Housing by Katheryn DeClerck

### Embedding Inclusive Practices

- The workgroup wanted to highlight inclusive practices by action and behavior, which led to two initiatives with only one coming to fruition. The workgroup committed to creating the DEI Champion Award to highlight members across the Association who exemplify excellence in DEI values and behaviors, both at HGAR and throughout the region. The first recipient of the DEI Champion Award was Crystal Hawkins-Syska. It was announced and given at the 2022 Member's Day event on October 24th.

The DEI Committee had the opportunity to assess its current structure in

2022 and ultimately decided to make some changes to ensure a more effective, sustainable, proactive, and intentional process that will encourage leadership development, access, and participation across the Association. Below are the approved recommendations moving forward.

- **LEADERSHIP & SUCCESS** | The committee went from a co-chair model to now having a Chair & Vice Chair to help with direction, accountability, roles, and responsibilities. The Board President and President Elect select the Chair & Vice Chair for the year they serve.

- **APPLICATION & NOMINATION** | The Chair can continue as a member of the committee after their one-year as chair as long as they have time left in their three-year term appointment. After three years of service, any DEI Steering Committee member can reapply to serve after one-year off the committee. All members can apply to serve as a steering member through an application and interview process.

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## Summary of Events 2022

| DATE                           | EVENT  |
|--------------------------------|--|
| <b>HGAR</b>                    |  |
| 2/28/2022                      | Black History Month, Inspiring Stories                         |
| 3/1/2022                       | Installation Gala, NYC   |
| 4/26/2022                      | Bronx Chapter Bowling Night Out                                |
| 5/13/2022                      | Leadership Accelerator Preview                                 |
| 7/18/2022                      | Bronx Chapter Golf Outing                                      |
| 9/7/2022                       | Economic Outlook Webinar with BCW and Fordham                  |
| 9/22/2022                      | Preparing for the Market Shift -                               |
| 9/28/2022                      | Bronx Historical Tour  |
| 10/24/2022                     | 106th Annual Member Appreciation Day                           |
| 11/1/2022                      | Orange County Day - Yesterday, Today & Tomorrow                |
| 11/3/2022                      | Westchester County Day - Developer Showcase                    |
| 11/7/2022                      | Putnam County Day - New Leadership, Opportunities & Challenges |
| 11/29/2022                     | Manhattan Day - 2023 Residential RE Forecast                   |
| 12/13/2022                     | Bronx Chapter Holiday Party                                    |
| <b>Broker, Owner, Manager</b>  |  |
| 3/29/2022                      | Fair Housing   |
| 7/11/2022                      | Hot Topic Roundtables  |
| 11/17/2022                     | Teams  |
| <b>Breakfast with Benefits</b> |  |
| 1/6/2021                       | Results Driven Marketing                                       |
| 1/13/2022                      | Be Your Best: New Year, New York                               |
| 1/20/2022                      | Keep More of Your Money in 2022                                |
| 2/3/2022                       | Real Estate Influencers  |
| 2/10/2022                      | Be Your Best: Rise of High End Properties                      |
| 2/17/2022                      | Social Media Essentials  |
| 2/23/2022                      | Don't Let Household Pests Kill a Deal                          |
| 3/11/2022                      | Secrets to Growing Your Business on Google                     |
| 3/23/2022                      | Moving 101   |
| 3/24/2022                      | Be Your Best - Second Homes in NY                              |
| 3/30/2022                      | Curb Appeal  |
| 4/7/2022                       | What's Really in Your Water                                    |
| 4/14/2022                      | So Many Social Media Platforms                                 |
| 4/19/2022                      | FHA Loans  |
| 4/20/2022                      | Home Cooling & Heating 101                                     |
| 4/26/2022                      | Emotional Intelligence   |
| 5/3/2022                       | Secrets to More Listings                                       |
| 5/11/2022                      | Do You Hate Social Media                                       |
| 5/24/2022                      | Tax Reduction Strategies                                       |
| 5/26/2022                      | Be Your Best: Purchase CEMA's                                  |
| 6/1/2022                       | FHA Guidelines   |
| 6/9/2022                       | Be Your Best: Marketing to Gen Z                               |
| 6/13/2022                      | Instagram Reels & Tik Tok                                      |
| 6/21/2022                      | Mid Year Economic Update                                       |
| 6/28/2022                      | Defer Capital Gains Tax  |
| 7/13/2022                      | The Power of Google  |

