



2021 ANNUAL REPORT

President's Message

I want to start with a sincere "THANK YOU" to every HGAR member for allowing me the incredible privilege and honor of serving as your 2021 President. It has been a year of great change for me personally as well as professionally. I created unexpected relationships, saw new doors open, learned much more than I could have imagined, and cherished all of it.

As you probably (hopefully) know by now, my theme for this year was the "American Promise." No longer just a dream, it's time to make homeownership a reality for every American who commits to taking the necessary steps to make that happen. While not something that can be accomplished overnight, it begins with us as an industry, doing everything we can to remove the obstacles, the biases, the behaviors that create roadblocks for any segment of our population to achieve their homeownership or real estate career goals. I know that our Association will continue the work that we started this year as we strive to fulfill this "Promise."

Below is a brief summary of some of the key initiatives our Association was able to accomplish this past year. These are not my successes; they were achieved through the collaboration and diligent commitment of our leadership team, including our Executive Committee, our Board of Directors, our Committee Chairs, and our many volunteers along with our amazing staff who all worked tirelessly to accomplish so much in this past year that ultimately benefits our HGAR members as well as, in some cases, our clients and consumers.

HGAR now has a standing Diversity, Equity and Inclusion (DEI) Committee, along with a Steering Committee. This committee was instrumental in hiring our first DEI Officer, Freddy Garcia, who is now pro-actively engaged in implementing various DEI initiatives throughout our organization.

We launched a year-long Fair Housing Challenge to our members, comprised of completing the FairHaven training, the Perception Institute's Implicit Bias assessments, and the At Home With Diversity (AHWD) course.

Our Fair Housing Committee organized and presented a Fair Housing Summit with special guests Richard Rothstein and Bill Dedham along with panel discussions.

The improved co-op transparency law that we lobbied for over decades finally came to fruition in Westchester County. The improved law adds the requirement of a stated reason for rejection of co-op purchase applications and better oversight of the process.

Our RPAC Committee helped us raise a record amount of \$237K this year, 93% of our goal, and hosted our NAR President, Charlie Oppler, at one of the fundraiser events.

Our second Leadership Accelerator Program class launched, with 11 participants embarking on their leadership journey. At the same time, our first class's project of New Member Outreach continues with success and appreciation.

Our Annual Members' Day as well as the Annual Global Summit were both held in-person again, after having to go virtual last year.

Our Global Council received the coveted Gold Global Achievement Award from NAR for the second year in a row. In addition, the Council was also awarded the 2021 Outstanding Ambassador Association in connection with our role as ambassador association to Portugal.

We launched a podcast series covering relevant industry topics called "Conversations with Crystal."

The HG Realtor Foundation raised over \$36,000 for grants to be awarded in 2022 to local non-profits, and continued our hands-on volunteer events to further support our local communities.

We tackled a number of legislative headwinds, making sure our voices were heard at the local, state and national levels.

We also brought on a Social Media Coordinator to our staff to bolster our social media presence to our members and the public.

While the pandemic health restrictions did continue to influence some of our activities in 2021, we were still able to return some of our events, meetings and programs to in-person, with the hope of more positive transition in 2022. Despite the limitations, we found ways to involve more of our individual members and encourage new faces and voices to step up to take an active role in what goes on at HGAR.

I look forward to continuing to work on behalf of our Association under the leadership of our 2022 President, Anthony Domathoti and the rest of the HGAR Board of Directors. I think we are all ready to ReNew, ReEnergize and ReEngage!



