

Realtors Expect Robust, Not Supercharged Housing Market in 2022

By John Jordan

NEWBURGH—The consensus from a panel of veteran New York Realtors is that while some headwinds exist for the housing market in 2022, conditions are favorable for continued strong sales and rising prices. One panelist said that despite a slowdown in sales, “there is still a lot of meat on the bone” in the current strong seller’s home sales market in the New York metro region.

The Pattern for Progress Center for Housing Solutions, which is based in Newburgh, held a virtual panel discussion on Nov. 30 entitled “Housing Update | The Housing Market Outlook for 2022,” which featured David Legaz, President of the New York State Association of Realtors, Leah Caro, Principal and President at Park Sterling Realty, and Joseph Rand, Chief Creative Of-

“It’s taken 16 years to get us back to the prices of the last seller’s market, so I think there is still a lot of meat on that bone.”

—Joseph Rand, Chief Creative Officer, Howard Hanna | Rand Realty

ficer at Howard Hanna | Rand Realty and Executive Director for Broker Public Portal. The session was moderated by Joe Czajka, director of the Center for Housing Solutions.

NYSAR’s Legaz noted that national home sales in October were very strong with 82% of the homes sold were on the market for less than a month. Demand for single-family rentals was also ro-

bust with asking rents rising due to low inventory on the for-sale side. Sales of new single-family homes hit a six-month high, he added. Legaz noted that single-family home sales in New York State after having risen for 13 straight months, have fallen the previous two months. As of October 2021, year-over-year sales in New York State fell approximately 10% as compared to the super-charged pan-

demically-induced sales volume registered in 2020. New listings fell during the 2020-2021 period 15.9%, median sale prices rose 10% to \$370,000 statewide and inventory fell 23.1%.

Caro and Rand pointed to the possible reform of the SALT Cap as a positive for the market in 2022. She noted that the House of Representatives recently approved the Biden Administration’s Build Back Better Bill which would raise the SALT Cap from its current \$10,000 to \$80,000 through 2030.

If passed by the Senate, Caro said, “It would be a huge win” for New York State and other impacted states.

While predicting that 2022 will continue to be a strong market, Caro did

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National Economists Predict High Sales and Lending Rates Next Year

By John Jordan

National Association of Realtors Chief Economist Lawrence Yun and Danielle Hale, Chief Economist with Realtor.com, agree that the nation’s housing market will continue to be strong with high sales volume, prices, but will have to contend with rising interest rates.

Dr. Yun, who is the subject of *Real Estate In-Depth’s* “Five Questions With” feature (on page 2 of the second section of this edition), believes that while the home sales market will be strong, overall sales activity of single-family, condominium and cooperatives will decline by approximately 2% due to expected higher mortgage interest rates.

Higher inflation will also impact the real estate sector. Dr. Yun noted that new home construction will definitely

be adversely affected by inflation and supply chain problems that now exist.

“Inflation is annoying and quietly eats away at people’s savings. One impact to real estate is that some homebuilding activity will be delayed due to materials and needed supply not being able to get to U.S. shores on a timely basis,”

he said. “The other more important impact is that the Federal Reserve will need to raise interest rates to contain



National Association of Realtors Chief Economist Lawrence Yun
FILE PHOTO

inflation. The higher interest rates of course hurt homebuying affordability.

Realtor.com’s Hale predicts that inventory levels will bottom out and begin to improve somewhat in 2022. She also believes that the high prices in urban areas will continue to make suburban locations appealing to many buyers.

Hale noted, “while urban areas continue to be pricier and fast-paced, the advantage of shifting to the suburbs to get a better bang for the buck and face a less competitive market has eroded. Nevertheless, with affordability likely to be even more top of mind for buyers in the face of rising home prices and rising mortgage rates, the suburbs are likely to maintain their recent cachet.” For further economic forecast coverage, go to the second section of *Real Estate In-Depth*.

Ossining, Haverstraw Win \$10-Million Downtown Revitalization Awards

By John Jordan

OSSINING—Downtown revitalization efforts in the Village of Ossining and across the Hudson in the Town of Haverstraw each got a \$10-million infusion of cash.

New York Gov. Kathy Hochul announced at an event held at the Joseph G. Caputo Community Center here on Nov. 22 that Haverstraw and Ossining will receive \$10 million each in funding as the Mid-Hudson region winners of the fifth round of the Downtown Revitalization Initiative (DRI).

As part of DRI Round 5, each of the state’s 10 regional economic development regions are being awarded \$20 million, to make for a total state com-



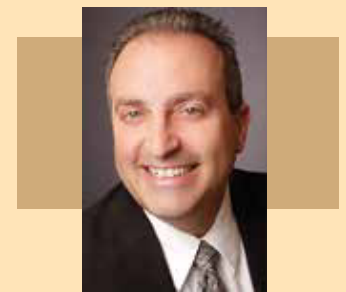
New York Gov. Kathy Hochul is flanked by Town of Haverstraw Mayor Michael Kohut (left) and Village of Ossining Mayor Rika Levin (right) who are holding the ceremonial \$10-million DRI checks.

mitment of \$200 million in funding and investments to help communities boost their post COVID-19 economies by transforming downtowns into vibrant neighborhoods. Haverstraw and Ossining now join the cities of Middletown, Kingston, New Rochelle and Peekskill, which were the Mid-Hudson Region’s winners in the first four DRI rounds, respectively.

“Our downtowns are the hubs for communities to connect and thrive, and as a former local official I know personally how transformative this funding can

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Section Two

Economic Forecast

Danskammer Energy Appeals State's Air Permit Denial

By John Jordan

NEWBURGH—While environmental groups and state politicians, including Gov. Kathy Hochul praised the decision in late October by the New York State Department of Environmental Conservation to deny a key air permit for the Danskammer Energy project here, key business, trade and economic development organizations have lined up in support of Danskammer's recently filed appeal of the DEC denial.

The New York State Department of Environmental Conservation announced on Oct. 27 that it had denied a Title V air permit for the \$500-million Danskammer Energy Center project in Newburgh. The same day the DEC also rejected an air permit for the Astoria Gas Turbine Power project in Queens.

On Nov. 24, Danskammer Energy announced it had appealed the DEC air permit ruling. Danskammer Energy CEO Bill Reid said in a prepared statement: "Danskammer Energy disagrees with the NYSDEC's denial of our federal Title V Air Permit and we are appealing the decision to preserve our rights as part of the agency's administrative review process. We believe DEC is holding Danskammer to standards that don't even exist because the Climate Action Council has yet to issue guidance on what it means to be consistent with the state's new climate law."

He added, "Further—as pointed out by the New York Independent System Operator in its 2021-2030 Comprehensive Reliability Plan—as more weather-dependent and unpredictable wind and solar are used to supply our electricity, New York needs power options like a re-powered Danskammer that can quickly step in to keep the lights on. For these

reasons, DEC's decision to deny our Title V Air Permit was unjustified, and not in the best interests of New York residents or their future power needs."



Danskammer Energy Center, Newburgh
PHOTO CREDIT: SCENIC HUDSON

The Danskammer Energy project, which had been valued at \$500 million, is in the Article 10 process before the New York State Board on Electric Generation Siting and the Environment. The proposed project would convert the aging Danskammer plant into a 535-megawatt energy facility. The project cannot move forward without the Title V air permit.

In the DEC's 14-page decision, Daniel Whitehead, director, division of environmental permits for the DEC, stated that Danskammer had the right to request an administrative adjudicatory hearing regarding the denial of its Title V Application. Danskammer was required to submit a request in writing within 30 days of that ruling.

The Independent Power Producers

of New York, an Albany-based industry trade group criticized the denial of Danskammer and the Astoria Gas Turbine projects when first announced and

left in the dark."

The Orange County Partnership, an economic development organization based in Goshen, also expressed support for the Danskammer project. Orange County Partnership President and CEO, Maureen Halahan stated, "Danskammer Energy's decision to appeal the denial of its air permit was necessary and welcomed by residents and businesses in the Hudson Valley. While the Partnership supports the growth of renewables, we must maintain and bolster the facilities that are the backbone of our energy system to ensure electric prices stay low and the lights stay on. The Danskammer Energy project would be a win for our local economy and all who live and work here."

The project has also been supported by organized labor. Earlier this year it received a major endorsement from the New York State AFL-CIO. L. Todd Diorio, president of the Hudson Valley Building and Construction Trades Council based in Newburgh, said the more than 8,000 members of the 29 affiliated Local Unions of the building trades council are supportive of Danskammer's decision to appeal the DEC ruling.

"This is a project that is good for the air, creates local jobs, lowers energy bills and has the support of dozens of local, stakeholders and organizations in the Hudson Valley," Diorio, who is also business manager of Laborers Local No. 17 in Newburgh, said. "As the governor heads into what is likely to be a contentious primary, this denial was transparently political and she did not have the best interests of New Yorkers when she supported the denial of this permit."

Diorio continued, "Let's be clear, the Hudson Valley Building and Construction Trades Council is not anti-renewable energy and is working closely with elected officials to ensure renewable projects, such as solar, which is growing rapidly in the Hudson Valley, pay good wages and benefits like Danskammer has agreed to. We also believe the state's CLCPA goals of 70% by 2030 are unreachable and this project is the perfect bridge. We thank Danskammer for continuing its efforts to bring 500 plus union jobs and millions of dollars in tax revenue to our area."

In announcing the denial of the Danskammer air permit, DEC Commissioner Basil Seggos said, the project is not in compliance with the requirements of the Climate Leadership and Community Protection Act. "The proposed project would be inconsistent with or would interfere with the statewide greenhouse gas emissions limits established in the Climate Act," Seggos said. "Danskammer failed to demonstrate the need or justification for the proposed project notwithstanding this inconsistency."

The DEC's denial drew praise from environmental groups like Scenic Hudson and from New York Gov. Hochul, who said, "I applaud the Department of Environmental Conservation's decisions to deny the Title V permits for the Danskammer Energy Center and Astoria Gas Turbine Power, LLC in the context of our state's clean energy transition. Climate change is the greatest challenge of our time, and we owe it to future generations to meet our nation-leading climate and emissions reduction goals."

Ossining, Haverstraw Win \$10-Million Downtown Revitalization Awards

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be to boost quality of life," Gov. Hochul said. "Through our Downtown Revitalization Initiative, we will continue to give communities, like Ossining and Haverstraw, across the state the extra boost they need to recover from the pandemic and create more viable, livable, walkable downtowns."

In this fifth round of the DRI, Gov. Hochul doubled funding from \$100 million to \$200 million and allowed each Regional Economic Development Council to decide whether to nominate two \$10 million awardees or one \$20 million awardee for transformative and catalytic downtown redevelopment projects. The DRI is led by the Department of State and through its partnership with the New York State Energy Research and Development Authority (NYSERDA), technical support to the awardees will be provided to assist them with including carbon neutral principles in support of the state's goal to reduce greenhouse gas emissions by 85% by 2050.

Haverstraw Mayor Michael Kohut said, "Thank you, Governor Hochul, for this great honor. I'm extremely proud of the collective time, dedication and effort that went into our Downtown Revitalization Initiative plan. My thanks to everyone who helped us to reach this summit and bring home this targeted economic development funding."

Ossining Mayor Rika Levin said, "This is an exciting day for Ossining, and a testament to the hard work of so many people here in the village. Thank you, Governor Hochul, for delivering this \$10-million commitment to our community. We look forward to the great projects and progress that this funding supports."

Haverstraw's downtown is a high-

density neighborhood close to the Hudson riverfront. The village of Haverstraw aims to make this area an inclusive, lively, 21st century urban center where residents and visitors can live, work, learn and play. Haverstraw has stayed committed to downtown revitalization with multiple completed and ongoing projects, including multiple mixed-use developments, a new waterfront esplanade, and streetscape improvements. Building on this work, Haverstraw aims to redevelop vacant space, expand public space, increase the economic activity of and access to the waterfront, as well as embrace their diverse history, state officials noted.

Ossining's DRI will focus on the Waterfront District. With a downtown that is on both the New York State and the National Historic Registers, Ossining wants to use their existing assets, including a rich history, public amenities, engaged residents, and an innovative business community, to build on previous successes and strengthen their downtown to have the greatest economic impact. Previous successes include a mixed-use development with a waterfront park, promenade, beach, and fishing pier on a former brownfield, the Sing Sing Kill Greenway, and the ongoing Sing Sing Prison Museum project. Building on these projects, Ossining aims to improve community services, increase access to and the economic impact of the waterfront, expand public space, and repurpose areas for development.

The Mid-Hudson Region Economic Development Council conducted a thorough and competitive review process of proposals submitted from communities throughout the region and considered seven criteria below before recom-

mending Haverstraw and Ossining as the nominees.

Mid Hudson Regional Economic Development Council Chair Dr. Donald P. Christian, President, SUNY New Paltz said, "Congratulations to Ossining and Haverstraw for their outstanding plans for revisioning their downtown communities. These investments will help to energize their downtowns, grow local businesses and transform their communities. The DRI's innovative and thoughtful projects have made a real difference around the state and will further support our work to reimagine and rebuild an even stronger New York for the future."

Led by the Department of State, an interagency team of state experts will work with Haverstraw and Ossining to begin the process of developing a Strategic Investment Plan to revitalize their downtowns with up to \$300,000 in planning funds from the \$10 million DRI grant. Local Planning Committees made up of municipal representatives, community leaders, and other stakeholders will lead the effort, supported by a team of private sector experts and state planners.

The Strategic Investment Plans will examine local assets and opportunities and identify economic development, transportation, housing, and community projects that align with each community's vision for downtown revitalization and that are poised for implementation. The Strategic Investment Plans will guide the investment of DRI grant funds in revitalization projects that can leverage and expand upon the state's \$10-million investment. Plans for the DRI's fifth round will be complete in 2022.



Long Island Residential Developer Acquires French-American School Site for \$16.5 Million

By John Jordan

WHITE PLAINS—The more than decade-long saga of the French-American School project in White Plains has come to an end with the sale of the 130-acre parcel to Long Island-based residential development firm The Farrell Building Company.

Joseph Farrell, owner of The Farrell Building Co., which is based in Bridgehampton, NY, told *Real Estate In-Depth* that the firm purchased the property for \$16.5 million. The deal closed on Nov. 29.

The French-American School released a statement on Nov. 30 announcing the sale of the former Ridgeway Country Club property in the Gedney Farms section of White Plains, thus ending an 11-year quest to consolidate its three existing campuses to the site.

The sale includes four parcels that comprised the former Ridgeway Country Club that FASNY purchased in December 2010: Parcel A, that in November 2017 was approved by the City of White Plains for the construction of its Secondary School (grades 6-12) consisting of 27.7 acres between Ridgeway, Hathaway Lane, and Gedney Esplanade; Parcel B, 14 acres between Gedney Esplanade and Heatherbloom Road; Parcel C, 15.6 acres between Heatherbloom and Bryant Avenue; and Parcel D, 72.3 acres between Hathaway, Ridgeway, Bryant and North Street.

The property is zoned R1-30 allowing single-family residential lots of 30,000 square feet.

FASNY purchased the former Ridgeway Country Club property in December 2010 for \$11 million and proposed the property as the location for a proposed new school campus. Following a protracted approval process and ensuing

legal battle with neighborhood group the Gedney Association, FASNY entered a stipulation of settlement with the city in 2016 and in 2017 ultimately obtained a site plan and special use permit for a reduced project for its Secondary School (grades 6-12) on Parcel A.

FASNY made key revisions to its original plan to secure site plan approval from the White Plains Common Council that included keeping Hathaway Lane open, the elimination of the Lower School (nursery through fifth grade) from the project, which reduced the student population at the property by 33% from 950 to 640. The revised plan also reduces the total building square footage from 243,000 square feet to 158,000 square feet. The plan as originally proposed was estimated to be valued at \$60 million.

In 2019 FASNY listed Parcels B, C and D for sale. FASNY said in its statement that over the course of the last couple of years, the space requirements and planning needs of the school evolved and shifted, leading to the conclusion that selling the entire property was in the school's best future interests.

FASNY offered its sincere, heartfelt thanks for the extensive support it received for its plan throughout the approval process from individuals and organizations across White Plains and the greater community.

The group specifically thanked White



A rendering of the French-American School that was to be developed at the former Ridgeway Country Club property in White Plains.

Plains Mayor Tom Roach and the members of the White Plains Common Council who voted to approve the school's plan, as well as the city corporation counsel and department commissioners and staff; the leaders and supporters of White Plains Neighbors ACT; the coalition of White Plains religious leaders; local and regional environmental organizations; the Business Council of Westchester, the Westchester County Association and local businesses; as well as those who signed petitions, wrote letters and spoke at public hearings in favor of the school plan.

Founded in 1980 as a one-classroom preschool, FASNY has evolved to become an international and bilingual N-12-day school educating more than 720 students on three campuses in Mamaroneck and Larchmont. It is the only school in the New York metropolitan area accredited to offer both the International Baccalaureate (IB) diploma and the French baccalaureate. All students also graduate with a New York State high school diploma.

Farrell Building Co., widely known for developing luxury single-family homes on Long Island and in the Palm Beach, FL

area, announced in October 2019 it had entered the Hudson Valley with several new projects. The White Plains project will be its first in Westchester County.

Farrell Building Company announced plans to develop new luxury rental properties in Newburgh, Middletown and New Windsor, in Orange County, as well as in Fishkill, Beacon, and Wappingers in Dutchess County. Its project in Middletown on East Main Street is currently under construction on former farm land leading into the City of Middletown.

Farrell in a phone interview with *Real Estate In-Depth* said that he plans to build luxury single-family homes at the property, with most priced in the \$1.8-million to \$3-million range. He did not divulge how many units his firm plans to develop there and expects to meet with city officials soon and then file plans for the project.

"I think there is a huge need for empty nesters who want to scale down from their big houses in Scarsdale and surrounding areas," he said. The firm intends to build a "beautiful clubhouse" and create "a great, great, really high-end neighborhood."

"Westchester is a beautiful place. I think we are at a moment in time that we have never seen before where all of the housing has been purchased in the surrounding area of New York City and I believe it is an unbelievable opportunity... He added that most of the existing product that is for sale in Westchester has to be renovated, which will make his new high-end product attractive.

Farrell said that the firm would not be looking for any zoning variances and that the plan's scope would be as of right and conform with its current zoning limitations.



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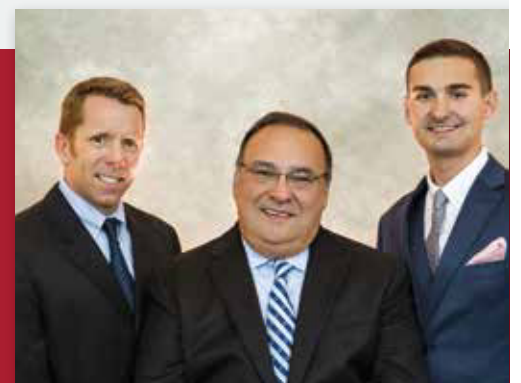
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PRESIDENT'S CORNER

By Crystal Hawkins-Syska
HGAR President



'I'm So Glad We Had This Time Together'

"Carol Burnett and Friends" was one of my favorite shows as a kid growing up. I wasn't born when the original series aired, but I saw reruns when they ran it in syndication in the 1980s. The sketches were just down right hilarious. If you have never seen the show, the powers of the Internet can bring it alive at any time if you want to take a gander. It makes me think about how much simpler life was back then.