| DATE  | EVENT  |
|---|--|
| 8/10/2022   | Hooks, Reels, Catchy Content                             |
| 8/11/2022   | Be Your Best - Building Gradients                        |
| 8/16/2022   | How to Purchase in Today's Market                        |
| 9/7/2022  | LinkedIn   |
| 9/8/2022  | Social Media Marketing                                   |
| 9/14/2022   | Updated FHA Guidelines                                   |
| 9/21/2022   | Google Marketing   |
| 9/22/2022   | Tax Reduction Strategies                                 |
| 9/22/2022   | Be Your Best: What's in Store for Q4                     |
| 10/7/2022   | Energy Efficient Homes                                   |
| 10/12/2022  | Million Dollar Marketing Ideas                           |
| 10/14/2022  | Don't Let Household Mold Kill a Deal                     |
| 10/27/2022  | Scale Your Social Media                                  |
| 11/2/2022   | Be Your Best: The Keys to Prosperity                     |
| 11/9/2022   | Appraisals 101   |
| 11/15/2022  | How to Be Successful in a Changing Market                |
| 11/17/2022  | Social Media Basics                                      |
| 12/2/2022   | Generating Warm Leads                                    |
| 12/15/2022  | Social Media   |
| <b>Commercial &amp; Investment Division (CID)</b> |  |
| 1/27/2022   | Commercial RE Forecast                                   |
| 2/24/2022   | Westchester Bio Sciences                                 |
| 3/31/2022   | Controlling Energy Costs                                 |
| 9/29/2022   | Women in CRE, Millennials & Gen Z                        |
| 11/3/2022   | Westchester County Day and Developer Showcase            |
| 12/1/2022   | Lender Underwriting in Commercial RE                     |
| <b>Diversity, Equity &amp; Inclusion (DEI)</b>    |  |
| 6/13 & 14/2022                                    | DEI Summit   |
| 9/13/2022   | Networking Event   |
| <b>Fair Housing</b>                               |  |
| 4/21/2022   | Fair Housing Seminar                                     |
| 6/29/2022   | Fair Street Community Housing Exhibitor                  |
| 7/26/2022   | How to Ensure Your Business is ADA Compliant             |
| 10/13/2022  | WRO - Affordable Housing Seminar                         |
| 12/13/2022  | Need-To-Know Housing Ratifications                       |
| <b>Global Business Council</b>                    |  |
| 2/15/2022   | Global Chat - Switzerland                                |
| 3/13- 17/2022                                     | MIPI Global Real Estate Conference, Cannes France        |
| 4/27/2022   | Global Chat - Canada                                     |
| 5/12/2022   | International Night GBC & YPN                            |
| 6/26 - 7/1/2022                                   | Trade Mission to Portugal                                |
| 8/2/2022  | Global Chat - Ecuador                                    |
| 9/15-16/2022                                      | FIABCI NYC Trade Mission                                 |
| 10/20/2022  | Global Summit NYC  |
| 11/13/2022  | Dinner with Portuguese Delegation at NAR NXT, Orlando FL |
| <b>Hudson Gateway REALTOR® Foundation</b>         |  |
| 4/1/2021  | Volunteering Event                                       |

| DATE   | EVENT                                   |
|--|---|
| 2/15/2022                                      | Volunteering Event                      |
| 2/16/2022                                      | Pub Night, Middletown                   |
| 3/28/2022                                      | Pub Night, Pleasantville                |
| 4/21/2022                                      | Volunteering Event                      |
| 4/29/2022                                      | Volunteering Event                      |
| 5/10/2022                                      | Volunteering Event                      |
| 5/17/2022                                      | Runway for Hope Fashion Show            |
| 6/8/2022                                       | Volunteering Event                      |
| 6/21/2022                                      | Pub Night, New Rochelle                 |
| 8/5/2022                                       | Volunteering Event                      |
| 8/23/2022                                      | Pub Night, Rye Brook                    |
| 10/12/2022                                     | Volunteering Event                      |
| 10/12/2022                                     | Pub Night, Monroe                       |
| 10/21/2022                                     | Volunteering Event                      |
| 11/7/2022                                      | Pub Night, New Rochelle                 |
| 11/29/2022                                     | Volunteering Event                      |
| 12/1/2022                                      | Holiday Party                           |
| 12/6/2022                                      | Volunteering Event                      |
| 12/13/2022                                     | Volunteering Event                      |
| <b>Legislative/RPAC</b>                        |   |
| 4/7/2022                                       | RPAC Happy Hour, White Plains           |
| 5/10/2022                                      | Lobby Day Albany                        |
| 5/26/2022                                      | RPAC Happy Hour, Montgomery             |
| 8/4/2022                                       | Dinner Cruise, NYC                      |
| 8/24/2022                                      | RPAC Happy Hour with Brooklyn BOR       |
| 10/25/2022                                     | Bronx Legislative Breakfast             |
| 9/14/2022                                      | RPAC Chili Cookoff                      |
| 11/16/2022                                     | RPAC Happy Hour, White Plains           |
| <b>Multicultural Real Estate Organizations</b> |   |
| 6/15/2022                                      | NAHREP Westchester Meeting & Networking |
| 8/11/2022                                      | NAHREP Westchester Meeting & Networking |
| 4/14/2022                                      | NAHREP Bronx Meeting & Networking       |
| <b>Women's Council of REALTORS®</b>            |   |
| 1/10/2022                                      | Annual Real Estate & Legal Update       |
| 3/15/2022                                      | Cryptocurrency                          |
| 4/18/2022                                      | Effective Communications Strategies     |
| 6/27/2022                                      | Digital Assets                          |
| 8/17/2022                                      | Nash Bash                               |
| 8/26/2022                                      | Women's Equality Day                    |
| 9/12/2022                                      | Meet the Mayors                         |
| 10/27/2022                                     | Deals in Heels                          |
| <b>Young Professionals Network (YPN)</b>       |   |
| 4/20/2022                                      | Tax Grievances                          |
| 5/12/2022                                      | International Night GBC & YPN           |
| 5/15/2022                                      | Fundraiser for Ronald McDonald House    |
| 11/30/2022                                     | Personal Branding                       |