Crystal Hawkins-Syska
President

FACTS & FIGURES

	2018	2019	2020	2021
MEMBERSHIP				
Realtors	11,245	11,702	12,513	13,503
Affiliates	253	250	276	252
Other Accounts	28	27	29	33
Total	11,526	11,979	12,818	13,788
Realtor Firms	1,282	1,306	1,440	1,525
Branch Offices	149	163	161	167
Total Sites	1,431	1,469	1,601	1,692
HGMLS/OneKey MLS				
No. Participating Offices	1,463	1,486	4,329	4,526
No. Single Family Sales				
Westchester	5,883	5,839	6,660	7,409
Putnam	1,041	1,050	1,262	1,373
Rockland	1,921	2,028	2,333	2,683
Orange	3,833	3,673	3,996	4,444
Sullivan	1,002	979	1,237	1,328
Bronx	558	548	491	716
Total	14,238	14,117	15,979	17,953
Median Sale Price, Single Family House				
Westchester	\$650,000	\$655,000	\$735,000	\$780,000
Putnam	\$350,000	\$358,500	\$380,000	\$293,950
Orange	\$258,600	\$275,500	\$315,000	\$367,000
Rockland	\$460,000	\$455,000	\$500,000	\$560,000
Sullivan	\$128,000	\$142,500	\$195,000	\$244,400
Bronx	\$470,000	\$499,998	\$530,000	\$575,000
PROFESSIONAL STANDARDS				
No. Arbitrations	2	0	1	5
Total amount arbitrated	\$26,753	\$0	\$44,500	\$66,915
Average claim per arbitration	\$13,376	\$0	\$44,500	\$13,383
No. Mediations	7	9	2	1
Total amount mediated	\$46,250	\$167,450	\$59,125	\$30,000
Average claim per mediation	\$6,607	\$18,606	\$29,562	\$30,000
No. Ethics Hearings	22	9	7	20
No. Appeals	3	0	2	0
No. Ombudsman sessions	0	0	1	0
Other actions w/o hearing	30	33	18	17
Total Actions	64	51	31	43
EDUCATION				
No. Classroom Courses	182	218	143	152
Enrollments	2,704	2,587	2,684	3,984
No. On-line Courses	77	48	25	32
Enrollments	2,952	2,470	2,640	254
No. Orientation Classes	34	34	51	66
Enrollments	1,222	1,283	1,154	1,425
Matrix MLS Training Classes	123	111	90	72
Enrollments	3,149	1,584	1,815	1,638
Total Courses	416	411	309	322
Total Enrollments	10,027	7,924	8,293	7,301
REALTORS POLITICAL ACTION COMMITTEE				
Amount Contributed	\$171,595	\$193,230	\$193,240	\$237,528
Percent of goal	78%	88%	81%	93%
No. Contributors	2862	2900	2868	3,546
Percent of goal	84%	76%	70%	85%



HGAR Executive Board



Crystal Hawkins-Syska
President



Anthony A. Domathoti
President Elect



Tony D'Anzica
Secretary



Carman Bauman
Treasurer



Gail Fattizzi
Immediate Past
President



Richard K. Haggerty
Chief Executive
Officer

Professional Standards and Grievance Committee Report

The following shall serve as a year-end report on the activities of the 2021 Grievance Committee and the Professional Standards Committee.

Overall Statistics:

Grievance Committee:

- 11 committee meetings total
- 40 matters addressed
- 3 appeals of dismissal of action/article

Professional Standards Ethics Hearings:

- 20 matters heard
- 3 active cases pending
- 9 stayed cases (pending underlying litigation/legal action resolution)
- 9 cases found respondent(s) in violation of Code
- 5 cases found respondent(s) not in violation/complainant failed to carry burden
- 6 cases discontinued/withdrawn/resolved prior to hearing
- No appeals were taken of panel decisions

Professional Standards Arbitration Hearings:

- 5 matters heard
- 2 active cases pending
- 1 settled prior to hearing (settled amount not disclosed)
- 1 matter voluntarily discontinued
- No cases resolved through mediation
- Total amount arbitrated/awarded: \$66,915*
- Median amount awarded: \$13,383
- Mean amount awarded: \$9,300

*It should be noted that the above arbitration amounts do not reflect the privately settled matter between two parties in the amount of \$30,000.