Back then, there were only a few channels to watch on television. In fact, some of you will recall as I do that TV stations actually went static at midnight. In fact, if I remember correctly, TV didn't even start until 6 a.m. or so in the morning. In my household, TV didn't come on until late morning. There was breakfast, chores, prayers and conversations with the family that had to happen in the morning before the "tube" could even be turned on. There were no cell phones or telephone answering machines. You just had to wait until someone got home to talk to them. Unless there was some true emergency while at work (i.e. someone died, power went out, someone needed immediate surgery...) phone calls waited until the next day. There was just a peace that existed in those times that is hard to duplicate now.

We are now a 24 hours a day, seven days a week on demand society. There is very little delayed gratification for anything. I often wonder if that's why everyone is so stressed out. This generation of young people have anxiety and depression at unprecedented levels. In our business we are not spared. When clients and customers surf the Internet at all hours of the day and night, texts and e-mails can come to us non-stop. The need to be competitive is demanding more immediate response times. Therefore, leveraging ourselves with technology is a necessity to stay relevant. Expectations are so much higher. What is "realistic" is constantly being challenged by market disruptors across other industries.

Serving as President of The Hudson Gateway Association of Realtors has allowed me to develop a greater depth of understanding about our industry. We are going at such high speeds, innovation is changing everything. In addition, ideologies, political pressures and misinformation are impacting real estate as we know it. I have been humbled by the experience and feel privileged to serve. I want to thank you all for allowing me to serve in this position.

As I step into other roles and continue to run my business, I want to talk about simplicity and the basics. We have to turn ourselves off sometimes. Like the times of yester-year. There has to be a moment during the day, the week and the month where we are unavailable. If we can't regroup we are not good to anyone. Read a book. Neuroscience research has shown that our brains actually process information differently when it comes to printed pages versus a screen. Get off of the rumor mill that functions on the Internet. I wanted to suggest a book to read. "Manufacturing Consent, The Political Economy of the Mass Media" by Edward S. Herman and Noam Chomsky.

There are too many actors spewing information and opinion and name calling. Any Tom, Dick or Jane can prop themselves up on the Internet as a "source" of information and people believe it. It's e-gossip. Don't listen to it. Do research from independent sources that research topics without dumping so much of their opinion into it. Connect to other human beings IRL (In Real Life). And for God's sake, have a good laugh! There is no medicine like hearty laughter. Check out the Carol Burnett show that I spoke about at the outset. We have to make ourselves better to make the world a better place. Without renewing the resource of deepest self, we can't be a champion of the "American Promise," stewards of wealth building and prosperity. We have to be guardians of our very souls to do any good at all. Please take my words to heart as we close out 2021 and advance to 2022. I want to end this article, my final one as President, with how Carol Burnett always ended her television show:

*"I'm so glad we had this time together
Just to have a laugh or sing a song
Seems we just get started and before you know it
Comes the time we have to say, so long."
Well...let's say, "See you around." Excelsior!*

REAL ESTATE IN-DEPTH

Dec.. 2021 Published Dec. 17, 2021

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REAL ESTATE IN-DEPTH, published monthly, is the official publication of the Hudson Gateway Association of Realtors, Inc., One Maple Ave., White Plains, New York 10605. Opinions contained in the articles herein do not necessarily reflect the opinions of the Association. The editors of REAL ESTATE IN-DEPTH reserve the right to accept or reject all advertising copy. REAL ESTATE IN-DEPTH (ISSN 0043-339X) or (USPS 677-500) is published 12 times a year for \$12 per year, included in member dues, and \$24 for non-members, by The Hudson Gateway Association of Realtors, Inc., One Maple Ave., White Plains, N.Y. 10605. Periodical Postage is paid at White Plains, N.Y. REAL ESTATE IN-DEPTH cannot be responsible for unsolicited manuscripts, nor undertake to return manuscripts or pictures. POSTMASTER: Send address changes to REAL ESTATE IN-DEPTH, One Maple Ave., White Plains, New York 10605.

GATEWAY PERSPECTIVES

By Richard Haggerty HGAR CEO



Staying Engaged

Sometimes I think I sound like a broken record with some of my columns for HGAR's monthly publication, *Real Estate In-Depth*. Since I've been CEO of HGAR I have already penned some 120 articles, and my predecessor, Gil Mercurio, penned more than 360! That's a lot of fresh material which must be cooked up, basically creating a new recipe every month. However, the reality is that there are some common themes that bind the association to its mission, and this month's topic, legislative engagement, is at the top of my list of vital association services. In fact, to me, it's the foundation of the association.

The challenge is that, for many, politics is such a partisan morass, now more than ever before. As I've said many times previously, I pin the blame for this perception on news channels that stoke the fires of partisanship, "us against them," as opposed to presenting the news to the collective "we," as well as social media, which seems designed to foster conflict. While that may be the challenge, we cannot afford to use that as an excuse to stay on the sidelines. We need to stay fully engaged in those issues that affect real property rights.

Last week HGAR Legislative Committee Co-Chair Leah Caro and I attended a press conference conducted by U.S. Rep. Sean Patrick Maloney in Bedford Hills concerning the "Build Back Better" legislation that has passed the House of Representatives and is currently being debated in the Senate. During the press conference three or four very vocal protestors were yelling negative slogans attempting to disrupt the event, which is certainly their right in our democracy. For the real estate industry one of the key provisions in the legislation is the increase in the SALT deduction from \$10,000 to \$80,000, with certain income level caveats.

This modification to the SALT deduction could have a tremendous positive effect for the New York and suburban real estate market. HGAR representatives were present to support this initiative. We were focused on the issues that affect real property rights, not the protestors. That must be our guiding principle.

I spend a lot of my time attending meetings and political fundraisers with members of the New York State Senate and Assembly, as do the other members of HGAR's legislative team—Phil Weiden and Eli Rodriguez—as well as the Legislative Committee leadership. Some of the legislators agree with some or most of our legislative priorities. Some do not. It's our job to stay engaged with everyone, focused on our priorities, listening, and exchanging thoughts and ideas in a meaningful and respectful manner, always staying on topic and always being patient.

The best example of that patience in action is our success in the enactment of

Continued on page 8

Happy Holidays



PHOTO BY JOHN VECCHIOLLA

The staff of the Hudson Gateway Association of Realtors wishes its members and readers of *Real Estate In-Depth* a joyous holiday season and a happy New Year.

In Memoriam

The Hudson Gateway Association of Realtors regrets to inform its membership of the passing of longtime Realtor Edward T. Scrivani, who passed away on Nov. 12 at the Village Crest Health and Rehab Center in New Milford, CT at the age of 93. He previously had been a resident of Patterson for 70 years.

Scrivani was a real estate broker for 42 years in Putnam, Dutchess and Westchester counties. He served for many years on the Putnam County Association of Realtors, Westchester Multiple Listing Service and New York State Association of Realtors. He was voted twice as Putnam County Realtor of the year and was given the 'Life Achievement Award' in 2008 by the Putnam County Association of Realtors. Earlier, he was a manager of Production Control with the Pawling Rubber Company in Pawling, NY from 1950 to 1985.

Born in Brooklyn on June 20, 1928, he was the son of the late Peter and Marie (King) Scrivani. He graduated from Brewster High School in 1946. Scrivani enlisted in the US Army in 1946 and served in Japan from 1946 to 1948.

He married the love of his life, Theresa Burkhart on Sept. 11, 1949 at St. Lawrence O'Toole Church in Brewster.

Scrivani was very involved in many organizations in Patterson over his lifetime such as the Patterson Planning Board for 20 years, Trustee of the Patterson Library for 15 years and his special love of the Patterson Historical Society. He also was a charter member of the Patterson Rotary Club from its inception in 1987 until the present where he had served as past secretary, was the editor of the club newsletter "The Eye Opener" and held over 20 years perfect attendance.

Besides his wife Theresa of 72 years, he is survived by his three children, Michael Scrivani and his wife Jane of Maine, Elaine Scrivani of North Carolina and Mary Ann Hill-Pitts and her husband Michael Pitts of Pawling, NY. Also, five grandchildren, Adrienne Mitchell and husband Jason in Pawling, Amy Kane and husband Dan of South Carolina, Carl Watson of Utah, Dan Alexis of North Carolina and Jessica Ramirez and husband Richard of Bayside. Also seven great-grandchildren, Robert, Aislin, Alexia, Justin, Sonia, William and Ava. He was predeceased by his brother Peter.

In lieu of flowers, please consider contributions to the Patterson Historical Society, PO Box 534, Patterson, NY 12563 and/or The Patterson Rotary Club, PO Box 24, Patterson, NY 12563.

Discrimination Cases from Newsday's 'LI Divided' Finally Making Their Way Through the System

LEGAL CORNER

By John Dolgetta, Esq



It has been over two years, Nov. 17, 2019, since *Newsday* published its comprehensive and devastating investigative report entitled "Long Island Divided" [see <https://bit.ly/3yq9Elz>]. The article sent shock waves through the entire real estate industry. *Newsday*'s article became the catalyst that launched a major movement, led by state and local governmental officials and agencies, such as the New York State Department of State Division of Licensing Services and the New York State Division of Human Rights, to combat all forms of discrimination in the real estate industry and to prosecute those licensees found to be violating federal, state and local human rights and anti-discrimination laws.

Cases Are Finally Making Their Way Through the System

The DLS (and DHR) quickly began filing complaints and initiating investigations against many of the licensees soon after the *Newsday* article was published, which continued into early 2020. Among a variety of reasons, including likely delays due to the COVID-19 pandemic, these cases are just beginning to be resolved. Recent DLS decisions of note issued by Administrative Law Judges include *DLS v. Abarca* (Nov. 22, 2021) [see <https://on.ny.gov/3EJZrCu>]; *DLS v. Vicquery* (Aug. 30, 2021) [see <https://on.ny.gov/3IB7OTn>]; and *DLS v. O'Brien* (Oct. 22, 2021) [https://on.ny.gov/3pCo91i]. These ALJ decisions provide critically important information for real estate licensees when it comes to discriminatory behavior, such as disparate treatment and racial steering, and the legal requirements and duties of the real estate agents with respect to same.

Recent Decisions: Abarca, O'Brien & Vicquery

In *Abarca*, the ALJ found that the real estate licensee engaged "...in unlawful discriminatory practices proscribed by federal, state or local law" and also decided that the licensee "...engaged in conduct demonstrating untrustworthiness and/or incompetency in violation of Real Property Law ("RPL") §441-c and 19 NYCRR §175.17 (b)." Based on the evidence provided at the hearing, which consisted primarily of the findings contained in the *Newsday* article, the ALJ revoked the licensee's real estate license for engaging in unlawful racial steering and disparate treatment.

In *O'Brien* and *Vicquery*, the ALJs reached different conclusions. In both the

In Memoriam

The Hudson Gateway Association of Realtors regrets to inform its membership of the passing of longtime Realtor and Affiliate James "Jim" W. Rood Jr. on Nov. 28, 2021. Rood passed away after a valiant battle with colon cancer at the age of 64.

Rood was an Environmental Engineer and he ran his own company, Lighthouse Environmental Services in Carmel. He loved the outdoors and he had a great pas-



Jim Rood was a staunch supporter of HGAR and its predecessor organizations. He is pictured (left) at his company's booth at WCBR's Annual Meeting in 2005 and (right) at HGAR's 2019 Annual Meeting.

sion for hunting, fishing and shooting.

Aside from being a licensed Realtor, as founder and owner of Lighthouse Environmental, Jim was an invaluable resource to real estate professionals and their clients. His extensive knowledge and years of experience regarding anything and everything related to environmental issues was readily shared and cannot easily be replicated. He was a staunch supporter of the Hudson Gateway Association of Realtors for decades and was a welcome fixture at the association's annual Members' Day with his sense of humor and basket of apples. He was an avid educator, teaching courses to Realtors on mold, radon, lead and other environmental hazards. He also served as the first, and still the only, male president of the Women's Council of Realtors Empire Chapter. He was honored with the prestigious Westchester County Board of Realtors' Affiliate of the Year award in 2004 for his many contributions to the industry.

He will be greatly missed by everyone fortunate to have known him.

He was born in Newfoundland, Canada on May 27, 1957, to James and Dorothy (Arlotta) Rood Sr. He married the love of his life, Debra Bisignano, on March 19, 1983 in Port Chester.

Rood is survived by his beloved wife Debra, his four siblings, Keith and wife Roberta, Frank and wife Patty, Caroline and husband Gary Woodruff and Margaret Zeller. Along with nieces Nikki and Victoria and nephews Dameon, Bobby, Zach, Patrick, Alex and Greg. He also leaves numerous loving family members and many lifelong friends.

Visitation will be held from 10:00 A.M. to 1:00 P.M. on Sunday, Dec. 5, 2021 at Cargain Funeral Home, 10 Fowler Ave., Carmel, NY. A Memorial Celebration of Life to honor and celebrate James's life will be held the same day at 12:30 P.M. at the funeral home. A private cremation has taken place.

Vicquery and *Abarca* decisions, the ALJs held that the evidence presented at the hearings, which came primarily from the *Newsday* article, did not establish by "substantial evidence" that the agents engaged in illegal steering. However, the ALJ in *O'Brien* found that the agent mentioning the makeup of the schools and demographics of the area was an act of "incompetence" and the agent was fined \$500. In *O'Brien*, the ALJ did not believe that the agent's actions rose to the level that warranted suspension or revocation.

Allegations of Racial Steering in Abarca

In *Abarca*, the ALJ, relying on the evidence presented in the *Newsday* article, explained that the agent provided the minority tester with specific information on the demographic make-up of certain areas and also provided the minority tester with specific information regarding the quality and ratings of the schools. The agent, however, did not do so with the white tester. Instead, the agent provided the white tester with non-specific demographic information and directed the white tester to a website to research information on the quality of schools. Ultimately, the ALJ, relying on the testimony offered by the real estate licensee coupled with the findings in the *Newsday* report, found that the licensee unlawfully engaged in racial steering.

Disparate Treatment in Abarca

In *Abarca*, the DLS also alleged that the real estate licensee "...engaged in disparate treatment of the minority and white testers by refusing to provide the minority tester with any home tours unless he signed a buyer's agreement with the respondent and not requiring that the white tester sign a buyer's agreement." According to *Abaca*, "[d]isparate treatment, or adverse treatment, is when a person 'treats some people less favorably than others because of their membership in a protected class.'"

Again, relying primarily on the evidence presented in the *Newsday* article, the ALJ found that the agent agreed to show multiple homes to the white tester without requiring the white tester to sign an exclusive buyer agency agreement. However, when it came to the minority tester, the agent refused to show any homes unless he and his wife signed the buyer agency agreement. In addition to the findings presented in the *Newsday* article, the ALJ found that the licensee's testimony was not credible, and ultimately determined that the agent acted in an "incompetent and untrustworthy" manner in violation of RPL §441 (b).

Continuing Education Requirements: An Additional Accompanying Charge

It is important to note that the DLS has the right to request proof from a licensee, in connection with any complaint that is filed, that the licensee has completed the requisite 22.5 hours of continuing education for any two-year period prior to the agent's renewal date. In this case, the licensee did not provide the correct proof of continuing education, as some of the courses were for a period after the renewal date.

'Incompetent' and 'Untrustworthy' Standards Under New York's RPL

In these cases, the ALJs point out that in order "[t]o qualify for a real estate agent's license, the respondent must be both trustworthy and competent in order 'to safeguard the interests of the public [emphasis added].'" [See Real Property Law § 441 (b) at <https://on.ny.gov/3ISMIQb>]. Often these terms are taken to mean the same thing and are used interchangeably, however, it is important to note that each of these terms have different meanings when it comes to a licensee's activities.

In *O'Brien*, the ALJ explains that "[u]ntrustworthiness" involves an act done with 'bad faith' [and]...is akin to violation of a professional norm and contemplates such bad faith as would cast doubt on one's character and fitness to act as a broker [or salesperson]." The ALJ further explains that an act of "untrustworthiness" involves more than being negligent. On the other hand, the ALJ explains that "[i]ncompetence"...is generally understood among the learned professions to involve an act done with a 'lack of skill or knowledge necessary to practice the profession.'" These concepts are evaluated on a case by case basis, as is evident in these recent decisions.

Discrimination Prohibited: Presumed to Be Untrustworthiness and a Violation Of the NAR Code of Ethics

Section 175.17 (b) of the Department of State's Regulations provides that "no real estate broker or salesperson shall engage in an unlawful discriminatory practice, as proscribed by any federal, state or local law applicable to the activities of real estate licensees in New York State." In the event a licensee is found to have engaged in unlawful discrimination, such behavior "...shall be presumptive evidence of untrustworthiness and will subject such licensee to discipline, including a proceeding for revocation." Under Section 441-c of the RPL, the Department of State may revoke or suspend a licensee's license, or may issue a fine up to \$1,000.

The ALJ in *O'Brien* also points out that acts of "untrustworthiness" are violations of the National Association of Realtors' Code of Ethics, particularly Article 10. Citing an article published by NAR, the ALJ points out that "...if an agent expresses his or her own positive or negative views about certain communities or schools, the purpose of which is to direct a buyer either towards or away from a community, then that agent may be stating a housing preference based on race or familial status or religion. These would be violations of the Fair Housing Act and of the Realtors Code of Ethics."

The Burden of Proof is on the DLS: Substantial Evidence Standard

Since it is the DLS that files a complaint, the burden is on the DLS to prove, by substantial evidence, the charges set forth in the complaint. The ALJ in *Abarca* explains that "[s]ubstantial evidence 'means such relevant proof as a reasonable mind may accept as adequate to support a conclusion or ultimate fact... [m]ore than seeming or imaginary, it is less than a preponderance of the evidence, overwhelming evidence or evidence beyond a reasonable doubt....'"

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Northeast Sales Declined by 2.6%

U.S. Existing-Home Sales Inched Up 0.8% in October

WASHINGTON—Existing-home sales increased in October, marking two straight months of growth, according to the National Association of Realtors. Two of the four major U.S. regions saw month-over-month sales climb, one region reported a drop and the fourth area held steady in October. On a year-over-year basis, each region witnessed sales decrease.

Existing-home sales in the Northeast fell 2.6% in October, registering an annual rate of 750,000, a 13.8% decline from October 2020. The median price in the Northeast was \$379,100, up 6.4% from one year ago.

Total existing-home sales, completed transactions that include single-family homes, townhomes, condominiums and co-ops, rose 0.8% from September to a seasonally adjusted annual rate of 6.34 million in October. Sales fell 5.8% from a year ago (6.73 million in October 2020).

“Home sales remain resilient, despite low inventory and increasing affordability challenges,” said Lawrence Yun, NAR’s chief economist. “Inflationary pressures, such as fast-rising rents and increasing consumer prices, may have some prospective buyers seeking the protection of a fixed, consistent mortgage payment.”

Total housing inventory at the end of October amounted to 1.25 million units, down 0.8% from September and down 12.0% from one year ago (1.42 million). Unsold inventory sits at a 2.4-month supply at the current sales pace, equal to September’s supply, and down from 2.5 months in October 2020.

The median existing-home price for all housing types in October was \$353,900, up 13.1% from October 2020 (\$313,000), as prices climbed in each region. This marks 116 straight months of year-over-year increases, the longest-running streak on record.

“Among some of the workforce, there is an ongoing trend of flexibility to work anywhere, and this has contributed to an increase in sales in some parts of the country,” said Yun. “Record-high stock markets and all-time high home prices have worked to significantly raise total consumer wealth and, when coupled with extended remote work flexibility, elevated housing demand in vacation regions.”

Properties typically remained on the market for 18 days in October, up from 17 days in September and down from 21 days in October 2020. Eighty-two percent of homes sold in October 2021 were on the market for less than a month.