## 2022 Professional Standards and Grievance Committee Report

The following shall serve as a year-end report on the activities of the 2022 Grievance Committee and the Professional Standards Committee.

### Overall Statistics:

- Grievance Committee:
  - 9 committee meetings total
  - 35 matters addressed
  - 1 appeal of dismissal of action/article
- Professional Standards Ethics Hearings:
  - 13 matters heard
  - 11 active cases pending
  - 1 active case was transferred to LIBOR for handling
  - 10 stayed cases (pending underlying

ing litigation/legal action resolution)

- 8 cases found respondent(s) in violation of Code
  - 5 cases found respondent(s) not in violation/complainant failed to carry burden
  - 4 cases discontinued/withdrawn/resolved prior to hearing
  - 1 appeal was taken of a panel decision
- Professional Standards Arbitration Hearings:
    - 7 arbitration matters scheduled for hearings
    - 0 matters heard
    - 2 active cases pending
    - 4 settled via mediation prior to

hearing

- 1 matter dismissed due to no jurisdiction
- Total amount arbitrated/awarded: \$15,700
- Median amount awarded: \$3,925
- Mean amount awarded: \$4,000

In March 2022, Diane Disbrow conducted a two-day (four hours each day) professional standards training for all committee members and Board of Directors who wished to participate. Participation was free of charge. Approximately 50 members attended and received CE credits for eight hours.

In 2022, Grievance Committee Chair Eydie Lopez stepped down and

Lori Burns assumed the 2022 position of Grievance Committee Chair.

Layla Boyles assumed the role of Professional Standards Chair for 2022. She did an exceptional job throughout the year.

In 2022, a Citation PAG was convened, chaired by Layla Boyles, and recommendations for the creation of an HGAR Citation Pool/Panel and Program were approved by the Board of Directors. The program will be established in 2023.

This concludes my report.

Brian S. Levine, Esq

In-House Counsel,

Dir. of Legal Services and Professional Standards Admin.

## 2022 BOM Committee

In 2022 HGAR reestablished its focus on the Broker Owner and Manager segments of the Association. A formal BOM Committee was established led by Carol Christiansen and Rey Hollingsworth Falu as Co-Chairs. Together with their committee members, they sponsored three BOM Meetings throughout the year. Each meeting consisted of an advocacy and RPAC update by HGAR 2022 President Anthony Domathoti.

The first meeting took place in March, with a focus on Fair Housing. The program was entitled: *Protect Your Business! Learn How Changes to the NYS Fair Housing Laws Will Impact Your Brokerage*. Guest speakers included: Mike Kelly, NYSAR Director of Government Affairs; Brian Levine, HGAR In-house Counsel and Professional

Standards Administrator; Anthony Domathoti, HGAR 2022 President; Richard Haggerty, HGAR CEO; Carol Christiansen and Rey Hollingsworth Falu, BOM Committee Co-Chairs.

The second meeting took place over the summer with a very well received format entitled: *Hot Topic Round Tables for BOM's*. Carol Christiansen and Rey Hollingsworth Falu facilitated the logistics of the program which included nine relevant table topics delivered by members of the committee and subject matter experts.

The third meeting took place in November with a focus on the legal aspects of forming and managing real estate teams. The presentation was entitled: *TEAMS - What's Legal? What's Not?* and was conducted by Anthony Gatto, Esq., Director of Legal Affairs for NYSAR.