In March 2021, Diane Disbrow conducted a 2-day (4 hours each day) professional standards training for all committee members and Board of Directors who wished to participate. Participation was free of charge. Approximately 25 members attended and received CE credits for 8 hours.

In 2021, long time Grievance Committee Chair, John Kope, stepped down. The position was filled by Eydie Lopez, who did an exceptional job throughout the year.

It should be noted that with the expansion of Article 10 (discrimination) and the addition of Standard of Practice 10-5 (hate speech), there were no decisions finding a violation of Article 10.

While HGAR addressed over 3 dozen matters, this activity seems to be less than what has previously been experienced. This may be predicated on the ongoing COVID-19 pandemic. Most activity was concentrated to the past 6 months of real estate activity, which coincides with the lifting of restrictions.

HGAR Members Day

HGAR's 105th Annual Meeting & Member Appreciation Day was held on October 25 at the Sleepy Hollow Hotel and Conference Center in Tarrytown. More than 500 people attended and there were over 50 trade show exhibitors.

Dennis Giannetti, the "Ninja" Sales Instructor presented the keynote address, "Find Your Fight," designed to help Realtors identify what's holding them back, creative positive emotions and find their fight to greater success. Westchester County Executive George Latimer was the featured guest speaker for the RPAC Luncheon.

The event also included an Ethics class and three breakout workshops: "The Power of Google Marketing for Real Estate;" "Global Business Etiquette;" and "Color & Design Trends for 2022."

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

Global Business Council

The HGAR Global Business Council (now in its 4th year) had another successful year during 2021. HGAR Received the 2021 NAR Gold Global Achievement Award for the second year in a row (Silver in 2019) which was presented to HGAR during the NAR Realtors Conference & Expo in San Diego, CA in November.

Emi Cacace and Tony D'Anzica continued as the Council's Co-Chairs. The Global Business Council hosted several events including 6 Global Chats (Brazil, Taiwan, France, Texas, Australia, and Ghana) and collaborated with 8 Regional REALTOR® Associations for this year's Global Real Estate Summit NYC in September, following the NAR, C5 Summit both held at the Marriott Marquis NYC.

The Global Business Council oversees our NAR Ambassador relationship with Portugal and we held several events with our Portuguese Partners via Zoom meeting including a Virtual Trade Mission with Portugal International Realty (PIR). An in-person trade mission is in the works for 2022. We did a market report exchange in our respective publications and one of our Global Business Council members did a webinar in Portuguese discussing a day in the life of a real estate professional in the U.S. HGAR was also awarded the 2021 Outstanding Ambassador Association at the NAR International Night Out and Awards Ceremony during the NAR REALTORS Conference and Expo, for their focused efforts in creating new and innovative programming benefiting both U.S. and Portuguese Realtors.

Several educational classes and programs were offered via Zoom and in-person, including an Update on tax implications of foreign investment in U.S. real property, legal struggles a foreign buyer can encounter when buying property in the U.S. and a class on "Global Etiquette" during the HGAR Member's Day. The Global Business Council also signed a Memorandum of Understanding (MOU) with Camara Paraguaya de Empresas Loteadoras e Inmobiliarias, Paraguay.

HGAR Global Business Council members grew their global partnerships through leadership roles and networking and joint educational programming with NAR, NYSAR, Certified International Property Specialist (CIPS), FIABCI-USA (HGAR became a Principal Member), AREAA, NAHREP and started building relationships with other Global Business Councils in the U.S. and Canada.

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

Legislative Advocacy

Much of what is accomplished in the Legislative arena has its roots in the Realtors Political Action Committee. President Crystal Hawkins Syska, RPAC Co Chairs Anthony Domathoti and Carol Christiansen did an outstanding job leading a team of tireless volunteers. We raised more funds than ever before, we raised \$237,208 which is 93% of HGAR's goal of \$255,201. We raised over \$40,000 through HGAR's events and auction items. A virtual Lobby Day was held on April 27th.