In October, first-time buyers were responsible for 29% of sales, up from 28% in September and down from 32% in October 2020. NAR’s 2021 Profile of Home Buyers and Sellers—released earlier this month—reported that the annual share of first-time buyers was 34%.

Individual investors or second-home buyers, who make up many cash sales, purchased 17% of homes in October, up from both 13% in September and from 14% in October 2020. All-cash sales accounted for 24% of transactions in October, up from both 23% in September and from 19% in October 2020.

Distressed sales—foreclosures and short sales—represented less than 1% of sales in October, equal to the percentage seen a month prior and equal to October 2020.

According to Freddie Mac, the average commitment rate for a 30-year, conventional, fixed-rate mortgage was 3.07 in October, up from 2.90% in September. The average commitment rate across all of 2020 was 3.11%.

Single-Family and Condo/Co-op Sales

Single-family home sales rose to a seasonally adjusted annual rate of 5.66 million in October, up 1.3% from 5.59 million in September and down 5.8% from one year ago. The median existing single-family home price was \$360,800 in October, up 13.5% from October 2020.

Existing condominium and co-op sales were recorded at a seasonally adjusted annual rate of 680,000 units in October, down 2.9% from 700,000 in September and down 5.6% from one year ago. The median existing condo price was \$296,700 in October, an annual increase of 8.7%.

“At a time when mortgage rates are still low, buying and securing a home is a wise investment,” said NAR President Leslie Rouda Smith, a Realtor from Plano, TX, and a broker associate at Dave Perry-Miller Real Estate in Dallas. “NAR will strive to make homeownership obtainable for all who want to pursue one of the key components of the American Dream.”

Regional Breakdown

Existing-home sales in the Midwest rose 4.2% to an annual rate of 1,500,000 in October, a 6.3% decrease from a year ago. The median price in the Midwest was \$259,800, a 7.8% jump from October 2020.

Existing-home sales in the South increased 0.4% in October, posting an annual rate of 2,780,000, a 3.5% drop from one year ago. The median price in the South was \$315,500, a 16.1% climb from one year prior.

Existing-home sales in the West neither rose nor fell from the prior month’s level, registering an annual rate of 1,310,000 in October, down 5.1% from one year ago. The median price in the West was \$507,200, up 7.7% from October 2020.

Discrimination Cases

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In O’Brien, the ALJ further explains that substantial evidence is “...evidence that has ‘such quality and quantity as to generate conviction in and persuade a fair and detached fact finder that...a conclusion or ultimate fact may be extracted reasonably, probatively and logically.’ ‘Substantial evidence does not rise from bare surmise, conjecture, speculation or rumor.’ [See *Geisler v. State* at <https://bit.ly/3rUpwLI>].”

Newsday Article: Hearsay Evidence is Admissible But is More Needed?

In Abarca, the DLS’s evidence consisted primarily of the Newsday article and the videos. The ALJ explained that although the Newsday article contained “hearsay” evidence, “[i]t is well established that hearsay evidence is permitted in an administrative proceeding and, under certain circumstances, may constitute an agency’s entire case.” The ALJ, however, pointed out that hearsay evidence must be relevant, probative, and reliable. Relying on the evidence presented in the Newsday article, such as a specific timeline of events, voice-mails, evidence relating to the agent not showing homes to the minority tester, evidence relating to the agent requiring that the minority tester sign a buyer agency agreement before showing a home and not requiring the white tester to do the same, the ALJ held that all of this evidence “...is not only relevant, but



it is probative as it relates to the issue of disparate treatment and is reliable as it is corroborated by sworn testimony and documentary evidence presented at the hearing.” Ultimately, the ALJ found that the substantial evidence existed warranting revocation of the agent’s license.

In contrast, the ALJs in both the O’Brien and Vicquery cases found that while the evidence presented in the Newsday article was enough to allow the DLS to file the initial complaint, the DLS failed to proffer “substantial” evidence at the hearing. In O’Brien, the ALJ indicated that the DLS relied solely on the newspaper’s findings without submitting additional corroborating evidence from a more reliable source. The ALJ wrote, “[t]he newspaper is neither a government document nor such other document typical rules of evidence, even flexible ones, customarily find reliable. For sure, reliance on the newspaper article was sufficient at the pleading stage, it was not however at the hearing stage.”

In the Vicquery decision, the ALJ points out that while the Newsday article contained “...hearsay statements claiming the respondent and Ms. Gillin provided particular listings to the testers...the listings themselves were never introduced and the testers, who have actual knowledge of the listings, were not called to testify.” The actual testers were also not interviewed as part of DLS investigation. Therefore, relying solely

on the hearsay evidence presented in the Newsday report is not sufficient and does not satisfy the “substantial evidence” standard.

What More Can We Expect?

The cases are slowly but surely making their way through the system and it is important to keep a close eye on all of the DLS decisions as they are issued. These decisions and investigations will not only affect the licensees targeted in the Newsday investigation, but will certainly affect all licensees. As is evident from these recent decisions, the outcomes of each case will be very fact specific. One important issue to keep in mind is that having legal counsel represent a licensee in connection with any hearing is recommended. In many of these decisions, when a licensee elects not to be represented by counsel, the decision is not favorable for the respondent.

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.

Christie's Enters Agreement with @properties To Sell Christie's International Real Estate

NEW YORK— Christie's announced on Nov. 17 that it is selling its Christie's International Real Estate business to Chicago-based real estate brokerage and technology firm @properties, and entering into a long-term global brand license agreement with the company.

The new strategy for Christie's International Real Estate is designed to build upon the success of the business and position it for accelerated growth under the leadership of an industry expert, company officials stated.

The acquisition of Christie's International Real Estate by @properties was expected to close on Dec. 1, 2021. Under the terms of the agreement, Christie's existing global network of approximately 900 affiliate real estate offices will transfer to @properties along with Christie's International Real Estate corporate team members and company-owned brokerage operations. No financial terms of the transaction were disclosed.

The new business, which will retain the name Christie's International Real Estate, will create one of the largest residential brokerage firms in the United States and will allow for further expansion across other global markets. With this new direction and structure in place, Christie's International Real Estate will benefit from @properties' state-of-the-art technology, marketing and broker-support platforms and be able to provide an unparalleled level of service expected by Christie's clients worldwide.

Christie's International Real Estate, a subsidiary of Christie's, the world-leading art and luxury business, is one of the leading luxury real estate compa-



Ben Gore, Christie's Chief Operating Officer

nies, successfully marketing high-value real estate around the world for more than 30 years. Through its New York City brokerage and invitation-only Affiliate network spanning 48 countries and territories, Christie's International Real Estate offers incomparable services to a global clientele at the luxury end of the residential property market. The company has offices in London, New York City, Hong Kong, Los Angeles, and Palm Beach, and its affiliated brokerages have recorded approximately \$500 billion of real estate transactions over the last five years as of Dec. 31, 2020.

The move also paves the way for @properties to scale its technology on a global level while supporting continued innovation to better serve Christie's International Real Estate's clients, agents and affiliates. The company's proprietary suite of brokerage-tech applica-



Thad Wong, co-CEO and co-founder of @properties

tions, called pl@tform allows its agents to digitally manage all aspects of the client relationship and real estate transaction through one fully integrated system.

Established in 2000, @properties ranks 8th on the REAL Trends 500 list of the largest residential brokerage firms in the U.S. by sales volume. During the past decade, @properties has developed a proprietary suite of integrated technology applications called pl@tform, which includes marketing, transaction-management, and client-relationship management systems, and recently launched a nationwide franchise. @properties and its affiliated companies, Ansley Real Estate and Nest Realty, have more than 4,000 agents in 75 offices in 13 states. @properties is also an owner of Proper Title, a title

insurance firm, and Proper Rate, an independent mortgage lender.

Ben Gore, Christie's Chief Operating Officer, said, "@properties is one of the largest US luxury real estate companies by sales volume and a clear leader in the field. We chose to pursue this new direction for Christie's International Real Estate for two strategic reasons—first, because @properties possesses the unique resources and capabilities to invest in expanding the Christie's International Real Estate brand and its affiliate network both within the US and on a global scale; and second, because this will enable Christie's to focus our resources on the core priorities of our business in the art and luxury goods market."

Thad Wong, co-CEO and co-founder of @properties, added, "@properties is excited to combine the world's preeminent luxury real estate brand with the brokerage industry's best technology, marketing, and operational platform. Christie's International Real Estate will be the only brokerage firm in the world that can offer affiliates, agents and clients a fully integrated tech solution behind 250-plus years of luxury service and experience."

@properties is partnered with Charlottesville, Virginia-based Quad-C Management, a leading middle-market private equity firm.

Centerview Partners LLC is serving as exclusive financial advisor to Christie's and Allen & Overy LLP is serving as legal counsel. Gibson, Dunn & Crutcher LLP and Lathrop GPM LLP are serving as legal counsel to @properties.

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NYS to Launch \$539M Homeowners Assistance Fund

ALBANY—New York Gov. Kathy Hochul announced on Dec. 6 that New York State is the first state in the nation to receive U.S. Department of the Treasury's approval to launch its Homeowner Assistance Fund, a program that will provide up to \$539 million to help eligible homeowners avert mortgage delinquency, default, foreclosure, and displacement.

Applications will begin being accepted on Monday, Jan. 3, 2022.

"Many New Yorkers are still recovering from the pandemic, and just like we did for renters, our state is now leading the way to provide much-needed economic relief to vulnerable homeowners across the state," Gov. Hochul said. "We know that the economic pain of the pandemic has been felt disproportionately in rural communities, communities of color, and immigrant communities, and this program is a demonstration of our commitment to placing the needs of New Yorkers in need at the heart of our work. We thank the Biden Administration and our entire congressional delegation for securing this critical lifeline, and New York is ready to support homeowners in need every step of the way."

The state has also announced the launch of the NYS HAF program website, an information call center, and a multi-lingual marketing campaign that will help educate homeowners about the program and ensure all New Yorkers, especially those in non-English speaking households, are ready to apply when the application window opens on Jan. 3, 2022.

Designed and administered by New York State Homes and Community Renewal, NYS HAF will target low- to moderate-income homeowners who are behind on mortgage payments,

property taxes, water or sewer bills, as well as owners of cooperative or condo units behind on maintenance fees, and manufactured homeowners behind on chattel loans or retail installment contracts.

Eligible applicants may receive financial assistance to catch up on missed housing payments, to reduce mortgage debt to make monthly mortgage payments more affordable, and for homeowners who are unemployed, assistance with up to six months of future housing payments.

Eligible applicants must have household incomes at or below 100% of the Area Median Income (AMI) and must be at least 30 days delinquent on monthly housing payments for their primary residence. Awards will be capped at \$50,000 per household. Assistance will be structured as a five-year, non-interest, non-amortizing forgivable loan. If the homeowner remains in the home for a period of five years, the loan will be fully forgiven.

In addition, the NYS HAF program is working in partnership with the Office of the New York State Attorney General to advocate with mortgage lenders and mortgage servicers to ensure homeowners are receiving all available relief under federal and state rules. This includes extended mortgage terms, deferment of missed payments or forbearance amounts, and lower interest rates to reduce monthly payments.

The NYS HAF program will be managed by Sustainable Neighborhoods LLC, a non-profit community development financial institution selected

through a competitive Request for Proposals. Sustainable Neighborhoods has extensive experience administering foreclosure prevention and loss mitigation programs across the state.



New York Gov. Kathy Hochul

Immediately upon taking office, Gov. Hochul worked aggressively to break the logjam in New York's Emergency Rental Assistance Program, bringing the state from the back of the pack to the front in terms of distributing relief to those in need. Under her leadership, rent relief payments quintupled, with New York State now having paid out or obligated approximately \$2.1 billion in rental assistance covering more than 164,000 applications, including more than 90,000 payments to landlords to date.

Additionally, the state provided \$125 million in assistance for landlords whose tenants did not participate in the Emergency Rental Assistance Program or who have vacated their residence with arrears. Further, upon recognizing that more assistance was needed, Gov. Hochul also filed an application with the U.S. Department of Treasury for an additional nearly \$1 billion in relief for New Yorkers.

New York State Homes and Community Renewal Commissioner RuthAnne Visnauskas said, "It is critical that we pre-empt a cascade of defaults, foreclosures, and displacement, that would undermine the stability of our communities, devastate the property tax base, and leave local economies reeling. For the thousands of at-risk homeowners who we anticipate being eligible for this program, we can put them back on sound financial footing where they will not lose a generation of advances in homeownership."

Senator Charles Schumer said, "Every New Yorker deserves a safe and secure place to call home, and I am proud we delivered the federal funding

for the Homeowner Assistance Fund to help struggling New York homeowners impacted by the pandemic stay in their homes. When I led the American Rescue Plan to passage in the Senate, I championed provisions to help our most vulnerable residents who are behind on payments due to COVID recover and avert foreclosure. Access to safe and reliable housing is a fundamental right, and I will not stop fighting and delivering for New Yorker homeowners to help them recover."

Senator Kirsten Gillibrand said, "The COVID-19 pandemic has exacerbated housing insecurity in communities across New York State. This federal funding is an important step to help ensure that low- and moderate-income homeowners at risk of displacement, especially those in areas historically subject to housing discrimination, can keep the heat on, water flowing, and a roof over their heads. I'll keep fighting to make sure every New Yorker has a place to call home."

As part of the program launch, HCR and Sustainable Neighborhoods have already hired 23 community-based organizations to perform targeted outreach to homeowners who may be at risk, specifically in areas historically subjected to housing discrimination, areas where homeowners may have limited access to the Internet, and communities where there is a high level of homeownership distress.

During this outreach period, the NYS HAF call center will operate Monday through Friday from 9 a.m. to 5 p.m. to assist homeowners and provide critical information about the program and instructions on how to apply.

The NYS HAF website includes Frequently Asked Questions, a step-by-step application guide, and a document checklist so that applicants know what documentation may be needed to submit their application.

The website, supporting materials, and call center are available to homeowners in 10 languages - Arabic, Bengali, Haitian-Creole, Italian, Korean, Mandarin, Polish, Russian, Spanish, and Yiddish.

In addition, HCR has formed a partnership with more than 70 non-profit housing counseling and legal service providers, members of the NY Homeowner Protection Program, who will have direct access to the on-line application portal and who will be able to submit multiple applications on behalf of their clients. The HOPP network will also serve as an outgoing referral network for applicants who request assistance with the application process, or who need urgent legal assistance.



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Staying Engaged

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meaningful co-op transparency legislation in Westchester. That didn't happen overnight—it was 30 years in the making.

Next year, 2022 President Anthony Domathoti will be creating a network of HGAR members who are willing to stay engaged, who are willing to attend meetings and events with state and local legislative leaders, and who are willing to make a difference. If you want to be a part of this team and make a difference, e-mail me Richard.haggerty@hgar.com, or 2022 HGAR President Anthony Domathoti at Anthony@exitpremiumrealty.com.

Another way of making a difference is contributing to RPAC. As we have said many times, RPAC contributions don't buy votes, they get us through the door so we can have the conversations. We can't afford to stay on the sidelines. We need to get educated on the issues, get in the game and stay engaged.

On behalf of the entire HGAR staff, I wish each and every one of our members a peaceful holiday season and a Happy and Healthy New Year.

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Repurposing CRE Assets in the Current Market: What's Hot and What's Not?

By Robert Withers



COVID-19's impact on the local and national CRE market has decreased the relevance of CRE assets. Many assets simply don't "work" in today's post-pandemic environment. That doesn't mean however that there isn't a "life after death" for these locations. Indeed, they can hold much purpose, if you're an owner or developer who's thinking outside the box.

Some of these asset classes showed strain prior to the pandemic's impact. For retail malls anchored by large, big box retailers, the pandemic was just the final nail in the proverbial coffin. Stand alone, single tenant retail properties, whose tenants could be restaurants, luxury retailers or even small grocers and bank locations, are all prime examples of properties that are perfect candidates for repurposing in many CRE markets.

Here are some examples of these types of properties:

Local and regional malls—These types of properties were already feeling the pinch as their large anchor tenants reeled from slowing sales and store closures. Retailers like Macy's, J.C. Penny, and Sears were hit hard by the growth of electronic commerce, losing many customers to the convenience of online shopping. This was only exacerbated by the on and off store closures and fear of public gatherings caused by the pandemic. Many of these properties have lost their tenants to these store closures and are ripe for repurposing.

Mixed-use projects, incorporating retail, hotel, residential and hospitality components, are already being planned for many of these types of properties, both regionally and nationally. Lenders are excited about the prospect of helping to finance these plans as long as the project is well-thought-out, the developers have a track record, and the demographics of the area support the project.

Medium and small retail "strip centers"—We have all seen them lining the roads. Usually, they consist of several retail stores (restaurants, hair or nail salons, general retail or small grocery stores), but recently what you may notice is the absence of the larger "non-big-box" anchor. It could have been a regional furniture retailer, larger national chain restaurant, etc. These properties are ripe for repurposing into a solution for whatever is needed on a local basis. It could be additional medical offices to support the local hospital, auto dealerships (the automobile industry has surged if you haven't noticed), or just a revamping of the retail component of the center which is less reliant on the foot traffic previous retailers relied on from the larger anchor tenants. In the industry, they are called "destination tenants," those that people will travel to because the services they provide are necessary in today's environment and cannot be done online or because they provide a unique in-person experience.

Again, financing for these types of projects, from the reconstruction for repurposing to the permanent mortgages

provided to finance them, are readily available provided a plan, a resume of success and the demographics to support it.

Small hotel/motel assets—This asset class is the one I am most personally excited about. With the floor plates already in place and room to repurpose, these privately owned 20-50-unit hotel/motel properties can be converted into multi-family rental housing to provide low-mid income housing solutions. Taking advantage of the already constructed floor plates and unit configurations of these properties can be an excellent opportunity for developers looking to focus their attention on this sector, providing a solution to a much-needed housing issue in the current market.

Financing interest for these projects has been notably positive, with lenders seeing the need in the market for low-medium income housing, dormitory style solutions (for those near universities and colleges), and military housing.

The opportunities are out there, ready for creative sponsors with the capital to invest and experience in building successfully. The debt markets want to lend—and will if the project makes sense!

Robert Withers, president and CEO of M1 Capital Corp. (<https://www.mortgage1.com/>), is a respected real estate finance professional with a 30-year track record of providing creative solutions for commercial real estate industry clients. M1 Capital Corp has offices in White Plains and Manhattan and specializes in acquisition, refinancing outstanding loans, restructuring current debt, and delivering smart, effective solutions through a variety of loan options: commercial, hard money, SBA 504 and 7a programs, as well as SPEC construction financing, multifamily and commercial debt workouts.

Hudson United Mortgage Announces Partnership with the NAMMBA



Daniel Rand, President of Home Services at Hudson United Mortgage

NANUET—The National Association of Minority Mortgage Bankers of America (NAMMBA) recently announced a partnership with locally-based Hudson United Mortgage in NAMMBA's effort to affect positive change with the housing needs of underserved communities and with the development of a more diverse mortgage workforce.

"We're extremely excited to partner with Hudson United Mortgage," said NAMMBA Founder/CEO Tony Thompson, CMB. "Like us, it has a strong commitment to diversity and inclusion, and a leadership team that is committed to representing all the communities in which it does business."

Through this partnership with Hudson United Mortgage, NAMMBA will roll out a comprehensive strategy to engage the more than 60 employees via access to focused training, new hire programs, and leadership development, and position the organization to support the communities in which it currently conducts business.