## President's Message

Continued from page 1

-In April, the committee was instrumental in structuring the content of HGAR's 2022 Fair Housing Summit. The in-person Summit, hosted by HGAR President Anthony Domathoti, consisted of three segments: National Fair Housing Initiatives delivered by Bryan Greene, NAR's Vice President of Policy Advocacy; an overview of the new Fair Housing Laws delivered by Brian Levine, HGAR's In-house Counsel and Professional Standards Administrator; and Fair Housing Testing in NY delivered by Andrew Smith, WRO's Deputy Executive Director

-On July 26, in celebration of National Disability Independence Day, the Fair Housing Committee sponsored the event: *How to Ensure Your Real Estate Business is ADA Compliant* hosted by Barry Kramer, Fair Housing Committee Chair. Guest speakers included John Herrion, Director of Disability Rights for NYS Division of Human Rights and Nancy Miller, Executive Director/CEO of VISIONS.

-The year concluded with the Fair Housing Committee, in collaboration with the Education Committee, conducting a webinar entitled, *Need-To-Know Housing Ratifications Affecting Real Estate In 2023*.

- The sold-out inaugural two-day Diversity, Equity Inclusion (DEI) Summit attracted hundreds of Realtors from across the New York metro region and provided valuable insight into the need for Realtor associations and their members to implement programs and policies that embrace DEI and promote Fair Housing. Thank you, National Association of Realtors, the New York State Association of Realtors, New Jersey Realtors, the Greater Bergen Association of Realtors, the Greater Rochester Association of Realtors and the North Central New Jersey Association of Realtors for your support and collaboration. Currently, our committees have three separate task forces working on "Diversifying our Membership," "Creating a Deeply DEI Organization," and "Embedding Inclusive Practices".

- Affordable housing, commercial development, energy resources and community safety were among the issues discussed recently at a live "Meet the Mayors" panel held by the Women's Council of Realtors. The panel included the mayors of White Plains, New Rochelle and Yonkers, as well as the Supervisor of the Town of Cortlandt.

- The Hudson Gateway Association of Realtors held the 16<sup>th</sup> Annual Global Real Estate Summit at the New York Marriott Marquis Hotel in New York City. The day-long event was filled with cutting-edge programming.

- The Hudson Gateway Realtor Foundation, the charitable arm of the Hudson Gateway Association of Realtors, donated a total of \$36,500 to 23 charities and non-profit organizations throughout the Hudson Valley and beyond in 2022
- We launched a Podcast series with

information about association-wide events along with guest interviews.

- HGAR officials attended and exhibited at the 2<sup>nd</sup> Annual NAR C5 conference at the Marriott Marquis in NYC on August 15—17. This year's event focused on commercial real estate and included a panel titled "Partners in Growth: How Relationships with EDC's Advances Your Business" that included Bridget Gibbons, Director, Economic Development Westchester County

- Newly elected HGAR Directors — we are looking forward to welcoming Emran Bhuiyan, Timothy Mallowney and Nan Palumbo to the HGAR Board of Directors in 2023.

- Congratulations to Anthony Domathoti and Carmen Bauman on being appointed to the prestigious NAR Leadership Academy 2023.

- Four members of the Hudson Gateway Association of Realtors have been selected to participate in Leadership Academy #6 in 2023—Brian Anthony Phillips, T. Teresa Belmore, Robin Ham and Veronica Suarez.

- Our third Leadership Accelerator Program class launched, with 10 participants embarking on their leadership journey.

- It will be my honor to serve as NYSAR Global, Resort, Second Home, Markets Committee Co-Chair, NYSAR and NAR Director in 2023.

Our work is intentional, and it rests firmly on the Foundation of Fair Housing, Social Equity and DEI principles. Our efforts are both local and Global. We've successfully represented our association's regions at the MIPIM conference in Cannes, France and conducted a successful Trade Mission to Portugal and I am proud to say that the HGAR Global Council was awarded the NAR Platinum Global Achievement Award in 2022.

The CEO of HGAR Richard Haggerty supported this entire year with his knowledge, experience, and unconditional support. Thank you, Richard!

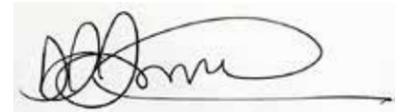
I would like to thank NYSAR President Jennifer Vucetic for giving the Oath of Office and for your inspiring leadership.

All of these achievements are only possible because of the dedicated team of volunteers and staff at HGAR, including my amazingly generous colleagues on the Board of Directors, and our passionate committees.