Federal Issues: The Realtor community scored many victories at the federal level including preserving the mortgage interest deduction and extending the National Flood Insurance Program. Realtors® also fought for, and preserved 1031 like kind exchanges. We also successfully fought for money for rural broadband, infrastructure investments and the first infrastructure bill in two decades. Realtors also got money for the Paycheck Protection Program, which kept businesses afloat, during the worst of the shut downs. **State Issues:** At the state level, Realtors were able to defeat a "Good Cause Eviction" bill that would have taken a landlord's ability to evict a delinquent tenant away. Realtors also successfully defeated a bill that would have changed a Realtor from an independent contractor to an employee, which would upend the industry in negative ways.

Local Issues: At the local level, HGAR successfully won enactment of a law in Westchester County mandating that a board tell a prospective purchaser why they are denying them from living in a co-op if they reject them. Support has grown for a requirement statewide and we hope that it will be enacted in 2022. **Political Advocacy:** HGAR representatives met with all the County Executives during the year to discuss the state of the counties. We also met with all of our state legislators virtually and arranged for individual meetings locally to advocate for HGAR's legislative agenda. We had productive meetings with both Senators Schumer and Gillibrand, as well as Congressman Maloney and Congressman Jones. HGAR also hosted two successful Meet & Greet fundraisers for RPAC. One with NAR President Charlie Oppler, on Sep 14th and the other with our Bronx and New York State elected officials on November 18th.

Fair Housing Committee

In 2021 Fair Housing continued to remain in the spotlight as a result of a three-year investigation by *Newsday* exploring discriminating practices by real estate agents published at the conclusion of 2019. Fair Housing has always been and remains an important ethical commitment of our members. It is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education, fair housing protects our livelihood and business as REALTORS and depends on a free, open market that embraces equal opportunity. A Virtual Lobby Day was held on April 27th.

Under the leadership of Lynette Browne and Tana McGuire, Co-Chairpersons, the Fair Housing Committee was successful with several initiatives. In the early part of 2021, in conjunction with HGAR President Crystal Hawkins-Syska, the committee launched the Fair Housing Challenge. The Challenge was modeled after the one presented to NAR's leadership from NAR President Charlie Oppler and consisted of the completion of the Fairhaven Simulation, viewing NAR's Implicit Bias video and the option to take the At Home With Diversity (AHWD) Course. In April, the committee was instrumental in structuring the content of HGAR's 2021 Fair Housing Summit. The virtual Summit consisted of three segments which included guest speaker Richard Rothstein, author of *The Color of Law*, a panel discussion on Disability and Source of Income Discrimination in Housing with Moderator Dorothy Botsoe and Panelists: Robin White, Adriana Calderon, Lashaun McCalla, and a conversation between Crystal Hawkins-Syska and Bill Dedman, investigative reporter for *Newsday* about the "Long Island Divided" expose. During the last half of the year two Source of Income programs on the topic: What You Need to Know About Discrimination Based on Lawful Source of Income were presented virtually to HGAR members.

Session One featured Wilson Kimball, President and CEO of the Municipal Housing Authority of the City of Yonkers, joined by her colleagues Marcie Ciuffetelli, Leased Housing Director and Jennifer Martinez, Assistant Leased Housing Director. Session Two featured guest speaker Caroline Downey, General Counsel for New York State Division of Human Rights and a segment where Crystal Hawkins-Syska had a conversation with two Landlords/Property Managers about their experiences working with tenants who participate in housing subsidy programs. In the Fall, the committee members had the opportunity to spend time with HGAR's new Diversity, Equity, and Inclusion Officer, Freddy Garcia who gave an overview on how Fair Housing and DEI relate and where there are differences. The year concluded with New York Governor Kathy Hochul signing a highly anticipated legislative package totaling nine Fair Housing bills aimed at combating housing discrimination.