According to NAMMBA, over the next five years, 75% of all first-time homebuyers will be women, millennials, or people of color. Although there is a concern across the industry about a stagnant or shrinking housing market, purchase mortgage opportunity is not only growing, it's changing. According to NAMMBA's most recent mortgage market forecast, the three largest diverse borrower groups (Asians, African-Americans, and Hispanics) generated more than \$292 billion of purchase opportunity in 2020, which amounts to 24.2% of all purchase dollar opportunities.

"We are excited about our partnership with NAMMBA to further advance our diversity efforts," said Daniel Rand, President of Home Services at Hudson United Mortgage. "The Hudson United Mortgage team is dedicated to providing a superior experience for our clients and look forward to enhancing our ability to serve our diverse client base."

Hudson United Mortgage, Title, and Insurance are a family of companies with common ownership dedicated to making the process of buying a home easier and more affordable. Hudson United Mortgage Services, LLC is a mortgage abstract company licensed in New York, New Jersey, Connecticut, and Florida. Hudson United Title Services, LLC is an independent title insurance abstract company licensed in New York and New Jersey. Hudson United Insurance Services, LLC is an insurance abstract company licensed in New York and New Jersey.

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CHROME Properties, a real estate brokerage firm located in New City and owned by **Ron Chromey**, a Vietnam Veteran, announced that the company has earned the exclusive designation as a Certified Veteran's Business Enterprise (VBE) from the National Veteran Owned Business Association (NaVOBA).

To be eligible for the designation as a NaVOBA Certified VBE, the applicant firm must be at least 51% owned, operated, and controlled by one or more U.S. military veterans.

Chromey, the Broker/Owner of CHROME Properties, said, "I am proud to be affiliated with NaVOBA and look forward to continue to provide real estate brokerage services to the Greater Hudson Valley. This certification is especially valuable for obtaining commercial real estate contracts." Chromey also provides Business Broker and Merger / Acquisition Services through his affiliation with THE NYBB Group, a full-service, boutique merger and acquisition and business advisory firm that specializes in the confidential sale, acquisition, and valuation of small and mid-sized, privately held businesses with revenues up to \$100 million.

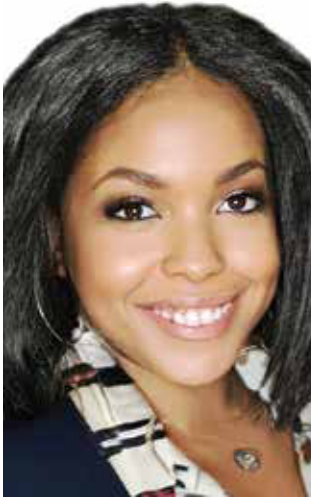


Ron Chromey

Brandi Alexis J. Dyer has joined **Hollingsworth Real Estate Group** of White Plains as a Licensed Real Estate Salesperson.

She has worked as a production manager in New York and as a New York actress traveling the subway from set to set. During that time, she experienced and immersed herself not only in the culture of the boroughs, but in Westchester County as well.

With the use of state-of-the-art technology, team collaboration, Hollingsworth's marketing tools, and Dyer's powers of communication coupled with her personality, she exhibits the highest level of professionalism and care to her clients, the brokerage firm stated.



Brandi Alexis J. Dyer

Howard Hanna | Rand Realty recently welcomed **Harveer Singh** as their new Manager of the Jersey City, NJ office.

Singh, a licensed broker in New Jersey, has been personally acquiring and managing rental properties since 2006. He started his career as a CPA, working for Ernst & Young, then moved on to open up a boutique startup consulting firm. Singh stayed true to his passion for real estate and joined Howard Hanna | Rand Realty in 2017. His experience in the accounting and finance world has assisted him in working with complex numbers in real estate transactions and making him a great fit to manage the Jersey City office.

In this new role, Singh will work closely with New Jersey General Manager Justin Wrobel.



Harveer Singh

Larry Boudreau, a land development expert with more than 25 years of experience, has been named President of Development for **Bellefield at Historic Hyde Park**, a world-class hospitality, culinary and sustainable "agrihood" planned destination in the heart of the Hudson Valley.

His appointment to the position was announced by Bellefield Development Partners, the team behind Bellefield at Historic Hyde Park and an affiliate of T-Rex Capital Group, LLC. As Director of Land Development for the Chazen Group in Poughkeepsie, a position he held almost 13 years, Boudreau has been involved in the progress of the Bellefield development since the start.

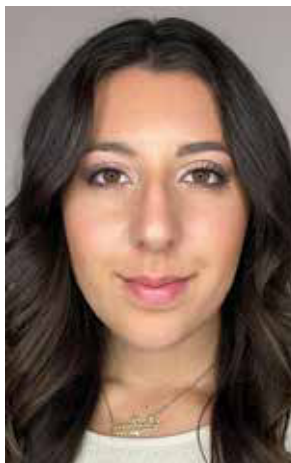
"Larry brings a wide variety of experience in land development, and has been deeply involved in Bellefield, so he knows the intricacies of this unique project," said Thomas Mulroy, T-Rex Chairman and Chief Executive Officer. "We are thrilled to have him on the team and in charge of what is sure to become one of the Hudson Valley's treasures."



Larry Boudreau

Christie's International Real Estate Westchester Hudson Valley announced that Realtor **Felicia Barile** has joined the firm's new state-of-the-art Chappaqua Sales Gallery.

With a Bachelor's Degree in Marketing, Barile has enjoyed sales, connecting with people, and helping her clients realize their goals. These characteristics led her into cosmetic sales and then into her current real estate career. She is a member of the National Association of Realtors, Hudson Gateway Association of Realtors, and OneKey Multiple Listing Service.



Felicia Barile



Christie's International Real Estate Westchester | Hudson Valley was a proud sponsor of the NAHREP (The National Association of Hispanic Real Estate Professionals) Rockland Chapter 2021 Grand Masquerade Gala, held on October 14th at Terrace on the Hudson in Haverstraw. During the gala, Jacqueline Morales, Licensed Real Estate Salesperson and Head of the Jacqueline Morales Home Sales Team at Christie's, was named President of the NAHREP Rockland Chapter for the 2022 term. Morales had previously served the organization in the capacity of Vice President.

"I am extremely honored to continue to serve our local community of real estate professionals through this amazing organization as its next President for the 2022 term. NAHREP is a purpose-driven organization that is propelled by a passionate combination of entrepreneurial spirit, cultural heritage and the advocacy of its members. Our organization's mission is to advance sustainable Hispanic homeownership, by educating and empowering the real estate professionals who serve Hispanic home buyers and sellers, advocating for public policy that supports the trade association's mission, and facilitating relationships among industry stakeholders, real estate practitioners and other housing industry professionals," said Morales.

In addition to Morales, Christie's International Real Estate Westchester | Hudson Valley team members who are members of NAHREP include Nicholas Morales, Licensed Real Estate Salesperson, Member of the Jacqueline Morales Homes Team, and NAHREP Marketing Director; Alexander Delgado, Licensed Real Estate Salesperson, Member of the Jacqueline Morales Homes Team, and NAHREP Treasurer; Richard Herska, Licensed Real Estate Salesperson and NAHREP Advisory; and Leandra "Lee" Vazquez, Licensed Real Estate Salesperson and the 2022 incoming NAHREP Events Director. Also attending the Gala in support of the organization from Christie's International Real Estate Westchester | Hudson Valley were Ilija Pavlovic, President and CEO; Sonja Cullaro, Executive Vice President; Louise Colonna, Broker of Record; Gabriel Pasquale, Director of New Development; Darlene Bandazian, Vice President of Business Development; Juan Rivera, Brokerage Manager; Jaelynn Evans, Office Administrator; Pasquale Grande, Mortgage Loan Officer, Unity Bank and Monica Reyes, Senior Vice President of Sales, Centurion Title Service.

Jose "Joe" Maymi, Branch Manager of **Howard Hanna | Rand Realty** White Plains, has been appointed as the new President of NAHREP, (The National Association of Hispanic Real Estate Professionals) Westchester Chapter.

NAHREP, the National Association of Hispanic Realtors, is an organization that aims to support Hispanic homeownership in communities across the country and contribute with education and networking to the Hispanic Realtors in the industry.

Maymi has 28 years of experience in real estate and has been the Branch Manager of Howard Hanna | Rand Realty White Plains since 2017. As a Broker, he has achieved several awards that have made him a successful leader in the industry with an incredible reputation as a pillar in the community.

"I am honored to have been elected as President of NAHREP Westchester by its members and the Board of Directors. My goal is to advance and bring awareness to this powerful organization's agenda and culture through meaningful programming in 2022," said Maymi.



Jose "Joe" Maymi

Coldwell Banker's White Plains Regional Sales Center recently welcomed new agent **Leslie Ishoo** to the office. She joins the White Plains office as a lifelong Westchester resident with roots in Tarrytown.

She is a licensed Real Estate Salesperson with a bachelor's degree in management from Manhattanville College. She also comes to Coldwell Banker with more than 20 years of banking experience which allows her to share her wealth of knowledge about commercial and residential lending. She also is a Spanish teacher.



Leslie Ishoo



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HGAR

DECEMBER 2021 UPDATE

Hudson Gateway Realtor Foundation Donates Nearly \$33,000 to 22 Area Charities, Non-Profits in 2021

WHITE PLAINS—The Hudson Gateway Realtor Foundation, the charitable arm of the Hudson Gateway Association of Realtors, reported it had donated a total of \$32,800 to 22 charities and non-profit organizations throughout the Hudson Valley and beyond in 2021.

As it enters its ninth year of fundraising, the foundation is gearing up for another successful year of providing financial assistance to those organizations dedicated to helping the needy in the New York metro area and elsewhere.

“While the pandemic did substantially limit our live fundraising activities during 2020, we are happy that we were still able to provide donations to all of the wonderful non-profit organizations that continue to make a difference in the lives of individuals and families in our communities,” said Maryann Tercasio, president of the Hudson Gateway Realtor Foundation. “We are extremely grateful for the generosity of our Realtor members, colleagues, and sponsors who made all of these donations possible, especially during COVID.” All monies raised during 2020 were earmarked for 2021 donations.

The Foundation’s 2021 events, which included a series of its popular live Pub Nights during the last six months of the year, will go toward its 2022 donations. “We are thrilled that we were finally able to begin having live events again last summer and we’re looking forward to a very successful 2022,” added Bonnie Koff, chair of the HGRF Fundraising Committee.

The foundation’s 2021 donation recipients included:

Name	Headquarters	County
Caritas of Port Chester	Port Chester	Westchester
Catholic Charities of Rockland	Haverstraw	Rockland
Center for Change	New City	Rockland
Community Center of N. Westchester	Katonah	Westchester
Drug Crisis in Our Backyard	Katonah	Westchester
Food Bank of the Hudson Valley	Cornwall-on-Hudson	Orange
Foundation for Abilities First	Wappingers Falls	Dutchess
Friends of Karen	North Salem	Westchester
Green Chimneys	Brewster	Putnam
Habitat for Humanity of Greater Newburgh	Newburgh	Orange
Lifting Up Westchester	White Plains	Westchester
My Sister’s Place	White Plains	Westchester
SHORE (Sheltering the Homeless is Our Responsibility)	White Plains	Westchester
Sloatsburg Food Pantry	Sloatsburg	Rockland
SPCA of Westchester	Briarcliff Manor	Westchester
Support Connection, Inc.	Yorktown Heights	Westchester
The Children’s Village	Dobbs Ferry	Westchester
United Hospice of Rockland	New City	Rockland
Visions	Manhattan	New York
Volunteer New York	Tarrytown	Westchester
YMCA Castle Hill	Bronx	Bronx

The Hudson Gateway Realtor Foundation was established in 2004 and re-launched in 2013. As concerned members of the communities they work in, the Hudson Gateway Realtor Foundation participates in qualified community-based charities who serve the housing, hunger, health, happiness, and humane needs of citizens everywhere.

The foundation is now seeking applications from charities and non-profits for 2022. For more information or to apply for funding from the Hudson Gateway Realtor Foundation, please visit www.hgrealtorfoundation.com.



From left, Gail Fattizzi, HG Realor Foundation; Lisa Bonanno, Director of Development, SPCA of Westchester; and Kathy Kane, HG Realor Foundation.



From left, Charlene Marrero and Roberta Bangs, HG Realor Foundation; Joyce Donohue, Director and Susan Meyer, Board Chair, Sloatsburg Food Pantry.

SPOTLIGHT ON

Ron Garafalo, HGAR’s 2021 ‘Realtor of the Year’

By Mary T. Prenon

When Ron Garafalo attended HGAR’s 105th Annual Member Appreciation Day this year, he had no idea he would be walking away with the 2021 “Realtor of the Year” Award. The 2019 HGAR President admitted he was “stunned” when he heard his name called.

“I was 100% surprised and am truly thrilled, excited and grateful for this award,” he said. “I respect everything we do as Realtors, so this is such a tremendous honor.”

Garafalo, who also served as president for the former Orange County Association of Realtors, has worked with John J. Lease Realtors in Middletown for the past five years as a sales manager. While Middletown is the largest branch with about 50 agents, the company also operates offices in Newburgh and Cornwall-on-Hudson.

One of his passions has continued
Continued on page 18



Ron Garafalo

2021 HGAR RPAC HONOR ROLL as recorded by NYSAR to December, 2021

Thank you to the following Members who are leading the way in the 2021 RPAC campaign

Platinum R \$10,000

- Dorothy Botsoe, Dorothy Jensen Realty Inc., White Plains
- Anthony Domathoti, Exit Realty Premium, Bronx
- 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

- Mark Seiden, The Mark Seiden Real Estate Team, Briarcliff Manor

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

- Tony, D’Anzica, DynaMax Realty NYC, Inc. NYC
- JP Endres, Howard Hanna Rand Realty, New City

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

- Paul Breunich, William Pitt Sothebys Int Rlty, Stamford
- Leah Caro, Park Sterling Realty, Bronxville
- Carol Christiansen, McGrath Realty Inc., Mount Kisco
- Katheryn DeClerck, Howard Hanna Rand Realty, Goshen
- Ronald Garafalo, John J Lease Realtors, Middletown
- Ann Garti, Hudson Gateway Association of Realtors, Inc.
- Crystal Hawkins Syska, Keller Williams NY Realty, White Plains
- Joseph Houlihan, Houlihan & O’Malley, Bronxville
- Isaac Kohan, Sodana Extract, Brooklyn
- Clayton Livingston, McGrath Realty Inc. Pawling
- David Mizrahi, FM Home Loans, Brooklyn
- Eli Rodriguez, Hudson Gateway Association of Realtors Inc., Bronx

President’s Club \$500-\$999

- Mark Aakjar, Marks Inspections, Katonah
- Carmen Bauman, Green Grass Real Estate Corp., Bronxville
- Teresa Belmore, Keller Williams NY Realty, White Plains
- Emran Bhuiyan, Exit Realty Premium, Bronx
- James Coleman, Houlihan Parnes Realtors, White Plains

BOARDROOM REPORT

**Boards of Directors
Hudson Gateway Association of Realtors, Inc.
Sept. 22, 2021
HGAR offices, One Maple Ave, White Plains**

HGAR Management, Financial & Membership Reports

President Crystal Hawkins-Syska presented the President's Report. President Hawkins-Syska presented an overview of the past year and highlighted the challenges presented by the COVID-19 pandemic.

CEO Haggerty presented the CEO's Report, introducing Michael Malone, the newly hired Director of Professional Development. CEO Haggerty also reported on key changes being made with respect to the accounting department. CEO Haggerty reported that HGAR would be engaging the firm of Bruin & Associates, a firm based in North Carolina that specializes in providing a variety of accounting services to Realtor Associations and Multiple Listing Services. Bruin will transition from Sage, the accounting software currently utilized by HGAR, to QuickBooks. CEO Haggerty also mentioned that HGAR will be changing its payment system from PayPal to NAR's REALTOR Ecommerce Network, which is available at no charge to local and state associations, and includes modules for online dues invoicing, and other services. CEO Haggerty also noted that the system would allow for NAR and NYSAR dues to be paid directly to NAR and NYSAR, rather than through HGAR, eliminating the need to report same through HGAR's accounting system and on HGAR's monthly cash reports, and further, saving costs relating to the credit card fees incurred as a result of said dues payments.

Treasurer Carmen Bauman presented the Treasurer's Reports as of July 1, 2021, August 1, 2021, and September 1, 2021, copies of which were provided to the Directors, and after discussion, the reports were approved for filing.

Immediate Past President Gail Fattizzi, as Nominating Committee Chair, presented the slate of 2022 Directors and Officers, advising that this is a non-voting item and that the nominated Directors would be voted on and approved by the membership at HGAR's Annual Meeting. She also observed that the slate of Officers would be voted on and approved by the HGAR Directors at the next scheduled Board of Directors Meeting following the Annual Meeting.

Past President Fattizzi also presented the slate of NYSAR Directors proposed by the HGAR Nominating Committee to be voted on and approved by the HGAR Directors, and after discussion the Directors approved the proposed slate of NYSAR Directors.

CEO Haggerty then presented the proposed slate of HGAR and Outside Managers selected and presented by the Nominating Committee of OneKey MLS, LLC to fill positions on the OneKey Board of Managers for 2022. After discussion the Directors approved the proposed slate of HGAR and Outside Managers for 2022.

CEO Haggerty then introduced David Severance to continue discussions had at previous Board Meetings relating to corporate values and indicated that the remaining items on the agenda would be addressed after David Severance's presentation. Severance reviewed in detail with the Officers and Directors, the HGAR Draft Corporate Values to be voted on and approved at this meeting. After discussions between Severance and the Directors and Officers, the HGAR Draft Corporate Values were then presented to the Board of Directors for approval, with one revision, which revision included the word "intently" in the following sentence contained in the section entitled "Respect": "Listen intently without judgment." After discussion the Directors approved the Corporate Values, as revised.

President Hawkins-Syska and CEO Haggerty then continued with the agenda items. CEO Haggerty reported that NYSAR had cancelled its in-person 2021 Fall

HGRF Donates on 'Giving Tuesday' To Castle Hill YMCA in the Bronx

NEW YORK—On Giving Tuesday (Nov. 23) Hudson Gateway Realtor Foundation, Inc. presented a check for more than \$1,500 to the Castle Hill YMCA in the Bronx who has served the local community for more than a decade.

Funds were raised during the Annual Golf and Tennis Outing held earlier this year by the Bronx Chapter of the Hudson Gateway Association of Realtors.

2022 HGAR President-elect Anthony Domathoti stated, "Why should we donate to the Castle Hill Y on Giving Tuesday? Because our youth and seniors are worth it."



From left, Eliezer Rodriguez Esq., HGAR Director of Advocacy and Commercial for Bronx and Manhattan; Anthony Domathoti, President-Elect, HGAR, Broker Owner EXIT Realty Premium; Sharlene Brown, Executive Director, Castle Hill YMCA; Assemblymember Kenny Burgos, District 85; and Vincent Buccieri HGAR Bronx Regional Director, Broker Today Realty Corp.

Meetings at Turning Stone. CEO Haggerty discussed the necessary COVID-19 testing and mask protocols that need to be put in place for the following: HGAR's 105th Member Appreciation Day and Annual Membership Meeting to be held on October 25th, and for all other events and meetings, including all Board of Directors Meetings and Executive Committee Meetings.