As I bid you farewell as HGAR President, I join a prestigious list of Past Presidents. I will continue my service on the Executive Committee and Board of Directors and will support 2023 President Tony D'Anzica through the next chapter in HGAR's history.

We can remain optimistic that we will continue to accomplish great things together.

Thank you for being a part of this incredible organization.



## Diversity, Equity & Inclusion

Continued from page 3

- **AT-LARGE COMMITTEE STRUCTURE** | The At-Large Committee will be open for ALL HGAR members to attend to learn more about the work of the DEI Steering Committee. It will also offer opportunities for education and feedback. Meetings will be held quarterly.

- **DEI CHAMPION AWARD** | With the new established DEI Champion Award, it was agreed upon that no member of the DEI Steering Committee can receive the DEI Champion Award while they are currently sitting as a steering member.

HGAR held the first regional DEI Summit: Discover, Learn & Act in June

2022 at the Sheraton Mahwah Hotel. We gathered with over 200 realtors from New York and New Jersey addressing topics on implicit bias, building community through affinity groups, President & CEO panel, The Cure of Stupidity, LGBTQ+ Allyship, Inclusive Marketing and Fair Housing through the DEI Lens.

The HGAR DEI Committee had a productive year laying down the foundation to what will be an even more productive, educational, eventful, and informative committee in pursuing the mission to create opportunities for members to grow their businesses and succeed in their communities.

## Young Professionals Network

In 2022 the Young Professionals Network (YPN) provided opportunities for HGAR members to network, learn something new and support fundraising efforts.

Under the leadership of Anthony Ruperto and Darin (Nan) Palumbo, Co-Chairs, YPN was successful with several initiatives. YPN hosted an educational event: *Learn All You Need to Know About Tax Grievance* with Guest Speaker: Nanette Albanese, Owner, iReduce Taxes.

YPN co-sponsored *HGAR's International Night* with the Global Business Council. This special evening featured

international dishes prepared by our members.

In the Spring, YPN members participated in *Footsteps for Families – Walk Over the Hudson* – to benefit the Ronald MacDonald House Greater Hudson Valley (RMHC).

In the Fall, YPN promoted an education program for members: *How to Develop Your Personal Brand on Social Media* delivered by Chris Pagli, HGAR Social Media Coordinator.

For the holiday season, YPN sponsored the promotion of the RMHC Season of Giving Wishlist campaign to HGAR Members.

## 2022 Fair Housing Committee

In 2022 Fair Housing continued to remain in the spotlight as a result of Governor Kathy Hochul's signed legislative package totally nine Fair Housing bills aimed at combating housing discrimination, with effective dates throughout the year. Fair Housing has always been and remains an important ethical commitment of our members. It is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education, fair housing protects our livelihood and business as Realtors and depends on a free, open market that embraces equal opportunity.

Under the leadership of Barry Kramer, Chair and Tana McGuire, Vice Chair, the Fair Housing Committee, was successful with several initiatives. In the early part of 2022, the committee was approached to participate in a community Fair Housing event in White Plains – Fair Street USA. HGAR, together with nine other community groups, built little houses telling a story related to Fair Housing and displayed in the local library where they hosted educational programs.

In April, the committee was instrumental in structuring the content of *HGAR's 2022 Fair Housing Summit*. The in-person Summit, hosted by HGAR President Anthony Domathoti, consisted of three segments: National Fair Housing Initiatives delivered by Bryan Greene, NAR's Vice President of Policy Advocacy; an overview of the new Fair Housing Laws delivered by Brian Levine, HGAR's In-house Counsel and Professional Standards Administrator; and Fair Housing Testing in NY delivered by Andrew Smith, WRO's Deputy Executive Director.

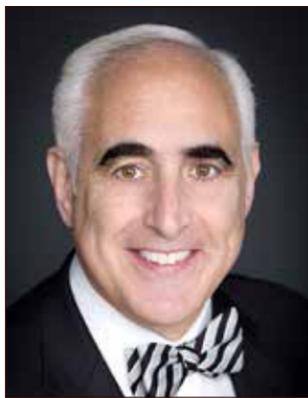
HGAR President Anthony Domathoti reached out to the membership

concluding Fair Housing Month by spotlighting several initiatives: the renewal of the Fair Housing Challenge created in 2021, which consisted of the completion of the *Fairhaven Simulation*, viewing NAR's Implicit Bias video and the option to take the *At Home With Diversity (AHWD) Course*; release of an HGAR Fair Housing video featuring the following Fair Housing Committee members: Anthony Domathoti, Barry Kramer, Tana McGuire, Anika Hall and Rob Rivera; promotion of HGAR's Fair Housing Toolkit; and a reminder to review NAR's Fair Housing Declaration.