Education Committee

In 2021, the Education team did an outstanding job in a year of challenge and transition. Despite the challenges presented by COVID, remote instruction, and a leadership transition, HGAR courses had nearly 7,000 registrants and generated net revenues of nearly \$270,000.

Among the highlights of the professional development curriculum, the Education team added appraisal continuing education and new RPR (Realtor Property Resource) classes.

Consistent with HGAR's strategic plan, we've offered new Diversity classes and will continue to develop further offerings in the areas of Bias/Discrimination, Cultural Competency, and Diversity, Equity, and Inclusion (DEI). As we know the state has called to expand the need for this education and increase the amount of hours devoted to Fair Housing, etc., we are working to recruit, select, hire, and train new faculty who can offer courses in these areas for our members.

We maintained a presence in offering commercial courses via CIRE, and seek to expand our commercial offerings in 2022. Additionally, we are working with NYSAR to become a Global education provider by offering CIPS during 2022.

Finally, based on feedback from our Education Committee and HGAR Education team members, we have modified our Virtual Card product. Starting this January, we are now offering the \$175.00 Virtual Card, offering a \$50 savings for CE Credits, for the two-year licensing period instead of just a single year. We believe that this will drive sales and utilization of the Virtual Card, and convey greater value to HGAR members.

OneKey® MLS

Looking Back on 2021 – A Year Filled with Accomplishments

By Linda Lugo

When we reflect on the many achievements OneKey® MLS attained in 2021, one particular accomplishment is quite noteworthy. In June, our company received full registration of the business name “OneKey MLS” and its two design marks from the U.S. Patent and Trademark Office. Recognition from the USPTO increases our company value immensely. The registered trademark is a prestigious platform upon which OneKey MLS can maximize its growth potential.

We celebrated our first anniversary on March 24, 2021, marking a proud year of progress. I am pleased to report that our membership has increased to over 45,000 subscribers, adding approximately 3,000 more REALTORS® since the regional MLS went live in March 2020. Our membership count makes us the largest MLS in New York and places us in the Top 10 MLSs in the country.

Our leadership team advanced and became stronger in 2021 – adding HGAR member Pati Holmes and three very knowledgeable and talented Outside Managers, Alon Chaver, Jack Markham, and Travis Conway to our Board of Managers. We now stand 13 strong – and sincerely welcome the valuable contributions of Pati, Alon, Jack and Travis to our governing body.

The OneKey MLS consumer website – onekeymls.com was enhanced by the addition of consumer-focused videos and articles. A newsletter is now consistently delivered to consumers’ inboxes to keep them apprised of all OneKey MLS has to offer. Moreover, leads generated from the consumer website exceeded expectations, delivering over 220,000 contact request emails to offices and agents, over 1.5 million listing and open house alert emails to consumers in 2021.

Our product and service offerings expanded in 2021. Technology and tools like RatePlug, Remine, Homesnap Pro, and our Website Template design library are now available to all subscribers across the entire region. I hope you are all taking advantages of these value added offerings that are included in your MLS subscription. To help REALTORS® learn more about these products, and many others, we regularly host the Learn and Earn Webinar. Over 10,000 REALTORS® registered for this free, one-hour session in 2021, and were empowered to do better business.

As we complete our work on the 2022/2023 Strategic Plan for OneKey® MLS we can all look forward to the new opportunities that its implementation will provide in the coming year. Watch for future announcements about new products and services that will be rolling out in the first quarter of the year as we continue our pursuit to deliver meaningful services and help our REALTORS® stay relevant.

On behalf of the leadership and staff at OneKey® MLS– I would like to wish you all a happy and healthy **New Year**.



Linda Lugo
Chair, Board of Managers
OneKey® MLS

Diversity, Equity, & Inclusion Committee

The Diversity, Equity, & Inclusion (DEI) Committee was launched in July after an open call for applications to serve as members of the committee. The Association received applications for a few months at the beginning of the year. HGAR President, Crystal Hawkins-Syska, appointed a Selection Committee led by Carmen Baumen to review and interview all those who submitted applications in order to make the best decision possible. The Selection Committee made its final recommendations to the Board of Directors in June, which included eleven (11) steering committee members and nine (9) at-large members representing a diverse group of our membership.