After discussion amongst the Directors relating to the Annual Membership Meeting, the Board approved a requirement that all attendees must provide proof of vaccination or a negative PCR test within 48 hours of the event in order to be granted access to the event, and that masks are to be worn at all times during the event, except when drinking or eating. The Board also discussed that, to the extent possible, certain segments of Members' Day would be live-streamed for viewing purposes for those members who are not able to attend in person, but the live-stream option would not be valid for voting purposes at the Annual Meeting segment (which voting must be conducted in person or by proxy).

After discussion amongst the Directors relating to COVID-19 protocols for all other HGAR events, including Board Meetings and Executive Committee Meetings, the Board approved a requirement that all attendees must provide proof of vaccination or a negative PCR test within 48 hours of a scheduled meeting or event in order to be granted access to the meeting or event, and that masks are to be worn by all attendees at all times during the meeting or event, except when drinking or eating.

CEO Haggerty then reported that HGAR was working with the National Association of Realtors to provide relief through NAR's Disaster Relief Fund in the form of monetary grants of up to \$2,000 to individuals affected by Hurricane Ida. He indicated that the relief is available to all members of the public (not only Realtor members) but noted that the financial assistance would be limited only to covering mortgage or rental payments.

In-House Counsel Brian Levine, Esq. then presented a number of Ethics Decisions to the Board of Directors, designated as 275-E, 276-E, 277-E, 278-E, 279-E, 280-E, 281-E, 282-E, and 283-E. After individual review and discussion for each Ethics Decision, the Directors approved the recommendation of the Hearing Panels in separate votes for each Decision.

President Hawkins-Syska and DEI Officer Freddimir Garcia provided updates on the Diversity, Equity and Inclusion Committee initiatives as well as the Member-wide demographic survey that was recently conducted by HGAR. DEI Officer Garcia pointed out that the Report of the HGAR DEI Committee was also provided to the Directors in advance of the meeting. DEI Officer Garcia was pleased to announce that the staggered terms of the members of DEI Steering Committee were finalized and that the full DEI Committee (including both the Members at Large and Steering Committee Members) held its first meeting on July 29th. DEI Officer Garcia also reported on the recent demographic survey conducted by HGAR. He indicated that the results of the survey are being carefully reviewed and that a detailed report would be provided at the next Board of Directors Meeting in October.

Director Carol Christiansen and President Elect Anthony Domathoti presented the RPAC Committee report; Immediate Past President Gail Fattizzi reported on the Leadership Accelerator Program; Director of Marketing Cathleen Stack presented an update with regard to NAR's C5 Event being held at the Marriot Marquis in New York City; Secretary Tony D'Anzica reported on the Global Summit being held on September 29th also at the Marriot Marquis in New York City; and Director Maryann Tercasio presented the report of the HG Realtor Foundation.

President Hawkins-Syska pointed out to the Directors that written reports of various Committees and Councils (i.e., Education Committee, Professional Standards Committee, DEI Committee, Fair Housing Committee, RPAC Committee, Global Business Council, Legislative Committee, Commercial and Investment Division, and HG Realtor Foundation) had also been provided to the Directors via e-mail prior to the meeting.

Please welcome the following new members in your area:

Designated Realtor

Earlene L. Arthurs
3238 Colden Ave., Ste. 1
Bronx, NY 10469
718-652-3023

Rachel Gavrieli
Rachel Realty NYC Inc.
255 W 88th St., Ste. 1B
New York, NY 10024
212-799-2300

** Ruth I. Miner
Country Club Properties LLC
1095 Newfield Avenue
Stamford, CT 06905
203-322-8770

Danielle M. Peratikos
DMP Appraisals
25 Queen Anne Lane
Wappingers Falls, NY 12590
845-309-4196

Kamala Thompson
Thompsons Top Notch Realty LLC
49 Dare Road
Selden, NY 11784
934-500-2025

Affiliate

Michael Beckerich
York Analytical Laboratories
50 Gedney St.
Nyack, NY 10960
845-598-6320

Brett Lando
Gahagan Lando & Wagner LLP
4 West Red Oak Lane Suite 202
White Plains, NY 10604
914-251-0010

Realtor

Jesus Arpi-Salazar
Coldwell Banker Realty, Pleasantville

** Siavash Sam Bahrapour
Coldwell Banker Realty, New City

Heather M. Banievicz
Weichert Realtors, Larchmont

Miladi Barnard
Keller Williams Realty Group, Scarsdale

Chazine Bartley
Iconik Residential LLC

Javier Bautista
BHG Real Estate Choice Realty, Hartsdale

Shannon Bernacchia
OXM Realty Group LLC

Stacey D. Berry
Creative Wave Realty Group LLC

Dina Marie V. Bisignano
Keller Williams Realty Group, Scarsdale

Justin Booth
Howard Hanna Rand Realty, Warwick

Leo Bristow
Exp Realty, White Plains

Kahlil Brownlee
Keller Williams Hudson Valley, New City

Emma C. Bruno
Exp Realty, White Plains

Benjamin Bunnell
Pantiga Group, Inc.

Michelle Burdick
RE/MAX Town & Country, Fishkill

Earle C. Campbell
Scope Realty Bx

Jarel Carroll
Century 21 Metro Star

Stephen J. Carty
Exp Realty, White Plains

Shani Cassells
Exp Realty, White Plains

Achley Castillo
RE/MAX in the City

Shakira Cephas
Coldwell Banker Realty, White Plains

Danielle Clark
Dalling & Dalling Real Estate, Inc.

Valerie V. Clark
Dean Bailey Agency

Claudia Columna
Weichert Realtors, Rye

Ashley A. Cosentino
Morris Park Realty Group, Bronx

Nicole Couturiaux
Douglas Elliman Real Estate, Bronx



January 2022

HGAR Classes are Currently Being Offered Via Zoom!

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

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Zoom Course Calendar

- January 6-** CORE Day* with William O’Keeffe & Dorothy Botsoe
- January 10-** RPR 101: The Basics of RPR and RPR Mobile* with Katheryn DeClerck
 Fair Housing for Today (CORE REQUIREMENT)* with Carole McCann
- January 12-** Matrix 1: Introduction to Matrix* with Ismail Kolya
- January 13-** Contracts to Closings* with William O’Keeffe
- January 14-** Best Practices for Foreclosure and REO Properties* with Dorothy Botsoe
- January 18-** Ethical Business Practices (CORE Requirement)* with Peter Mallon
- January 19-** Financing the Deal; Understanding The Mortgage Process* with David Moore
 Matrix 2: The Next Step into Matrix* with Ismail Kolya
- January 22-** (Transaction Desk) Instanet Forms & Authentisign* with Katheryn DeClerck
 HomeSnap: How to Provide Exceptional Service w/ Fastest Growing Mobile Platform* with Katheryn DeClerck
- January 24-** RPR 201: Servicing Sellers with RPR Comp Analysis and Market Reports* with Katheryn DeClerck
- January 25-** Pricing Strategies For Listings and Listing Presentations* with Katheryn DeClerck
 Legal Update (CORE REQUIREMENT)* with William O’Keeffe
 Agency Update (CORE REQUIREMENT)* with Carole McCann
- January 26 -** Matrix 3: Matrix to the Max* with Ismail Kolya
- January 27-** Co-Ops and Condos* with Barry Kramer

*Course qualifies for the Virtual Card

Upcoming Qualifying Courses for 2022

75 hr. Salescourse

Evenings

January 10 - February 24, 6:00pm-9:00pm (Some evenings 10:00pm)
 Monday, Tuesday, Wednesday & Thursday's

NEW! Alternating Weekend Days

January 29 - March 27, 9:00am-4:00pm (Some days till 5:00pm)
 Saturday & Sunday's

45 Hr. Broker Class

Week Days

February 1 - February 22, 9:30am-3:30pm (Some days 4:30pm)
 Tuesday, Wednesday & Thursday's
 (Includes 22.5 CE w/ Fair Housing and Agency)

For More Class Information (In-Person and Online) and Registration, go to HGAR.com/Education.

CALENDAR

DECEMBER 2021

YPN Fundraising for the Ronald McDonald House of the Hudson Valley
 Visit hgar.com/events for more info

December 23 & 24

HGAR Offices Closed – Christmas Holiday

December 31

HGAR Offices Closed – New Year’s Holiday

JANUARY 2022

January 6

Breakfast with Benefits: "Results Driven Referral Marketing"
 Via Zoom, 9:30AM – 10:30AM session & 1:00PM – 2:00PM session

January 13

HGAR 2022 Installation Gala
 New York, NY, 5:30PM – 10:30PM

January 17

HGAR Offices Closed – Martin Luther King Day

January 19

HGAR BOD
 HGAR White Plains, 10:00AM – 12:00PM

January 20

Breakfast with Benefits: "Keep More of Your Money in 2022 – Tax Reduction Strategies for Real Estate Professionals"
 Via Zoom, 10:00AM – 12:30PM

January 27

HGAR Commercial & Investment Division 2022 CRE Roundtable
 HGAR White Plains, 10:00AM – 11:00AM



BARRISTER'S BRIEFING

By Brian S. Levine, Esq



'Stand Up and Deliver:' Cooperation, Courtesy and The Code Of Ethics

(Editor's Note: Part two of a two-part series)

In the first part of my "Stand and Deliver" column for *Real Estate In-Depth* published in the November edition, I noted that with the holidays fast approaching, it seemed an appropriate time to give a refresher on the need for Realtors to cooperate, show courtesy and to abide by the Code of Ethics.

In Part One I covered the Preamble to the Code of Ethics, key words and ideals that set Realtors apart from other licensees, Article 1, Showing Requirements and Rule Enforcement Facilitators.

One of the strongest Articles in the Code of Ethics is Article 3. It requires that "Realtors shall cooperate with other brokers except when cooperation is not in the client's best interests." It doesn't say "may cooperate" or "should cooperate," it says "shall cooperate." That is tantamount to MUST cooperate. This cooperation extends to any licensed real estate agent, not just Realtors or members of our association or OneKey MLS participants. It applies to ALL licensees. Cooperation can be many things. It can be:

Timely returning a phone call	Responding to an e-mail inquiry
Responding to a showing request	Presenting an offer
Providing proof that an offer was presented	Providing keys for a showing
Providing proper and appropriate access to listing	Sending timely pre-approvals
Providing required executed forms and information	Following showing instruction
Complying with COVID protocols	Complying with "Coming Soon" rules
Cooperate with office exclusives	

The most common offenses are relating to showings. As noted above, timing for a showing is crucial. Realtors have only an hour or two to confirm showings. Realtors must be diligent and responsive; otherwise, not only might they be fined by a Facilitator, but they might also be brought up on Article 1 and Article 3 violations. Worse still, discrimination claims might be leveled if the agent/party requesting the showing are part of a protected class. Such claims of discrimination may raise an Article 10 violation, as well as state or federal discrimination claims. Regardless of whether you successfully defend yourself, all these things can result in time spent filing paperwork, speaking with legal or Realtor counsel, hearings and lawsuits and less time focused on your profession. They distract and consume your time and finances. It is best to simply respond timely. Cooperate.

With regard to "Coming Soon" listings, ensure that no one is permitted to enter the property under any circumstances. That would be a blatant violation of Article 1 and Article 3. With office exclusives, ensure that if a licensee requests a showing, they are immediately scheduled; simply because a property is an office exclusive does not mean that a Realtor does not have to cooperate.

As a cooperating Realtor, make sure you show up on time. No Realtor is permitted to enter a property outside of the scheduled time. To do so is criminal trespassing and you may be speaking to the police, as well as finding yourself at a Professional Standards hearing. Do not enter a property outside of the scheduled time.

Do not schedule a showing and then send only the buyers/tenants or send another Realtor in your place. When you schedule a showing you are agreeing to be present at the showing and comply with the showing instructions. If you do, you not only expose yourself to violating Article 3 (SOP 3-9), but you also expose that other Realtor who shows the property as well. And if no Realtor is present and only the buyers/tenants appear, then you expose them to criminal charges of trespassing and potentially expose you and your brokerage to litigation if something on the property goes missing or is damaged. Simply put, comply with the showing instructions and be present.

During these times of COVID, ensure that you abide by any showing protocols concerning the production of COVID forms, mask wearing, wiping down surfaces, and the maximum amounts of people allowed inside. Not only can a Realtor violate the Code by failing to comply, but you are risking people's lives.

Ensure that all offers are timely presented. This means, present them objectively and as soon as possible. A Realtor cannot hold off on presenting offers based on their personal convenience (for example, an agent goes away for a long weekend and waits to present the offers or holding all offers until after an open house). Unless the owner has instructed the agent to do this, it's a violation of the Code.

If an agent requests an executed Offer Acknowledgement Form, or a Sworn Declaration Statement that an offer has been presented, you MUST respond timely. Again, failure to do so may result in fines and/or a hearing for Article 1 and Article 3 violation. Don't make the mistake of ignoring such a demand, hoping that it'll just go away. Cooperate with your fellow real estate agents. Same goes for a demand to be present for an offer presentation (OneKey Rule 405.4). Unless instructed by your client, you must arrange for that agent to be "present" (in person, on the phone, cc on e-mail, etc.) when that offer is presented.

Cooperation is simple. Quite often, the claim that a Realtor is not cooperating is a result of an accumulation of delays, non-responses, halfhearted communications and neglect. All Realtors must timely communicate, as it's in the best interests of their clients. Providing keys for a non-member or assisting with access is required. Assisting with showings is required. Providing current and accurately required documentation is required. The list goes on and on; however, much of it is common sense.

Cooperation's foundations are in the Preamble. As Realtors we hold ourselves out as consummate professionals and experts in our field. Failing to abide by these principles damages all Realtors and what we stand for. We can't raise this weighty bar if everyone isn't lifting it. Realtors need to acknowledge their responsibility and, in turn, identify those that fail to cooperate, those that fail to lift the bar. Realtors need to cooperate and Stand Up and Deliver.

Article 10: Discrimination

I don't think much needs to be said here. The language is clear, and the lawsuits are coming in fast and furiously: "Realtors shall not deny equal professional services for reasons of race, color, religion, sex, handicap, familial status, nation origin, sexual orientation or gender identity." This applies to your treatment of members of the public, as well as other real estate professionals. Realtors should treat all people equally. Not only can you violate the Code, but you can be found in violation of state and federal law too.

There's an old saying that "the road to hell is paved with good intentions." As Realtors, we often try to help clients find what is best; however, in doing so, we forget to ask the client what they want. Never assume a person of color wishes to live where other persons of color reside. Same goes for religion, national origin, and those with other obvious and visible factors. Don't assume that a family with young children or someone that is elderly doesn't want to live near a busy highway. Always ask what someone's preferences are. Document them and then do your research.

Recently added to Article 10 is SOP 10-5. This rule prohibits the use of "harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, handicap, familial status, nation origin, sexual orientation or gender identity." In promulgating this rule, NAR determined that this rule would apply to all Realtors during all their activities, not just their activities related to real estate. While some might argue that this is a violation of their First Amendment rights, legal professionals have indicated that this is not the case. As a voluntary association, member can choose to belong. If they do, they must comply with the association rules. If not, they can choose to disassociate, or their membership can be terminated. What is clear is that Realtors must hold themselves to a higher standard. Discrimination, in any form, is unacceptable and runs in the face of what the Preamble establishes. All Realtors must identify offenders and report them, not only to the association but to the local, state, and federal authorities. Realtors must Stand Up and Deliver.

Article 15: False/Misleading Statements

The final Article that we'll address relates to Realtor conduct. Article 15 asserts that "Realtors shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices." The old adage is that "If you don't have something nice to say, don't say anything at all," and that seems to apply here. Realtors should avoid disparaging other Realtors. There is no benefit from it, and it only goes to promoting self-interests. "If a Realtor is engaging in transgressions, after confirming such actions, that Realtor should be reported. Careless, reckless restatements about what may have been heard, or restating what was assumed were facts without confirmation should be avoided at all costs. Restating or republishing false statements is a violation too.

To those agents that are quick to cut, quick to criticize, comment or disparage, be cautioned: you will be called out and held accountable because Realtors will Stand Up and Deliver.

Conclusion

In today's challenging environment, it seems OK to do whatever is necessary to get ahead; to make a few more deals, obtain a few more clients, make a few more dollars. Machiavelli said, "the end justifies the means." But that is not true. What suffers is integrity. What is lost is reputation and trust from the public. Being a Realtor means something special. It's an honor, a duty, a responsibility. Cooperation and courtesy are the cornerstones of being a Realtor. Without them, the reputation falls away, the confidence is gone. Realtors owe it to themselves and to the association to which they belong to rise, stand tall, identify wrongs, and require all Realtors to abide by the Code we chose to embrace. It's time to Stand Up and Deliver.

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

LEGISLATIVE AFFAIRS

By Philip Weiden



December Legislative Update

The end of the legislative year in Washington D.C. is at hand and as of this writing Congress passed a landmark infrastructure bill that President Biden signed into law. This was indeed ground-breaking. The country has not had a multi-year infrastructure bill since President George W. Bush signed the bill into law in 2005.

Billions of dollars will come to New York in rehab, road, bridge, train and tunnel projects. The MTA will also not have to cut service, and can also begin work on future capital projects.

The House passed a "Human Infrastructure" bill worth about nearly \$2 trillion. So far, the Senate has not yet passed a version of it. This would affect many aspects of American life including Pre-K, child care, Medicare and climate change. Realtors won an increase in the SALT cap that passed in the House version of the social spending bill. Senator Bernie Sanders and several other members of the majority are not supporting any major changes to the SALT cap in the Senate. Some compromises have been offered such as capping SALT at a higher amount, or tying it to income levels. In addition, 1031-like-kind exchanges were not rolled back in the bill. This was a huge victory for Realtors.

At the state level, the governor's race is now starting to take shape. U.S. Rep. Thomas Suozzi announced that he is running for governor, along with current Gov. Kathy Hochul. Letitia James, the state attorney general, and New York City Public Advocate Jumaane Williams announced they are running too. James has since

HG Realtor Foundation, Holiday Extravaganza, Neiman Marcus, Dec. 2, 2021



From left, Crystal Hawkins-Syska, HGAR President with Harding Mason and his wife Lynn Conway.



From left, Bonnie Koff, HGRF Fundraising Committee Chair; Nancy and Paul Kennedy; and Richard Haggerty, HGAR CEO



From left, Wasfiah Talib and Adele Dowling



From left, Jamal Hadi, Jana Currier and Mark Seiden



From left, Nyro Lewis, William Jansz, Marvin Escobar and Grace Iapozzuto (seated)



From left, Gail Fattizzi, Ann Garti, former HGAR COO; Maryann Tercasio, HGRF President; and Ron Garafao



From left, Jesse Foppiano, Gabriela Kosek, Cynthia Leite, Kim Cacace and David Moore.



Attendees at the HGRF Holiday Extravaganza toast the Holiday season at Neiman Marcus.



Beth Hargraves and Gabe Pasquel



Bonnie Koff and Ken Moran, winner of the Neiman Marcus Door Prize.