On July 26, in celebration of National Disability Independence Day, the Fair Housing Committee sponsored the event: *How to Ensure Your Real Estate Business is ADA Compliant* hosted by Barry Kramer, Fair Housing Committee Chair. Guest speakers included John Herrion, Director of Disability Rights for NYS Division of Human Rights and Nancy Miller, Executive Director/CEO of VISIONS.

The year concluded with the Fair Housing Committee, in collaboration with the Education Committee, conducting a webinar entitled, *Need-To-Know Housing Ratifications Affecting Real Estate In 2023* hosted by Barry Kramer, Chair of the Fair Housing Committee and featured a panel moderated by Brian Phillips, Vice-Chair, Education Committee. Panelists included: Steven Kirkpatrick, Partner, Romer Debbas; Andrew Smith, Deputy Executive Director, Westchester Residential Opportunities; Tony D'Anzica, Broker/Owner, Dynamax Realty NYC, Inc. and President-Elect, HGAR; and John Herrion, Director of Disability, New York State Division of Human Rights.

## HGAR 2022 Award Winners



**Stephanie Crispinelli Humanitarian Award**  
Paul Adler, Rand Commercial, New City



**Affiliate of the Year**  
Brian Tormey, TitleVest, Manhattan

**NYSAR Community Service Award**  
Roberta Bangs,  
Howard Hanna Rand Realty, New City

**REALTOR® of the Year**  
Gail Fattizzi,  
ERA Insite Realty Services,  
White Plains

**Affiliate of the Year**  
Brian Tormey,  
TitleVest, Manhattan

**President's Award**  
Richard Haggerty,  
HGAR CEO

**Albert P. Schatz  
Legislative Advocacy Award**  
Katheryn DeClerck,  
Howard Hanna Rand Realty, Warwick



**REALTOR® of the Year:** Gail Fattizzi,  
ERA Insite Realty Services, White Plains



**President's Award**  
Richard Haggerty, HGAR CEO

**Stephanie Crispinelli  
Humanitarian Award**  
Paul Adler,  
Rand Commercial, New City

**Edward I. Sumber Memorial Award**  
Harding Mason,  
Houlihan Lawrence, Katonah

**DEI Champion Award**  
Crystal Hawkins-Syska,  
Keller Williams NY Realty, White Plains

**Extra Mile Award**  
Vlora Sejdi,  
Keller Williams NY Realty, White Plains

**Spirit Award**  
Kimra Pierre,  
Corcoran Legends Realty,  
Briarcliff Manor

## 2022 Combined Staff

### Hudson Gateway Association of Realtors, Inc.,

|  |  |
|--|--|
| Richard Haggerty<br>Chief Executive Officer  | Michelle Gilliard<br>Communications Coordinator<br>And Membership Services |
| Jana Currier<br>Chief Operating Officer  | Lisa Andrade<br>Education Coordinator                                      |
| Vicky Gonzalez<br>Chief Financial Officer, Chief of Staff                                    | Christopher Pagli<br>Social Media Coordinator                              |
| Gary Connolly<br>Chief Strategy Officer  | Scott Clark<br>Information and Member Services<br>Coordinator, Goshen      |
| Cathleen Stack<br>Chief Marketing Officer  | Jessica Mandakas<br>Membership & Education Coordinator                     |
| Brian Levine<br>Director of Legal Services<br>Professional Standards Administrator           | Janine Mosher<br>Bronx Liaison   |
| Michael Malone<br>Director of Professional Development                                       | Nancy Rubino<br>Putnam Liaison<br>And Membership Auditing                  |
| Freddimir Garcia<br>Diversity, Equity & Inclusion Officer                                    | Marie Tychyn<br>Member Success Team  |
| Jeff Marzo<br>Director of Technology   | Emily Jackson<br>Member Success Team                                       |
| Mary Prenon<br>Director of Communications  | Maria Thomas<br>Member Success Team  |
| Eliezer Rodriguez<br>Regional Director<br>of Government Affairs<br>Director of Bronx Chapter | Dianne Vielman<br>Member Success Team Lead                                 |
| Jennifer Andriach<br>Accounting Manager  | Jacquelynn Manigault<br>Member Success Team                                |
| LaVerne Brown-Williams<br>Manager, MLS Support /<br>Member Success Team                      | Linda Hunt<br>Member Success Team  |
| Karen Peters<br>Manager, On-Line Education   | Jacqueline Roznik<br>Member Success Team                                   |
|  | Valerie Williams<br>Member Success Team                                    |