Special thanks to the committee co-chairs, Christina Stevens and Anthony Rupperto, who stepped up to lead during the committee’s infancy stage, which was no small task. They focused on creating structure and setting direction for a committee that did not previously exist at HGAR. The committee convened its first meeting on July 28 where the members had the opportunity to meet virtually and discuss all the opportunities presented, including the strong distinction to Fair Housing. HGAR developed and sent to all Members a Diversity, Equity and Inclusion Survey in July of 2021. Following the release of HGAR’s DEI Survey this past year, the committee was instrumental in reviewing and providing feedback on the survey results.

The year concluded with the committee creating a process to make change while supporting HGAR’s Strategic Plan. Three work groups were formed which grew out of HGAR’s DEI Mission Statement, “We commit to diversifying our membership, creating a deeply diverse and inclusive organization for Realtors and Brokers, and embedding inclusive practices in the ways we work and learn with one another.” Next year looks bright, productive, and exciting for the committee and the Association.

Young Professionals Network (YPN)

In 2021 the Young Professionals Network (YPN) provided opportunities for HGAR members to network, learn something new and support fundraising efforts.

Under the leadership of Richard Herska and Darin (Nan) Palumbo, Co-Chairs, YPN was successful with several initiatives. YPN hosted an educational event: YPN Cocktails and RPR with Veronica McManus, NAR Director of Industry Relations for REALTORS Property Resource. YPN also supported RPAC and Hudson Gateway REALTOR® Foundation by co-hosting happy hours with the two groups. In support of the NYSAR YPN adopted charity, the Ronald McDonald House (RMHC), HGAR’s YPN participated in their Meals That Heal Program where YPN volunteers purchased food with contributions from HGAR Members and cooked dinner for guests at the RMHC in Valhalla. YPN also promoted the RMHC Season of Giving Wishlist campaign to HGAR Members during the month of December.