From left, Stacey Schick; Kerri Stretch and Kathy Kane



From left, Daniela Retelny, Deborah Cherki, Angela Retelny, Janette Gee, Sheri Gelfond and Deborah Cohen



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RPAC Honor Roll

Continued from page 11

- John Dolgetta, Dolgetta Law PLLC, White Plains
- Irene Guanill, Century 21 Dawns Gold Realty, Bronx
- Christina Stevens, Laujel Realty Corp. Bronx
- Maryann Tercasio, Howard Hanna Rand Realty, Central Valley
- Laurena Torres, Toresco Realty LLC, New York, NY
- Kathy Zamechansky KZA Realty Group, Bronx
- Capitol Club \$250-\$499**
- Paul Adler, Rand Commercial, Nyack
- Roberta Bangs, Howard Hanna Rand Realty, New City
- Kazuko Boylan, Boylan Real Estate Group, Monroe
- Layla Boyles, Monroe Realty Center, Goshen
- Elisa Bruno-Midili, McGrath Realty Inc. Yorktown Heights
- Gary Connolly, HGMLS, White Plains
- Joseph Consentino, Morris Park Realty, Bronx
- Kevin Dwyer, The Dwyer Agency, Mahopac
- Sandra Erickson, Sandra Erickson Real Estate, Bronx
- Mark Engel, Langsam Property Services Corp, Bronx
- Matthew Engel, Langsam Property Services Corp, Bronx
- Gail Fattizzi, Westchester Real Estate Inc Goldens Bridge
- Richard Guarino, Richard Thomas Realty Corp, Farmingdale
- Sarah Hughes, Corcoran Legends Realty, Briarcliff Manor
- Marcene Hedayati, Corcoran Legends Realty, White Plains
- Brett Lando, Gahagan Lando & Wagner, LLP, White Plains
- Gary Leogrande, Keller Williams NY Realty, White Plains
- Marianne Lepore, Corcoran Legends Realty, Tarrytown
- Eydie Lopez, Keller Williams Realty Hudson Valley United, Middletown
- Jennifer Maher, J Philip Real Estate LLC, Mahopac
- Jose Morla, Exit Realty Premium Bronx,
- David Moore, Hudson United Mortgage, Goldens Bridge
- Danielle Noak Sandra Erickson Real Estate, Bronx
- Roseann Paggiotta, Houlihan Lawrence Inc., Yonkers
- Brian Phillips, Douglas Elliman Real Estate, Bronx
- Walter Sadowski, McGrath Realty Inc., Mount Kisco
- Robert Shandley, Howard Hanna Rand Realty, White Plains
- Cathleen Stack, HGAR, White Plains
- Mary Stetson, Stetson Real Estate, Mamaroneck
- Reid Whittemore, Clancy Relocation and & Logistics, Patterson

99 Dollar Club \$99-\$249

- Nanette Albanese-Morey, Michelina Arminio, Barbara Barber, Barbara Bodnar, Emilce Cacace, Maria Campanelli, Cindy Cassuto, Nancy Chochrek, Olivier Costa, Theresa Crozier, J.P. Endres, Ralph Gabay, Rey Hollingsworth Falu, Katherine Jennings, Maureen King, Elena Kupka, Michele Lasich Pagnotta, Joseph Lippolis, Joan Marks, Veronica Meola, Ala Milicenco, John Olivero, Darin Palumbo, Barbara Peterson, Salvatore Pizzolato, Francine Port, Eugene Reisman, Randi Robinowitz, Vlorá Sejdi Theresa Duguet, Rehanna Ebrahim, Mark E Jeffrey Farnell, Mary Kingsley, Patricia Holmes, Barry Kramer, Jennifer Maher, Harding Mason, Tana McGuire, Joanne Murray Roseann Paggiotta, Mary Prenon, Brian Phillips, Valerie Port, Philip Weiden, Maria Weiss, Joey Williams, Jac Zadrima

Recap of Contributions Year to Date**

TOTAL: \$221,617 87% towards goal

With 3,546 contributors 85% towards participation goal.

Goal: \$255,201 from 4,103 contributors for a total of 36% of membership

December Legislative Update

Continued from page 14

withdrawn from the race and is running for re-election as Attorney General. On the Republican side, U.S. Rep. Lee Zeldin announced at the beginning of the year that he would run for governor. Andrew Giuliani announced also, along with former Westchester County Executive Rob Astorino. A host of Congressional candidates have already announced whether or not they are running. One of the key issues to watch out for is which districts the candidates will eventually represent. For the first time in generations Democrats have full control of the redistricting process. This allows them to draw state and congressional district lines for this redistricting cycle which happens once every 10 years. Stay tuned for updates on the candidates running for office in 2022. *Legislative Affairs columnist Philip Weiden is the Government Affairs Director for the Hudson Gateway Association of Realtors.*

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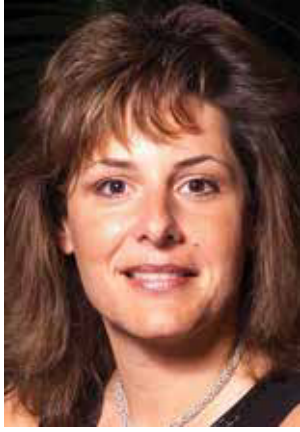
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PEOPLE



Karina Bulaevsky



Rosalie Cook



Elizabeth Collins

Joe Cubias, regional vice president of **Weichert, Realtors**, announced that the Rockland County Regional Office and two top-producing sales associates were recognized for outstanding achievement at the regional level in September.

The Rockland County Regional Office, which is managed by Karen McCabe, led the Weichert sales region in listings for the month. Individually, **Karina Bulaevsky** had the most sales and she shared top honors with **Meryl Bernstein** for the most revenue units. The region is comprised of locations throughout Rockland, Orange, Dutchess and Westchester counties and New York City.

Weichert also announced that the Monroe Office and two top-producing sales associates have been recognized for outstanding achievement in September.

The Monroe office, which is managed by Lydia Hendricks, led the Weichert sales region in dollar volume, dollar volume from Weichert.com transactions, revenue units and sales for the month.

Individually, **Rosalie Cook** had the most listings in the Weichert sales region, and **Emily Zambetti** had the most dollar volume from Weichert.com transactions.

Finally, Weichert reported that sales associate **Elizabeth Collins** with the Rye office was recognized for outstanding performance in September. Collins led the Weichert sales region for dollar volume during the month.



Emily Zambetti



Meryl Bernstein

ERA Insite Realty recently welcomed two agents to its sales and rental teams. **Teresa "Terry" Badagliacca** recently joined the ERA Insite office in Pleasantville, while **Deezyr Torrado** joined the office in White Plains.

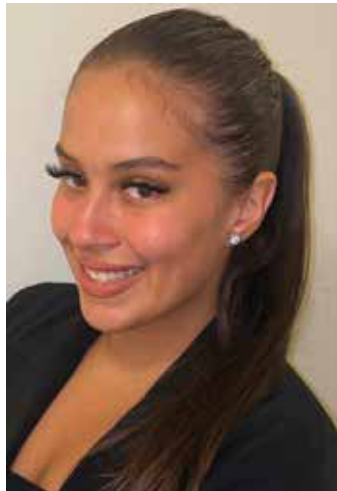
Badagliacca has been a licensed real estate salesperson since 2015, most recently working at another real estate brokerage in Mount Pleasant. She holds her CIREC (Commercial & Investment Real Estate Certificate) and is working toward earning her Home Staging certification. Past sales have included properties in Westchester, Dutchess and Connecticut. She studied architecture and holds a Bachelor's degree in Facilities Management from Wentworth Institute of Technology in Boston. She previously worked with her dad, Rudy, at his namesake engineering firm, Petrucelli Engineering in Valhalla. A Mount Pleasant resident, she is involved locally as a Girl Scout troop leader and in local election campaigns.

Torrado has joined ERA's sales and rental team based in the White Plains office. Coming to real estate after working in the food service and nutrition industry, she brings skills in business planning, personal consultation techniques, communication, and an exceptional work ethic to benefit her real estate clients. She is a native of the Bronx and Yonkers and is bi-lingual in English and Spanish.

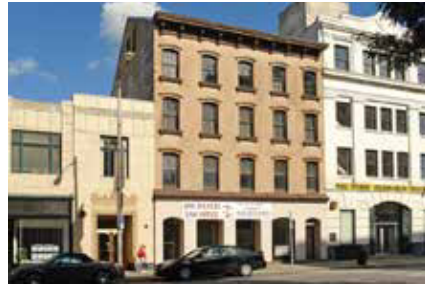
"As we continue to serve clients in diverse geographies and with a wide range of real estate needs, we are always looking to expand our agent roster to meet those needs. Terry has great connections in the Mount Pleasant market, while Deezyr is helping to serve our extensive list of tenants and landlords, as well as our bi-lingual clients," stated Lou Budetti, ERA Insite's founder and principal broker.



Teresa "Terry" Badagliacca



Deezyr Torrado



CBD OPPORTUNITY ZONE: STRONG IN-PLACE INCOME
FOR SALE | Market/Cannon Streets | Poughkeepsie
 Listed by Steven Salomone/Don Minichino | \$2.5M



FULLY OCCUPIED MIXED-USE BUILDING
FOR SALE | 8 North Broadway | Nyack
 Listed by Richard Tannenbaum | \$1.45M



REDEVELOPMENT OPPORTUNITY IN PORT CHESTER
FOR SALE | 51 & 55 Purdy Avenue | Port Chester
 Listed by Garry Klein | \$1.475M



TRANSIT-ORIENTED DEVELOPMENT ASSEMBLAGE
FOR SALE | Mamaroneck Avenue | Mamaroneck
 Listed by Bryan Lanza | Make an Offer



CBD OPPORTUNITY ZONE: OFFICE/MEDICAL WITH PAD SITE
FOR SALE | 347 Main Street | Poughkeepsie
 Listed by Steven Salomone/Don Minichino | \$4.9M



RETAIL AND OFFICE AT THE MILL
FOR LEASE | 222 Lake Avenue | Yonkers
 Listed by Bryan Lanza/Silvio Cangiani/Darren Lee
 \$25-\$30 PSF NNN



FACTORY/WH/OFFICE WITH/ UNIQUE HIGH-END SHOWROOM
FOR LEASE | 20 Jones Street | New Rochelle
 Listed by Andy Grossman | \$15 PSF MG



BEAUTIFUL LAKEFRONT WEDDING AND EVENT VENUE
FOR LEASE | 489 East Main Street | Jefferson Valley
 Listed by Garry Klein | \$10,000 Per Month NNN

ASHBURTON HALAL FRIED CHICKEN BUSINESS FOR SALE
FOR SALE | 168 Ashburton Avenue | Yonkers
 Listed by Tracey Di Brino | Please call for pricing

RESTAURANT SPACE WITH BASEMENT STORAGE AVAILABLE
FOR LEASE | 134 Cortlandt Street | Sleepy Hollow
 Listed by Bryan Lanza | \$5,500 MG

GROUND FLOOR MEDICAL/ PROFESSIONAL OFFICE SPACE
FOR LEASE | 100 S. Highland Avenue | Ossining
 Listed by Rich Aponte | \$25 PSF MG

NOW LEASING 27,000 SF WAREHOUSE SPACE RIGHT I-84
FOR LEASE | 425 Route 312 | Brewster
 Listed by Tom LaPerch | \$15 PSF NNN

OFFICE SPACES AVAILABLE IN DOWNTOWN STAMFORD
FOR LEASE | 20 Summer Street | Stamford
 Listed by Tommy Daulas | \$18 PSF MG + \$3 PSF Elec.

SECOND FLOOR PROFESSIONAL OFFICE SPACE AVAILABLE
FOR LEASE | 259 Mill Street | Greenwich
 Listed by Mike Rackenberg | \$4,500 Month All In

6,390SF MEDICAL/OFFICE/STUDIO UPDATED MOVE-IN READY
FOR LEASE | 59 Windsor Highway, Suite 230
 New Windsor | Listed by Don Minichino | \$16 PSF

QUASI RETAIL/OFFICE NEXT TO IRVINGTON SCHOOL
FOR LEASE | 8 Aqueduct Lane | Irvington
 Listed by Tracey Di Brino | \$25/\$30 N

PRIME RETAIL SPACE FOR IMMEDIATE OCCUPANCY
FOR LEASE | 1838 Blackrock Turnpike | Fairfield
 Listed by Kim Galton | \$45 PSF MG

TURNKEY PROFESSIONAL/MEDICAL OFFICE SUITE
FOR LEASE | 2365 Boston Post Road, Suite 201
 Larchmont | Listed by Jared Stone | \$24 PSF MG

SUPER BUSY RETAIL LOCATION ON NORTH BROADWAY
FOR LEASE | 731 North Broadway | White Plains
 Listed by Garry Klein | \$3,000 Month Modified Gross

OFFICE WAREHOUSE-MANUFACTURING SPACE AVAILABLE
FOR LEASE | 2022 Route 22 | Brewster
 Listed by John Ravetto | Please call for pricing

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FHFA Raises Conforming Loan Limits for 2022

WASHINGTON—The Federal Housing Finance Agency (FHFA) today announced the conforming loan limits for mortgages to be acquired by Fannie Mae and Freddie Mac (the Enterprises) in 2022. In most of the U.S., the 2022 CLL for one-unit properties will be \$647,200, an increase of \$98,950 from \$548,250 in 2021.

The market area of the Hudson Gateway Board of Realtors is considered by the FHFA as a high-cost area. Therefore, most of the counties in the region have new loan limits in excess of the new baseline of \$647,500.

The loan limits for 2022 in the HGAR region will be:

New York County: \$970,800;

Bronx County: \$970,800;

Rockland County: \$970,800;

Putnam County: \$970,800;

Westchester County: \$970,800;

Orange County: \$726,525 and Sullivan County: \$647,200

Due to rising home values, the CLLs will be higher in all but four U.S. counties or county equivalents.

High-Cost Area Limits

For areas in which 115% of the local median home value exceeds the baseline conforming loan limit, the applicable loan limit will be higher than the baseline loan limit. HERA establishes the high-cost area limit in those areas as a multiple of the area median home value, while setting a "ceiling" at 150% of the baseline limit. Median home values generally increased in high-cost areas in 2021, which increased their CLL. The new ceiling loan limit for one-unit prop-



erties will be \$970,800, which is 150% of \$647,200.

Special statutory provisions establish different loan limits for Alaska, Hawaii, Guam, and the U.S. Virgin Islands. In these areas, the baseline loan limit will be \$970,800 for one-unit properties.

The Housing and Economic Recovery Act (HERA) requires that the baseline CLL for the Enterprises be adjusted each year to reflect the change in the average U.S. home price. On Nov. 30, FHFA published its third quarter 2021 FHFA House Price Index report, which includes statistics for the increase in the average U.S. home value over the last four quarters. According to the nominal, seasonally adjusted, expanded-data FHFA HPI, house prices increased 18.05%, on average, between the third quarters of 2020 and 2021. Therefore,

the baseline CLL in 2022 will increase by the same percentage.

House prices were up 4.2% compared to the second quarter of 2021. FHFA's seasonally adjusted monthly index for September was up 0.9% from August.

"House price appreciation reached its highest historical level in the quarterly series," said William Doerner, Ph.D., Supervisory Economist in FHFA's Division of Research and Statistics. "Compared to a year ago, annual gains have increased in every state and metro area. Real estate prices have risen exception-

ally fast, but market momentum peaked in July as month-over-month gains have moderated."

House prices rose in all 50 states and the District of Columbia between the third quarters of 2020 and 2021. The five states with the highest annual appreciation: 1) Idaho 35.8%; 2) Utah 30.3%; 3) Arizona 27.7%; 4) Montana 26.0% and 5) Florida 24.8%. The areas showing the lowest annual appreciation: 1) District of Columbia 8.0%; 2) North Dakota 10.5%; 3) Louisiana 10.9%; 4) Maryland 12.5% and 5) Iowa 13.0%.

Housing Market in 2022

Continued from page 1

point out some issues that could put some downward pressure on activity.

Caro said rising inflation is giving her some pause when looking out into the future, especially in light of New York State's high property taxes and home prices and consumer products.

Those increased costs "makes me wonder if folks might not take a step back and see where inflation goes in 2022 or maybe put their plans on hold, I hope not, but I think that is something we might see."

She also noted that due to low inventory, some people who wish to stay in the area may not put their homes on the market due to limited options and high prices.

"I understand that in some of the more northern counties that locals are really being priced out of their own towns because you have this influx from the boroughs and the city who are driving prices up," she added.

Rand said that the increase in the SALT Cap will help wealthy Manhattan homeowners as well as those in Westchester County. He theorized that the New York suburban markets adjusted to the impacts of the SALT Cap since 2017. He added that if the cap is raised, it would have a moderate impact on the local markets.

Rand in his statistical presentation, stressed that while third quarter sales activity in the lower Hudson Valley was down from the "tidal wave" of sales volume in 2020, when compared with the 2019 "normal, but growing seller's" market, listings were up, pending sales were almost 20% higher and closings were up almost 33%.

In his analysis, Rand noted that new listings are just not keeping up with the demand, prompting him to say, "We are not getting enough fuel for the fire so that is pushing some of the pricing (higher). It is also just making it a tough time to buy a house."

2022 Predictions

Caro believes the housing market will continue to be dogged by low inventory, although levels will increase somewhat in 2022.

She thinks buyers will continue to come out of the city and buy homes in the Hudson Valley, but at a slower pace than 2020 and 2021.

"I am not a pessimist so I am hoping that supply chain and inflation (issues) are short term because I think if that is long term we will have downward pressure (on home sales)," Caro said.

Legaz said that if New York State "continues to overreach and de-incentivize homeownership, we are going to see more people leave New York State" because in part "our children can't afford to live here."

Rand said that he is a believer in economic cycles and thinks that the region's real estate market is in the latter third of the seller's market.

"I think we have a couple of years left (of the seller's market)," Rand said. "Unless we have an interest rate spike that might affect things, COVID rebounds... I think the market will continue to grow."

He continued that sales will be above 2019 levels through the end of 2022 and expects inventory to increase as prices continue to rise. Rand noted that prices have only now come back to levels seen at the height of the previous seller's market in 2005.

"It's taken 16 years to get us back to the prices of the last seller's market, so I think there is still a lot of meat on that bone," Rand said.

He concluded his remarks by saying that in response to those who criticize New York for its high taxes and costs, "You get what you pay for. This is a great place to live," pointing out the Empire State's fine restaurants, entertainment, parks, rivers etc. "You pay more to live in a place that is as wonderful as New York State, with all its flaws."

Ron Garafalo, HGAR's 2021 'Realtor of the Year'

Continued from page 11

to be HGAR's Realtors Political Action Committee, as well the Legislative Committee. Garafalo also serves on NYSAR's Fair Housing, Legislative and Education Committees. "With RPAC, sometimes people don't understand the level of details and benefits it brings to both Realtors and homeowners," he said. "It's difficult to pass all that information along in just a sound bite."

Garafalo calls RPAC "the best protection for our industry," explaining that it supports candidates who support Realtor and home ownership issues. "Our industry is constantly under attack from proposed legislative policies that could hurt the real estate industry and homeowners," he said. "That's why we need RPAC."

As sales manager, Garafalo concentrates on training and working with agents. "Even though the market is strong, and people are making money, it can still be stressful on agents dealing with multiple offers," he said, recalling one recent single-family home listing that received 22 offers. "It's still not unusual for people to bid up to \$30,000 over asking price in this market."

For 2022, Garafalo predicts the market will continue to be strong, as long as interest rates remain low. "We still see a lot of people moving up to our area from New York City, but it's calmed down a bit from a year ago. We're also starting to see more local people who want to either upgrade or purchase their first

home," he added.

For many years, Garafalo worked in sales management for Nestle Foods in Purchase before getting into real estate. An Orange County native, he began working as an agent with Coldwell Banker in Middletown and within a few years he was managing the office.

Later, he left Coldwell Banker to start his own real estate agency—Real Estate United in Middletown. It eventually grew to be one of the largest offices in Orange County, with more than 50 agents. However, after five years, the partners decided to go their separate ways and Garafalo joined John J. Lease Realtors in Middletown.