## Hudson Gateway Association of REALTORS, Inc. 2022

**President**  
Anthony A. Domathoti  
**President Elect**  
Tony D'Anzica  
**Treasurer**  
Carmen Bauman  
**Secretary**  
T. Teresa Belmore  
**Immediate Past President**  
Crystal Hawkins Syska  
**Chief Executive Officer**  
Richard K. Haggerty  
**Regional Director/Bronx**  
Danielle A. Noak  
**Regional Director/New York  
County (Manhattan)**  
Lee Presser  
**Regional Director/Putnam**  
Aaron C. Velez  
**Regional Director/Orange**  
Ronald Garafalo  
**Regional Director/Rockland**  
Roberta Bangs  
**Regional Director/Westchester**  
Vlora Sejdi  
**Directors**  
Layla Boyles  
J. Philip Faranda  
Rey Hollingsworth Falu  
MacKenzie Forsberg  
Joseph Houlihan  
Ish Kolya  
Barry Kramer  
Joseph Lippolis  
Diane Mitchell  
Roseann Paggiotta  
Brian Phillips  
Christina Stevens  
Maryann Tercasio  
Maria Weiss  
Cheryl Williams

**Legal Counsel**  
John Dolgetta, Dolgetta Law, PLLC  
**Hudson Gateway Realtor Founda-  
tion**  
**Board of Trustees**  
**President**  
Gail Fattizzi  
**Vice President**  
Maryann Tercasio  
**Secretary Treasurer**  
Ralph Gabbay  
**Trustees**  
Roberta Bangs  
Carol Christiansen  
Theresa Crozier  
Kathleen Kane  
Harding Mason  
Kerri Stretch  
**Chief Executive Officer, HGAR**  
Richard Haggerty  
**OneKey® MLS  
CEO**  
Jim Speer  
**President and Chief Strategic  
Growth Officer**  
Richard Haggerty  
**Board of Managers**  
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Frank Dell'Accio – Vice Chairperson  
Dorothy Aschkar  
Mark Boyland  
Eddie McGowan  
Leah Caro  
Michael Mendicino  
Pati Holmes  
Tom McCarthy  
Zef "Joe" Camaj  
Jack Markham  
Alon Chaver  
Travis Conway

## Education Committee

In 2022, HGAR's School of Real Estate saw several positive changes. With the difficulties posed by a fluctuating real estate market and corresponding uncertainty about careers in real estate, the School of Real Estate oriented over 1,600 new members and enrolled nearly 8,000 registrants.

Over the course of the year, the School of Real Estate offered 244 CE classes, representing a five-year high. Ten new instructors joined the HGAR faculty, with new courses added in commercial, appraisal, mortgage/finance, fair housing, 1031 Exchanges, cybersecurity, and different functions of Matrix. Additionally, two new courses in implicit bias and cultural competency, respectively, were developed for HGAR, with eight faculty members attending a train the trainer session in order to provide HGAR with the necessary teaching bandwidth to meet the demand for these courses. HGAR's New Member Orientation instructors conducted an extensive review and revision of the Association's New Member Orientation presentation. The HGAR faculty held four faculty development workshops throughout the year on topics including using video to connect with students, using Zoom and other teaching tools to engage students, and curriculum writing.

The School of Education returned to offering a limited number of live, in-person classes to complement our live, Zoom classes, with our in-person classes re-opening to mixed enroll-

ment results. The School also piloted offering hybrid classes, with a small group of students gathered live in our classroom with instructors while simultaneously including 20-25 students via Zoom. These pilots were successful, and we seek to expand offering hybrid classes in the future.

With last year's change to extend HGAR's Virtual Card from one year to two, over 1,200 Virtual Card purchases were made in 2022. This year, the School of Education seeks to provide further value by offering Core Bundles, which offer discount purchases of bundles including the 11.5 CE credits that comprise the Core.

At the behest of 2022 HGAR President Anthony Domathoti, a Presidential Advisory Group on Education (PAGE) was convened to set a strategic direction for the School of Real Estate. The PAGE constructed a mission statement, objectives, goals, and recommended action plans for the School of Real Estate. These four elements will serve as a road map for the Education Committee and the HGAR Education team.

Finally, the Education Committee hosted two successful webinar panel events in the second half of 2022. The first was a Market Update to help members manage the market's uncertainty. The second was co-sponsored by the Fair Housing Committee and focused on a number of fair housing-related items. Each webinar had 110+ registrants.