Summary of Events 2021

Date	Event
2/4/2021	2021 Installation
2/23/2021	Orange County Regional Meeting
3/31/2021	Westchester Regional Meeting
6/9/2021	Navigating Today’s Market - Bidding Wars
6/21/2021	Bronx Chapter Golf Outing
9/24/2021	Prospect or Predator - Realtor Safety
10/25/2021	Members Day & Annual Meeting
2/5/2021	HGAR Co-Sponsored With Business Council of Westchester
9/17/2021	Diversity & Inclusion Re-imagining Westchester
1/7/2021	Breakfast with Benefits TikTok Secrets
1/15/2021	Planning Your Marketing
1/19/2021	Running Your RE Business by Design
1/22/2021	Be Your Best Series - State of NY Real Estate
1/28/2021	Mindset Fitness
2/23/2021	You Tube Secrets
3/10/2021	Social Media Secrets
3/11/2021	Be Your Best Series - The New Brooklyn
3/23/2021	TikTok Secrets - Advanced
4/14/2021	Electrification of NY
4/15/2021	Be Your Best Series - Trendy Apps
4/20/2021	Emotional Intelligence
4/28/2021	Organizing & Moving Made Simple
5/5/2021	Listings
5/13/2021	Be Your Best Series - Luxury Market
5/13/2021	Summer Design Trends
5/20/2021	How to Stage with Paint
5/25/2021	Home Energy Efficiency
6/3/2021	Keep More of Your Money in 2021
6/10/2021	Be Your Best Series - Seller’s Market
6/11/2021	Google Local
6/23/2021	Mortgage Broker vs. Loan Officer
7/14/2021	Capturing Facebook Leads
7/28/2021	Indoor Air Quality
8/4/2021	Nine Technologies to Grow Your Business
9/9/2021	Be Your Best Series - The New Manhattan
9/16/2021	Tax Reduction Strategies
9/28/2021	Four Cornerstones of Home Inspections
10/7/2021	Mortgage 101
10/19/2021	Results Driven Marketing
10/21/2021	Be Your Best Series - Advocacy/Politics
11/11/2021	Be Your Best Series - NY Townhomes
11/16/2021	Let’s Talk Flood Insurance
12/8/2021	Instagram Secrets
12/14/2021	Downsizing
1/14/2021	Commercial & Investment Division Commercial RE Conversation with Virgin Islands
1/21/2021	Forecast
2/18/2021	Economic Roundtable
3/25/2021	Electrification of NY
4/22/2021	Women in Commercial RE
11/18/2021	Breaking Down Roadblocks to Development
11/30/2021	Working with First Time Homebuyers
4/29/2021	Fair Housing Fair Housing Summit
7/29/2021	What You Need to Know about Discrimination #1
9/15/2021	What You Need to Know about Discrimination #2
2/22/2021	Global Business Council Global Business Chat with Brazil
4/6/2021	Global Business Chat - Taiwan
6/15/2021	Global Business Chat with France
7/14/2021	Virtual Trade Mission with Portugal
7/26/2021	Tax Implications of Foreign Investment in US
8/3/2021	Global Business Chat with Texas
9/30/2021	Global Real Estate Summit NYC
10/13/2021	Global Chat with Australia
11/2/2021	Legal Struggles with Foreign Buyers
12/6/2021	Global Chat with Ghana
2/18/2021	Hudson Gateway REALTOR® Foundation Virtual Beer Tasting
3/4/2021	Volunteering at Food Bank of HV
3/31/2021	Volunteering at Croton Gorge Park
4/13/2021	Grimm Escape Game
4/22/2021	Volunteering at Food Bank of HV
5/4/2021	Pub Night - Ossining
5/7/2021	Volunteering at Furniture Sharehouse
6/15/2021	Pub Night - Dobbs Ferry and Montgomery
6/16/2021	Volunteering at Visions
6/19/2021	Food Bank of the HV Hunger Walk
6/23/2021	Volunteering at Green Chimneys
7/13/2021	Pub Night - Nyack
7/28/2021	Volunteering at Community Center NW
9/13/2021	Pub Night - New Rochelle
9/17/2021	Volunteering at Furniture Sharehouse
9/29/2021	Pub Night - Monroe
10/5/2021	Volunteering at Green Chimneys
10/18/2021	Pub Night - Dobbs Ferry
11/9/2021	Pub Night - Garrison
11/18/2021	Volunteering at People to People
12/2/2021	Holiday Extravaganza - Neiman Marcus
12/14/2021	Volunteering at The Children’s Village
12/15/2021	Volunteering at The Children’s Village

Hudson Gateway Association of REALTORS, Inc. 2021

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Crystal Hawkins Syska

President Elect

Anthony A. Domathoti

Treasurer

Carmen Bauman

Secretary

Tony D'Anzica

Immediate Past President

Gail Fattizzi

Chief Executive Officer

Richard K. Haggerty

Regional Director/Bronx

Vincent Bucciari

Regional Director/New York County (Manhattan)

Maurice Owen-Michaane

Regional Director/Putnam

Clayton Livingston

Regional Director/Orange

Eydie Lopez

Regional Director/Rockland

Roberta Bangs

Regional Director/Westchester

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Jim Speer

President and Chief Strategic

Growth Officer

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Frank Dell'Accio – Vice-Chair

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Mark Boyland

Zef "Joe" Camaj

Leah Caro

Alon Chaver

Travis Conway

Pati Holmes

Jack Markham

Tom McCarthy

Eddie McGowan

Michael Mendicino

2021 Committee Leadership and Volunteerism

HGAR salutes Ron Garafalo, John J Lease Realtors, as our Realtor of the Year and David Singer, Robison Oil, as our Affiliate of the Year. They represent the very best that the real estate industry has to offer. Also, hundreds of member volunteers participated in the dozens of HGAR, Hudson Gateway Realtor Foundation, OneKey® MLS Committees and special projects.