Garafalo also holds his New York State teaching license and is an HGAR instructor. In his spare time, he enjoys playing golf, traveling, and spending time with his two grown children. Like everyone else, his travel plans were affected by COVID, but he has recently started up again, visiting places like the Grand Canyon, California, Arizona and Nevada.

Next year, Garafalo will be chairing the HGAR RPAC Committee and one of his goals will be reaching the financial goal that NYSAR set for the association. "I'm going to encourage everyone I know to consider making just a \$35 RPAC contribution when paying their Realtors dues this year," he said. "If everyone did this, we'd reach our goal in no time."



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Westchester, WCC Launch Advanced Manufacturing Career Training Program

WHITE PLAINS—In its continuing efforts to provide employment opportunities and workforce training in support of the Westchester County economy, the Westchester County Office of Economic Development and Westchester Community College are launching a new career training program for advanced manufacturing.

The program, which will launch in January 2022, puts individuals with little or no prior manufacturing experience on the path to a highly skilled, well-paying and in-demand career, county officials stated.

Westchester County Executive George Latimer said of the new initiative, “Westchester County is home to a diverse advanced manufacturing industry which makes a tremendous impact on our local economy. This program will help to equip the next generation of employees with valuable skills and ensure our businesses have access to the talent they need locally.”

Bridget Gibbons, Westchester County Director of Economic Development added, “This program is a great opportunity for individuals who are interested in technology, open to learning new skills and looking for good jobs

that pay well to become candidates for in-demand careers. Manufacturing processes have changed so much over the years—from the integration of robotics to artificial intelligence (AI)—and the career training provides an introduction to these exciting technologies as well as industry basics.”

Westchester Community College’s program will let participants earn a certification at their own pace and provides education and mentorship. Participants will learn skills to create products using computers, robotics, 3D printing and more, as well as master the basics of safety, quality, manufacturing processes and green production. The program will also offer opportunities to see first-hand how things work inside some of Westchester’s advanced manufacturing firms. Upon completion, participants will hold a Manufacturing Skill Standards Council (MSSC) CPT 4.0 Certification.

The advanced manufacturing career training program will launch in January 2022 and those who are interested can visit: WestchesterCatalyst.com/SignMeUp to be notified when the enrollment period opens. The Westchester County Office of Economic Development will loan laptops to participants who need them at no cost.



Westchester Community College President Dr. Belinda Miles

Westchester Community College President Dr. Belinda Miles said, “WCC has been experiencing a surge in enrollment by those who have chosen to upskill and pursue job training in fields that are, and will be, drivers of our economic re-emergence. A WCC education serves as a catalyst, preparing our stu-

dents with the skills and certifications they require to move up the socioeconomic ladder and provide for themselves and their families. This program illustrates how WCC partners with local industries to identify future workforce needs and then prepare workers to fill those critical roles.”

The National Association of Manufacturers’ nonprofit and workforce development partner, The Manufacturing Institute, projects there will be 2.4 million unfilled jobs across the manufacturing industry by 2028. In addition, the Office of Advanced Manufacturing with the National Institute of Standards and Technology, an agency reporting to the U.S. Department of Commerce, recently noted that roughly 75% of manufacturing jobs don’t require a four-year college degree.

Gibbons added, “The demand for qualified employees in advanced manufacturing is growing. This program is a great way for people to learn about the opportunities that exist in the industry and become the candidate that many companies are looking for. I encourage anyone who likes technology, is curious about the way products are manufactured and is looking to start their next chapter of work to apply for this program.”

New Members

Continued from page 12

- Michael Daloia
Exp Realty, White Plains
- Emmehrs De Los Santos
Keller Williams Hudson Valley, New City
- Angela DeCesare
Madison Allied LLC
- Jennifer Dedona
Oxford Property Group USA
- Steven DeJesus-Smith
Lopez Realty Team Inc.
- Danielle Deramo
Keller Williams Realty Group, Scarsdale
- Paige H. DiFrancesco
Howard Hanna Rand Realty, Suffern
- Blair Dixon
SPIRALNY
- Hakim D. Edwards
Compass, Brooklyn
- Ruth V. Espinal
Howard Hanna Rand Realty, Goshen
- Stephanie Falciglia
Keller Williams Hudson Valley, New City
- Kenneth Fink
Keller Williams Realty, Chester
- Dariel Frias
Soler Realty
- Shea Furth
eRealty Advisors, Inc.
- Richard C. Garcia
BRE Services LLC
- Donna Giglio
United Real Estate LLC
- Victoria Gilliams
Weichert Realtors, Larchmont
- Martin Gjela
Real Estate Circuit Inc.
- Greily Gonzalez
Pantiga Group Inc.
- Christopher L. Grogan
Howard Hanna Rand Realty, Warwick
- Dana E. Grogan
Century 21 Geba Realty
- Faika Habasi
Christies International Real Estate, New City
- Andrea A. Haye
Creative Wave Realty Group LLC
- Dilia Herrera
Century 21 Future Homes Realty, Bronx
- Scott Hill
Serhant LLC
- **Anthony K. Hugger
KFortuna All Aspects Realty
- Arissa Ifill
Keller Williams Realty NYC Group
- Trenton Joachim
John J Lease REALTORS Inc., Middletown
- Kerry Kearns
Atelier Properties LLC
- Nada Kerezovich
Howard Hanna Rand Realty, Warwick
- Tiffany Kirkland
Keller Williams Hudson Valley, New City
- Christopher Krmic
Scope Realty Bx.
- Jennifer Leisher
Exp Realty, White Plains

- Alexa Lendensky
Homelister Inc.
- Mary A. Lewis-Holliday
Keller Williams Hudson Valley, Middletown
- Andrew Lin
Corcoran Baer & McIntosh, Warwick
- Stjepan Ljutovic
Century 21 Metro Star
- David Ma
Isunny Realty LLC
- Aaron Mahgreftef
R New York
- Caryn Mallin
Houlihan Lawrence, Inc., Armonk
- Marie Mascari
Exp Realty, White Plains
- **Rosmini R. Mato
Madison and Post LLC
- Tonya McCants
Grand Luz Realty Cerrone, Inc.
- Addriene McCord
W Manor LLC
- Denis C. McGee
Four Seasons Realty Group
- Tara Morgan
Howard Hanna Rand Realty, Bronx
- Victoria L. Myrick
Coldwell Banker Realty, Rye
- Melanie Nieves
Exp Realty, White Plains
- Brett D. Oliverio
Joe Hasselt Real Estate
- Victoria Parisi
William Raveis Real Estate, Armonk
- Connor Parlman
John J Lease REALTORS Inc., Middletown
- EvaE Peart
Exp Realty, White Plains
- Elizabeth Pichardo
Julia B. Fee Sotheby’s International Realty, Larchmont
- **Neil Pollenz
Exp Realty, White Plains
- Isabela V. Prado
Exp Realty, White Plains
- Tamarah M. Ramos
Soler Realty
- Gabriel Rinato
Keller Williams Hudson Valley, New City
- Elizabeth P. Roach
Howard Hanna Rand Realty, White Plains
- Alexander Rodriguez
RE/MAX Town & Country, Yorktown Heights
- **Carolyn Roth
Redfin Real Estate
- Karla M. Saladino
Mirador Real Estate LLC
- Peter Santiago
Redfin Real Estate
- Manoj Sarkar
Han Tang Realty Inc.
- Piyathida Sawangsuk
Ethos Properties, LLC
- **Nina Sherman
Exp Realty, White Plains
- Elizabeth Srivastava
Coldwell Banker Realty, Somers
- Joseph Stumpo
Corcoran Group

- Wasfiyah Talib
McGrath Realty Inc.
- Kirk B. Thomas
BRE Services LLC
- Donato Traditi
eRealty Advisors, Inc.
- Dafina Ukehaxhaj
Weld Realty
- Jessica Valverde-Ilescas
Keller Williams Realty Partner, Baldwin Place
- James Villemaire
Corbett and Dullea Realty LLC

- Courtney Walker
Julia B Fee Sotheby’s International Realty, Larchmont
- Jessica White
Corcoran Group
- Lamar A. Whyte
Clockhouse Realty Inc.
- Suzanne Wicke-Coamey
Cronin & Company Real Estate
- Edison Zhinin
Keller Williams Realty Partner, Baldwin Place
- *Indicates current member who opened an office as a broker.
- **Secondary Member

NAHREP Holds Annual Sales Awards Gala

NEW ROCHELLE—The National Association of Hispanic Real Estate Professionals (NAHREP) Westchester Chapter held its Annual Sales Award Gala at the Glen Island Harbour Club in New Rochelle on Nov. 10.

The organization handed out its major awards and also announced that Jose “Joe” Maymi, Howard Hanna Rand Realty will be serving as NAHREP 2022 Westchester Chapter President. Veronica Suarez of REMAX Distinguished Homes & Properties has served as the 2021 President of the NAHREP Westchester Chapter.



Pictured with 2021 Chapter President Veronica Suarez are from left (top row): Grace Patalano, Hermi Aquino and Ana Bermeo who received top sales volume awards. (Bottom row): Irene Guanill, who was named Realtor of the Year; Attorney Chris Cabanillas who received the Business of the Year honor; and Ross Heaton, who represented home inspector Mark Aakjar, who received the Community Recognition Award.

Report: Residents Returning to New York City After Out-Migration Tripled During Pandemic

NEW YORK—Residents who fled New York City during the early days of the pandemic, particularly the wealthiest neighborhoods, are beginning to return.

New York City Comptroller Scott Stringer released a comprehensive analysis on Nov. 15 of the pandemic's impact on monthly migration patterns into and out of the city. Using data published by the United States Postal Service (USPS) from change of address forms, the analysis confirms that New York City's net residential out-migration tripled from 2019 to 2020. The data show that the city's wealthiest neighborhoods experienced the most population loss; residents in the wealthiest 10% of city neighborhoods, as measured by median income, were 4.6 times more likely to move than other residents during 2020.

In more recent months, the reopening of office buildings, the return of in-person school, and the rebirth of arts and entertainment have helped to attract movers to the city. Since July 2021, USPS data has shown an estimated net gain of 6,332 permanent movers, mainly in neighborhoods that experienced the greatest flight, according to the report.

"New York City is steadily reopening and New Yorkers are returning to the city we love—that's why it's vital that we invest in the value proposition that is New York City and make sure we continue to be the best place to live, work, and raise a family," said New York City Comptroller Stringer. "That means investing in our classrooms and teachers so our children get the very best education, investing in affordable and accessible child care so parents



Since July 2021, the city has gained an estimated 6,332 permanent movers, indicating a gradual return to New York City. PHOTO BY: MIHAI ANDRITOIU/SHUTTERSTOCK

can return to work, and investing in our streetscapes and green spaces to ensure that our neighborhoods are walkable and breathable. We have a once-in-a-generation opportunity to reimagine our city and build back stronger than ever from the losses of the pandemic."

Despite recent gains, certain neighborhoods have a long road ahead to regain pre-pandemic population. Whether or not these gains continue and accelerate will depend on the trajectory of the pandemic and the city's ability to maintain in-person activities and attractions, as well as the endurance of telework arrangements and workers' ability and desire to live farther from their place of work as commuting becomes less

burdensome.

Major findings of the analysis include:

- In the first three months of the pandemic, from March to May 2020, more than 60% of net moves from city addresses were marked as temporary, indicating that the person or household intended to return, but since then 79% of net moves have been marked as permanent.

- Excluding moves marked as "temporary," net out-migration from the city increased by an estimated 130,837 from March 2020 through June 2021, as compared to pre-pandemic trends.

- Residents from the city's wealthiest neighborhoods were the most likely to leave. Residents in the wealthiest 10% of city neighborhoods, as measured by median income, were 4.6 times more likely to leave than other residents during 2020, recording 109 net move-outs per 1,000 residents versus 24 elsewhere. Moves from wealthier neighborhoods were also more likely to be recorded as temporary. About half of net out-migration from the wealthiest 10% of neighborhoods was marked as temporary in 2020, compared to 44% in the next wealthiest decile and less than 30% elsewhere.

- In September 2021, New York City public schools and colleges opened to full-time, in-person learning; some employers, including city government, called office workers back; and the curtains rose on Broadway after an 18-month shutdown. Not surprisingly, these events coincided with an improvement in net residential migration to the city, particularly in the neighborhoods that experienced the greatest flight in the spring of 2020.

- Since July 2021, USPS data has shown an estimated net gain of 6,332 permanent movers, indicating a gradual return to New York City, mainly in neighborhoods that experienced the greatest flight. On a per-capita basis, the largest net gains over the summer were in Chelsea/Midtown, Murray Hill/Gramercy, Battery Park City/Greenwich Village, and Chinatown/Lower East Side.

Oklahoma Firm Acquires Storied Hotel on Broadway For Nearly \$56 Million

NEW YORK—Burnett Equities of Oklahoma City, OK has acquired the 531-room landmark Martinique New York on Broadway for \$55.5 million.

The deal was reported by brokerage firm Marcus & Millichap, which represented the seller, Herald Square Associates. Marcus & Millichap said that the total development cost for the revitalization of the asset, located on the corner of 32nd St. and Broadway, will be \$110 million, which includes the purchase price.

In December 2020, Marcus & Millichap's Eric Anton, Nelson Lee, and their team, were hired by, Herald Hotel Associates, a private, New York-based, family-run company to sell the property. Anton's first order of business was to find a buyer for the hotel, ultimately selecting Burnett Equities, based in Oklahoma City. Once the land lease details were solidified, Anton and Lee turned their attention to creating value in the retail space, the company stated.

"Our team worked tirelessly over the past 12 months to overcome multiple hurdles during the sales process," said Anton of Marcus & Millichap's Manhattan office. "We are very proud to be a part of what will be an incredible revitalization project for one of New York's oldest operating hotels. The COVID-19 pandemic initially wreaked havoc on the hospitality industry in New York City, causing countless established hotels and retail properties to close shop,



Martinique New York on Broadway

including Martinique New York, which filed for bankruptcy in 2020."

Anton noted that the Martinique corners two of Manhattan's iconic streets, 32nd Street, on one end of the city's expansive Koreatown neighborhood, and Broadway, home to some of the city's most desirable restaurants, entertainment venues and hotels.

Anton and Lee introduced Burnett

Continued on next page

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Business, Labor Alliance, Elected Officials Call on NY To Move Forward with Downstate Casino Licenses

YONKERS, NY— “A Sure Bet for New York’s Future” Alliance, along with state and local elected officials and community partners, held a rally on Nov. 17 outside of Empire City Casino by MGM Resorts to demonstrate strong community support for New York State to introduce a process that can quickly award downstate full-scale commercial casino licenses, highlighting the immediate need for jobs in Yonkers, Mount Vernon, the Bronx, and the region.

Assemblymember Gary Pretlow, chair of the Racing and Wagering Committee, called on Gov. Kathy Hochul to support his legislation to accelerate the downstate casino licensing process. “We in this part of the state want this to happen, and we want it to happen now. This helps the Bronx, Westchester, Rockland County, and the State of New York. That’s what this is all about helping the State of New York,” Pretlow said.

The New York State Gaming Commission recently issued a Request for Information from interested parties for either developing or operating three downstate New York casinos in the New York metro region.

The issuance of the RFI on Oct. 20 followed the release of a report detailing the impacts of downstate casino gaming and mobile sports betting by Spectrum Gaming Group released in January 2021 that found downstate counties show the greatest potential for growth in Gross Gaming Revenue, ranging from \$970 million to \$4.49 billion for New York City, and \$606 million to \$1.13 billion for Long Island. The potential of the New York City market could be captured by the addition of new gaming facilities, the report stated.

The Gaming Commission has set a deadline for the submission of questions concerning the RFI for Nov. 10, 2021 and for a submission to the RFI by Dec. 10, 2021. The New York State Gaming Commission per state statute has to prepare and distribute a report on the RFI to the governor and the State Legislature no later than six months from the Dec. 10, 2021 deadline. The statute was passed by the State Legislature and signed by then Gov. Andrew Cuomo in April 2021.

If the process does move forward, it could be assumed that a Request for Proposals could be issued in mid-2022 and an award sometime thereafter. It should be noted that the state’s gaming law bans the award of downstate casino licenses until 2023. The measure was intended to allow the upstate casinos to establish a client base before they faced competition from downstate facilities.

“From a business standpoint, from a local government standpoint, this is a no brainer,” said Westchester County Executive George Latimer adding, “You have here already the infrastructure for the most successful casino you could imagine.”

Yonkers Mayor Mike Spano said, “Enough is enough. We don’t need to wait. We know that this will bring in hundreds of millions of dollars in revenue and thousands of jobs to this region.”

“I can’t think of a project more deserving of our collective attention than getting full gaming right now, this year for Yonkers and for downstate,” said State Senator Shelley Mayer. “We in the Senate majority under the leadership of Andrea Stewart-Cousins are totally committed to getting this done this year, no question, no excuses, no delay.”

“This is a renaissance moment for not only my city of Yonkers, but all of Westchester and the Bronx, and really the region,” said Assemblymember Nader Sayegh. “Let’s keep the revenue right here in New York State.”

Community groups also showed their



The rally was held outside of the Empire City Casino in Yonkers.

support for the project, which they say will have far-reaching benefits to the local community.

“Returning parents back to work is one of the city’s highest goals so we don’t have to rely on staying home,” said Henry Wilson, Alliance Co-chair and Executive Director of Youth Community Outreach Program. “I strongly support this effort, the board of directors of the Mount Vernon YCOP strongly supports this effort, and many of my colleagues and all the friends and parents support this effort.”

Local leaders also underscored the importance of the long-term investment that a full-scale commercial casino license at Empire City represents.

“This is not the circus that comes to town and picks up and leaves,” noted Mount Vernon Mayor Shawyn Patterson Howard, adding “This is ten thousand jobs here to stay.”

“This could be a huge, game-changing incubator for workforce development like we’ve never seen before,” said John Ravitz, Alliance co-chair and Vice President and COO of the Business Council of Westchester. Citing local support for the full casino license, Ravitz noted “Westchester, the Bronx, and all of the downstate region are urging Albany to work quickly. Downstate can’t wait.”

Highlighting the broader economic effects of a full-scale license for Empire City, Lisa Sorin, Alliance co-chair and President of the Bronx Chamber of Commerce said, “We keep talking about

the jobs, which are so critical, but we’re also looking at businesses that will be supported by this; minority-owned businesses, small mom and pop shops, construction work, everything that’s needed to build something like this.”

“Ten thousand jobs in this economy is definitely a sure bet to help the Bronx’s economy, Westchester’s economy, and the state’s economy,” stated Marlene Citron, Alliance co-chair and President of Bronx Overall Economic Development Corp. Emphasizing the urgent need for the casino licensing process to move forward, she added, “There are a lot of jobs that were lost during COVID that are not coming back. So, we need these jobs, and we need to ensure that this casino be brought here so that all of us can win.”

The Alliance includes more than 70 business, labor, nonprofit and community organizations from Westchester and the Bronx who support the creation of thousands of new, family-sustaining union jobs for local families.

Attendees stressed the importance of Albany prioritizing meaningful relief and sustainable job growth for a region severely impacted by the COVID-19 recession. Alliance members repeatedly highlighted the overwhelming community support for Empire City to be able to apply for and receive a full gaming license.