# 2022 - The Year in Pictures



From left, Westchester County Day and the HGAR Commercial & Investment Division collaborated on a Westchester Developer Showcase. From left, Dan Singer, Co-President, Robison; Vlora Sejdi, HGAR Westchester County Regional Director; Anthony Domathoti, HGAR President; Nick Williams, Founder & Managing Partner, St. Katherine Group; Greg Belew: Divisional President, NY Tri-State Area, Quarterra, FKA Lennar Multifamily Communities; Dan Bsharat, Managing Director, Hudson Hill Partners; John Barrett, President HGAR Commercial & Investment Division; Richard Haggerty, HGAR CEO, and Chadd Hunt, Robison



From left, Jennifer Vucetic, 2022 NYSAR President installs Anthony Domathoti, HGAR 2022 President .



RPAC Manhattan Dinner Cruise: From left, Emran Bhuiyan, Brian Phillips and Joey Williams.



From left, Putnam County Day: From left, Anthony Domathoti, HGAR President; Adam Bosch, President & CEO, Hudson Valley Pattern for Progress; Kevin Byrne, Incoming Putnam County Executive; Aaron Velez, HGAR Putnam County Regional Director; Brian Levine, Esq. HGAR Legal Counsel & Professional Standards Administrator and Richard Haggerty, HGAR CEO



HGAR Members Day: From left, Anthony Domathoti, HGAR President; Brian Tormey, President TitleVest, Affiliate of the Year and Gail Fattizzi, Regional Manager, ERA Insite Realty, Realtor of the Year.



Orange County Day: From left, Maureen Halahan, President & CEO, Orange County Partnership and Ann Garti, Retired COO, HGAR.



Diversity, Equity & Inclusion Summit: From left, Anthony Domathoti, HGAR President; Freddy Garcia, HGAR Diversity, Equity, Inclusion Officer and Crystal Hawkins-Syska, HGAR Immediate Past President.



From left, RPAC Happy Hour, Winding Hills Golf Club, Montgomery: Left to Right: Jana Currier, Michelle Gilliard, Ann Garti, Ron Garafalo, Stacey Schick, Larry Curasi, Maryann Tercasio, Jeffrey Lyons and AnnMarie O'Brien, Wendy Reinike.



From left, HGAR Delegation to MIPIM, Cannes, France: From left, Tony D'Anzica, HGAR President-Elect; Richard Haggerty, HGAR CEO; Carmen Bauman, HGAR Treasurer; Cathleen Stack, CMO, Global Liaison and Anthony Domathoti, HGAR President

# 2022 - The Year in Pictures



HGAR Staff Retreat, The Castle, Chester, NY: From left, Scott Clark, LaVerne Brown, Jessica Mandakas, Maria Thomas and Richard Haggerty.



Leadership Accelerator Program Graduation



Broker Owner Manager Meeting: From left, Rey Hollingsworth Falu and Carol Christiansen, Co-Chairs and Anthony Domathoti, HGAR President



Hudson Gateway Realtor Foundation, Fashion Show attendees cheer on the runway models.



Hudson Gateway Realtor Foundation Holiday Party: HG Realtor Foundation Trustees and Fundraising Committee Members.



Hudson Gateway Realtor Foundation Volunteer Event at Meals on Main, Port Chester: From left, Robert Shandley, Brian Phillips, John Copulos and George Pejoves.



HGAR Members Day RPAC Lunch: From left, Rich Herska, RPAC Co-Chair; Charlie Oppler, NAR Past President; Donald Arace, Hudson United RPAC Lunch Sponsor; Anthony Domathoti, HGAR President and Richard Haggerty, HGAR CEO



Bronx Chapter Golf Outing Award Presentation: Eliezer Rodriguez, Mark Engel, Boz Reilly and Family, Jim Slattery



HGAR and NAR Leadership at the NAR C5 Summit in NYC: From left, Anthony Domathoti, HGAR President; Richard Haggerty, HGAR CEO; Leslie Rouda Smith, NAR 2022 President; Gary Connolly, HGAR Chief Strategy Officer and Tony D'Anzica, President-Elect

HUDSON GATEWAY ASSOCIATION OF REALTORS

# 2023 INSTALLATION GALA

Marina Del Rey  
1 Marina Drive, Bronx, NY

FEBRUARY 2, 2023  
6:00 - 10:00 PM

*Please join us for our 2023 Installation Gala  
at the elegant Marina Del Rey in the Bronx.*

*Featuring an open bar, cocktail hour,  
a plated dinner, dessert, live music and dancing.*



President  
Tony D'Anzica



President-Elect  
Carmen Bauman



Treasurer  
Joseph Lippolis



Secretary  
Vlora Sejdi



Immediate Past President  
Anthony Domathoti

*Help us to welcome our new HGAR  
President, Officers and Directors for 2023.*

For more information  
and registration  
[HGAR.com/Events](https://www.hgar.com/Events)