The press conference featured remarks from Yonkers Mayor Mike Spano, Westchester County Executive George Latimer, NYS Senator Shelley Mayer, As-

sembly Members Nader Sayegh, J. Gary Pretlow, Nathalia Fernandez, and Steve Otis, Mount Vernon Mayor Shawyn Patterson Howard, Yonkers City Council Members John Rubbo, Mike Breen and Tasha Diaz, along with the founding co-chairs of “A Sure Bet for New York’s Future”, co-chairs John Ravitz, Vice President and COO of the Business Council of Westchester; Thomas Carey, President of Westchester Putnam Central Labor Body; Marlene Citron, President of Bronx Overall Economic Development Corp; Lisa Sorin, President of The New Bronx Chamber of Commerce; and Henry Wilson, Executive Director of Y-COP.

Also in attendance were representatives for New York State Senate Leader Andrea Stewart Cousins and Yonkers City Council Member Shanae Williams.

Members of the Alliance also attended to show their support, including John Cooney, Jr, Executive Director, Construction Industry Council of Westchester and Hudson Valley Inc.; Carlos Laboy, COO of the Municipal Housing Authority of Yonkers; Henry Djonbalaj, President, McLean Avenue Merchant Association; Carmen Goldberg, Advisor, 100 Hispanic Women of Westchester; Millie Becker, President, Skyqueen Enterprises; Kenneth Plummer, President, Kensworth Consulting; Richard McSpeddon, Vice President, LOCAL 3 IBEW / Westchester Central Labor Body; Florence McCue, Yonkers Federation of Teachers; Stacey Thompkins, President, Tompkins Excavating; Dwayne Norris, Co-founder & COO, Soulful Synergy; Douglas Singer, Managing Member, Singer Law PLLC; Olga Luz Tirado, Executive Director, Bronx Tourism Council, and Jodie Reaver of SWAC-PAC.

The Alliance currently has more than 70 members, and it continues to grow.

A Sure Bet for New York’s Future is an Alliance of businesses, community organizations, labor groups, and other local groups who are calling on Albany to introduce a process and timeline to quickly award downstate full-gaming commercial casino licenses to create thousands of new jobs New Yorkers need, create billions in economic impact, and help revitalize our communities.

Oklahoma Firm Acquires Storied Hotel On Broadway for Nearly \$56 Million

Continued from previous page

Equities to local retail brokers, including one who specialized in leasing Koreatown space, and the other an expert in the restaurant and hospitality industry. In under three months, the team secured leases for all six of the retail spots amid the pandemic, prior to closing the sale of the hotel.

During the marketing process, Anton utilized Mission Capital Debt & Equity, part of Marcus & Millichap Capital Corporation (MMCC). With assistance from MMCC’s Matthew Polci, Steven Buchwald, Jordan Ray and Lexington Henn, Burnett Equities secured a mortgage of \$71 million and a more financeable ground lease.

“The Martinique New York had just about every major complexity imaginable for a New York City financing, including a New York City landmarked, unionized hotel subject to a ground lease that was coming out of construction, COVID-19 lockdown, and in bankruptcy, with a largely vacant retail component,” said Polci. “Despite these challenges our borrower, their retail leasing

team, and our Marcus & Millichap sales brokers did a tremendous job turning challenges into value creation opportunities. I was impressed with our capital markets team, and particularly my team members in their ability to effectively communicate the evolving merits of this deal to the debt markets and create a competitive market around such a complex transaction.”

“With all the problems that COVID-19 brought, great opportunities arose for

those willing to go the distance,” said Lee. “Our buyer sought opportunities to break into the New York market, but the right opportunity hadn’t yet come to fruition. This rare opportunity to invest in a newly renovated, historical landmark was a special opportunity, and when prices went down and business was scarce, our buyer saw the massive growth potential and future resurgence of the hospitality industry through this Martinique investment.”

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The Latest on: Chrome Browser Bookmarks Cleanup Tool, Gmail Tip and Headset Recommendation

TECH TALK

By John Vrooman
john@johnvrooman.com



Are your Chrome Browser's bookmarks a mess? If so, consider installing and using a Chrome Browser extension called "Bookmarks Clean Up." The following text comes from the product's description page:

"This extension allows you to find and delete duplicate bookmarks, empty folders, merge folders with the same name (within the same path), find no longer working and expired bookmarks, and remove them easily."

I have successfully installed and used the extension. Unfortunately for me, I have a lot of bookmarks that need to be reviewed and organized. So, it is going to take me several sessions of bookmark cleaning and organizing before I will be able to say that my bookmarks are cleaned up and organized. I am confident that many people who start the process of cleaning up and organizing their bookmarks discover that it is a bigger task than initially anticipated. Regardless, once the bookmark cleanup and organization task are completed, you should be able to use the remaining and newly organized bookmarks more efficiently. The following link will lead you to the "Bookmarks Clean Up" Google Chrome browser extension... www.tinyurl.com/y4oudye2

Gmail Tip: How to Find Unread E-mails in Gmail

Are you a Gmail user? At times do you find yourself wanting to find all, some, or a particular unread Gmail message? If so, you may be familiar with being in the situation where you find yourself scrolling through lots of messages while trying to find a particular unread message (or several unread messages). Fortunately, there are better ways to tackle this problem! A blog post titled "How to Find Unread Emails in Gmail [2021 Update]" located at the rightinbox.com website offers some helpful tips and instructions on the topic of finding unread Gmail messages. Here is a link to the helpful bog post... www.tinyurl.com/y6i33vo2

Suggestion: Before you leave the rightinbox.com website, take a moment to learn about the Right Inbox product/service. I reviewed the "Features" webpage and concluded that many of you will like what you see there! To help get you started, here is a link to the product's "Features" page... www.rightinbox.com/features

Headset Selection Tip

Are you in the market for a good computer headset? Do the following features

meet your needs? 1) Good quality stereo sound; 2) A boom microphone (switchable between left/right side) 3) Automatic noise cancellation (ANC); 4) Both wired and wireless (Bluetooth) connections; 5) Microphone muting; 6) Is comfortable; 7) Provides good battery life; 8) Provides good compatibility with many communications related hardware devices, software applications, and services; 9) Extended wireless range; 10) Feature-rich and includes companion software and good support? If so, Poly's "Voyager Focus 2" headset might be perfect for you! Here is a link to the product's webpage... www.tinyurl.com/y6ksnj6

(When I checked, Amazon offered the Poly Voyager Focus 2 headset for a much better price than what I saw at the Poly.com site.)

VLC Media Player is Worth Checking Out!

The VLC Media Player (aka "VLC") is a free, feature-rich, cross-platform, and popular media player. It supports just about any media file format that you are likely to encounter. A benefit of using a cross-platform media player is that once you become familiar with it on one platform, you will be able to get up and running with the application faster and easier on other platforms. To learn more about the VLC Media Player you should visit the product's webpage. Here is the link... www.videolan.org

Two resources that I would encourage you to use to help you learn more about VLC and its features include 1) The product's "Support" page, and 2) using YouTube. Here is the link to the product's "Support" web page... www.videolan.org/support. The following link leads to a YouTube search results page that lists many helpful VLC related videos... www.tinyurl.com/y3g68f9y

Suggestion: Consider watching some product-related videos before installing the application to see if it looks good to you.

As a bonus, the following link will take you to a makeuseof.com article titled "7 Top Secret Features of the Free VLC Media Player." The article highlights several VLC features that are lesser known, but useful... www.tinyurl.com/y6d99awb

Are You Familiar with Google Drive for Desktop?

Google's "Drive File Stream" product has been changed and renamed to "Google Drive for Desktop." Google Drive for Desktop is also a replacement/alternative to Google's "Backup and Sync" product. If you are not yet familiar with the Google Drive for Desktop app/service I would encourage you to learn more about it. I have successfully migrated from Google's Backup and Sync service to Google Drive for Desktop. Currently, I am "mirroring"/syncing files between my local computer and the online service, but I'm planning on removing most of my local computer files (to save local data storage space) and using Google Drive for Desktop's "streaming" capability to download needed files on an as-needed basis.

If you are interested in learning more about the Google Drive for Desktop application/service, the following are some recommended help resources...

Google Drive Help Center article titled: "Upcoming changes to Google Drive sync clients" ... www.tinyurl.com/yzexxukw

Google Drive Help Center article titled "Use Google Drive for Desktop at Home, Work, or School" ... www.tinyurl.com/y9s5sxq7

Google One Help Page titled "Use Google Drive for desktop" ... www.tinyurl.com/yxnhv3tj

YouTube search results page that includes numerous helpful Google Drive for Desktop related videos... www.tinyurl.com/y4qlgswr

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 e-mail 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. John gathers information for his column from a diverse range of resources and he enjoys sharing his discoveries with others. He has been authoring this column since August 2000 and welcomes your feedback.

First Ever HGAR Cook-Off Event Raises Over \$10K for RPAC

By Mary T. Prenon

BRIARCLIFF MANOR—The savory aroma of old-fashioned home cooking filled the air, while a line of silver serving trays overflowed with piping hot, delectable selections of meatballs and chili at The Briarcliff Manor recently. HGAR's first ever "Chili-Meatball Cookoff," planned by the association's RPAC Committee, brought in more than 60 hungry participants and raised more than \$10,000 for RPAC, the Realtors Political Action Committee.

Almost 20 HGAR Realtors and Affiliate Members created their favorite recipes to compete in the contest, judged by a panel of four event sponsors: Mark Aakjar of Mark's Inspections, Donald Arace of Hudson United Mortgage, Brett Lando of Gahagan & Lando, LLP and Andrew Wuench of Empire Inspectors.

A total of six contestants made the cut with Roseann Paggiotta of Houlihan Lawrence selected as the first-place winner for meatballs, and Jenifer Moore, also of Houlihan Lawrence, took first place for chili. Danielle Reese of Keller Williams and Irene Guanill of Century 21 Dawn Gold Realty claimed the second and third place meatball winners, while Leah Caro of Park Sterling Realty and Tony D'Anzica of Dynamax Realty took the second and third placements for their chili recipes.

Addition meatball cooks included Carol Christiansen, Anthony Domathoti, Crystal Hawkins-Syska, John Dolgetta, Phil Risi, Terri Crozier, and Marianne LePore. Chili dishes were also prepared by Elisa Bruno-Midili, Sarah Hughes, Wasfiyah Talib, Alicia Albano, Jennifer Maher, and Clayton Livingston.

Mark Seiden of Mark Seiden Realty presented a \$5,000 challenge with a \$5,000 match from his office.

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Notable Commercial, Civic Projects in Mid-Hudson, New York City Regions Secure CFA Funding Awards

By John Jordan

ALBANY—New York Gov. Kathy Hochul announced on Nov. 22 that more than \$81 million has been awarded to support 97 priority projects across New York State through the Regional Economic Development Council initiative.

Among the award recipients include a host of major projects in the Hudson Valley and New York City regions, involving bioscience, downtown revitalization initiatives, the arts and even the development of a Dinosaur Park.

This year, \$150 million in grant funds from Empire State Development was made available on a continuous and competitive basis to support the immediate needs of applicants.

Additionally, projects within each region are eligible for a share of \$75 million in Excelsior Jobs Program Tax Credits to help attract and grow business in their region.

“The pandemic toll touched every corner of the state and every sector of New York’s economy, and as a result we must ensure that our recovery does the same,” Gov. Hochul said. “As we move forward from the pandemic we are using the rolling grant process to build New York State back better by supporting shovel-ready projects with the potential to accelerate new investments and catalyze economic growth in every community.”

Empire State Development Acting Commissioner and President & CEO-designate Hope Knight said, “The COVID pandemic has had a devastating impact on our state, and this is especially true for the businesses and organizations that are the foundation of our economy. The Regional Economic Development Councils, made up of people who know their own communities best, have recommended innovative projects that will help their regions rebuild, and reemerge stronger and smarter for the future.”

This initial round of priority projects was recommended by each Regional Council because of their project readiness and alignment with each region’s strategic plan.

Some of the more significant projects receiving CFA funding in the Mid-Hudson and New York City regions include:

The North 80 Development Project-Phase One (Mid-Hudson Region)—The project being developed by Fareri Associates LP is located on 60 acres of land owned by Westchester County on the Grasslands campus in Valhalla and another adjoining 20 acres. Plans call for the property to become a mixed-use village with nearly 490,000 square feet of medical offices, biomedical facilities, housing, hospitality venues, shopping and retail.

Fareri Associates is in the final approval stages for the North 80 project, a 1.2-million-square-foot science and technology center to be created on an 80-acre site adjacent to the Westchester Medical Center, New York Medical College and the nearby headquarters complex of Regeneron Pharmaceuticals.

“We are very pleased and honored to have received this important grant for our North 80 development. Phase one of this \$227-million project is expected to create nearly 490,000 square of innovatively designed buildings whose tenants will bring an estimated 1,177 new jobs to Westchester County and the Mid-Hudson Valley,” said John Fareri, CEO of Fareri Associates. The project secured \$3 million in ESD Grants.

Grand Street Downtown Revitalization Project (Mid-Hudson Region)—The project being developed by Foster Supply Hospitality Inc. will transform three long-vacant county-owned buildings on



A rendering of the North 80 bioscience development project in Valhalla.

Grand Street in Downtown Newburgh into a hospitality complex featuring an 80-room hotel, rooftop tavern, a premier spa, restaurants and event space. Once operational in 2023, the \$24-million project will provide up to 61 full-time jobs. The project will receive \$1.25 million in ESD grants.

Hudson Valley Shakespeare Festival (Mid-Hudson Region)—The Hudson Valley Shakespeare Festival will create a new year-round cultural campus in Garrison. The site will offer world-class theater productions with accessible Hudson River view pathways and meadows, on-site dining and concessions, and an ecologically sustainable operation. The project will receive \$2 million in ESD grants.

Dinosaur Country (Mid-Hudson Region)—The Orange County Dinosaur Park, located in the Town of Wallkill, will be a recreational experience that spans more than 136 acres and will feature over 60 realistic life-sized animatronic dinosaurs. The Dinosaur Park experience will include six dinosaur themed playgrounds, a splash park and six education pods. There will be a fossil dig site, robotic dinosaur rides, an amphitheater, a T-Rexpress train that circles the park, multiple dining options and a dinosaur carousel. The company will invest \$12 million into this project and will create more than 100 new jobs. The project will receive \$1.2 million in ESD grants.

Aspire Brewery Development Project (Mid-Hudson Region)—Aspire Brewing will transform a mostly vacant 90,000-square-foot commercial building in the Town of Wallkill into a micro-brewery and hospitality attraction, featuring a casual dining restaurant, beer garden, an outdoor patio and a unique indoor entertainment space. The project will receive \$500,000 in ESD grants.

Storm King Art Center Capital Project (Mid-Hudson Region)—Storm King Art Center in New Windsor offers local, national, and international audiences a chance to discover sculpture amid 500 acres of Hudson Valley landscape. In response to growth, Storm King launched Art that Moves You Outside, a Capital Project to enhance the experience of residents and visitors, and protect its art, nature and people. The Art Center will begin phase one that includes two building elements: The Welcome Sequence and the Conservation, Fabrication, and Maintenance Building. The Welcome Sequence will streamline the arrival into Storm King, and the Art Center’s Conservation, Fabrication, and Maintenance Building will protect the safety of staff and the artwork. The project will receive \$2 million in ESD grants.

Camp Fimfo Catskills (Mid-Hudson Region)—Sun NG Kittatinny RV, LLC

will transform the former Kittatinny Campground and Canoes in Barryville in Sullivan County, into Camp Fimfo (“Fun Is More Fun Outside”) Catskills. Substantial upgrades will include the installation of infrastructure to support the creation of improved RV/cabin sites and new amenities that enhance the natural, historic, cultural and recreational assets of the region. The project will receive \$1.5 million in ESD grants.

Advancing the Revitalization of West Nyack (Mid-Hudson Region)—The Town of Clarkstown will invest in several infrastructure projects for the Revitalization of Historic West Nyack Hamlet. Projects include upgraded streetscape, improve parking, EV charging stations, and a new bus stop along with new sidewalks, curbs, energy-efficient lighting, and expanded green space with an accessible playground and benches that will accommodate and encourage economic activity. The project will receive \$1.25 million in ESD grants.

Viking Industries (Mid-Hudson Region)—Viking Industries of New Paltz is looking to expand its long-established factory in New Paltz to meet growing needs for corrugated packaging among its diverse customer base. The Viking Industries Expansion Project will significantly increase capacity and efficiency by constructing and equipping a new 45,000-square-foot addition on the plant at 89 South Ohioville Road in New Paltz. The project is receiving \$780,000 in ESD grants and \$550,000 in ESD EJP funding.

Upriver Studios (Mid-Hudson Region)—Upriver Studios will create a carbon neutral campus and a more competitive series of sound stages for film and television production projects in a 101,000-square-foot state-of-the-art facility in Saugerties. The project will allow Upriver to attract and retain major network productions. The project will receive \$500,000 in ESD grants.

EICC Bronx Building Renovation Project (New York City Region)—The Emerald Isle Immigration Center will renovate its Bronx Immigration Center in Woodlawn. The project will assist EICC in its efforts to provide free employment, educational, and immigrant legal services to overcome systemic barriers and to help immigrant seniors stay engaged in the local economy. By doubling and modernizing program space within the existing footprint, EICC expects to increase the number of clients served by at least 20% in the first year after project completion. The project will receive \$500,000 in ESD grants.

Education and Welcome Center (New York City Region)—Green-Wood Historic Fund is constructing an Education and Welcome Center directly across the street from The Green-Wood Cemetery’s main gate in Brooklyn. It will welcome both neighbors and tourists, offer additional public programming and educational opportunities, and engage visitors in the art, history and nature of this National Historic Landmark cemetery. The project will receive \$1.5 million in ESD grants.

Center for Planetary Health (New York City Region)—Newlab will develop

and operate the Center for Planetary Health (C4PH) a facility that will anchor the redevelopment of 125 West End Ave. in Manhattan’s Upper West Side and attract the region’s top life science startups. C4PH will serve as springboard for new startups working in non-therapeutic life sciences. The project will receive \$2 million in ESD grants.

Rgenix Expansion (New York City Region)—Rgenix, Inc. is a clinical-stage biopharmaceutical company developing drug candidates that target key pathways in cancer progression. Currently, Rgenix is located in the New York Blood Center in Manhattan and is seeking to significantly expand its operations. Rgenix will relocate and



A map of the proposed Dinosaur Park in the Town of Wallkill.

build out a new space that will accommodate its new staff members as well as a new vivarium. The project will receive \$200,000 in ESD grants and \$800,000 in ESD EJP funding.

Governors Island Climate Resiliency Accelerator (New York City Region)—Historic Building 301 on Governors Island will be transformed into the \$13.35-million Buttermilk Labs, an accelerator hub for climate change-focused businesses, entrepreneurs and non-profits. The project will provide a platform for supporting and scaling green- and blue-tech businesses, such as offshore wind, and is a critical step in establishing a future Center for Climate Solutions on the island. The project is expected to create 150 jobs employed by accelerator tenant companies. The project will receive \$2.5 million in ESD grants.

Bronx Hall of Music Capital Project Enhancements (New York City Region)—Women’s Housing and Economic Development Corporation will make critical enhancements to the Bronx Music Hall, a 250-seat theater and multi-use community facility to ensure that it is best positioned to attract and accommodate more and higher profile artists and events. Enhancements are to include: a dynamic overhead canopy/marquee spanning two sides of the music hall, as well as acoustical treatments, risers, drapery, increased seating and rigging which will more than double the economic impact of the Bronx Music Hall and ensure that the facility will serve as a cultural magnet for generations to come. The project will receive \$300,000 in ESD grants.

State officials noted that the application for ESD Grant funds remains open, and applications are being reviewed on an on-going basis until funds are exhausted. Applicants with strong, shovel-ready projects that align with the state and region’s economic development priorities can apply through the Consolidated Funding Application.

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