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

Broker Owner Manager Committee

Jamal Hadi, Chair

Dianne DeFalco, Vice Chair

Commercial Investment Division

John Barrett, President

Teresa Belmore, Chair of the Women in Commercial R.E.

Education Committee

Brad Brammer, Chair

Toni Crystal, Vice Chair

Faculty Committee

Katheryn DeClerck, Chair

Carole McCann, Vice Chair

Fair Housing Committee

Lynette Brown, Co-Chair

Tana McGuire, Co-Chair

Finance Committee, HGAR

Carmen Bauman, Chair (Treasurer)

Global Business Council

Emi Cacace, Co-Chair

Tony D'Anzica, Co-Chair

Professional Standards Committee

Roberta Bangs, Chair

Cheryl Williams, Vice Chair

Grievance Committee

Eydie Lopez, Chair

Legislation Committee

Leah Caro, Co-Chair

Ron Garafalo, Co-Chair

Matthew Engel, Co-Chair

RPAC Committee

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Gail Fattizzi, Chair

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Gail Fattizzi, Chair

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Ron Garafalo

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Robert Shandley

Maryann Tercasio

Cheryl Williams

2021 HGAR Award Winners



Realtor of the Year: Ron Garafalo, John J. Lease Realtors, Middletown



Affiliate of the Year: David Singer, President, Robison Oil, Port Chester



President's Award Jana Currier, HGAR Director of Member Engagement Goshen and White Plains



Stephanie Crispinelli Humanitarian Award: Maryann Tercasio, President, HG Realtor Foundation Howard Hanna Rand, Central Valley

Albert P. Schatz Legislative Advocacy Award: **Matt Engel**, Langsam Property Services Corp, Bronx
Extra Mile Award: **Carmen Bauman**, Green Grass Real Estate Corp., Bronxville
Spirit Award: **Anthony Domathoti**, Exit Realty Premium, Bronx

Up & Coming Awards:

Cheryl Williams, Corcoran Legends Realty, Tarrytown
Tony Ruperto, J. Philip Real Estate, Briarcliff Manor
Excellence in Commercial Real Estate Award: **John Barrett**, RM Friedland, White Plains

2021 COMBINED STAFF

Hudson Gateway Association of Realtors, Inc.,

Richard Haggerty

Chief Executive Officer/HGAR

Ann Garti

COO/HGAR

Office Manager/HGAR Goshen Branch

Vicky Gonzalez

Controller, Chief of Staff

Gary Connolly

Director of MLS and Information Systems

Brian Levine

Director of Legal Services

Professional Standards Administrator

Jana Currier

Director of Member Engagement

Michael Malone

Director of Professional Development

Freddimir Garcia

Diversity, Equity & Inclusion Officer

Karen Peters

Manager, On-Line Education

Office Manager/HGAR W Nyack Branch

Philip Weiden

Government Affairs Director

Jeff Marzo

Director of Technology

Mary Prenon

Director of Communications

Cathleen Stack

Director of Marketing

Eliezer Rodriguez

Director of Advocacy & Commercial for Bronx & Manhattan

LaVerne Brown-Williams

Manager, MLS Support / Member

Success Team

Jennifer Andriach

Accounting Manager

Arianne Thomas

Accounting Assistant

Michelle Gilliard

Communications Coordinator and

Membership Services

Lisa Andrade

Education Coordinator

Christopher Pagli

Social Media Coordinator

Scott Clark

Information and Member Services

Coordinator, Goshen

Jonathan Corchado

Member Success Team

Marie Tychyn

Member Success Team

Emily Jackson

Member Success Team

Maria Thomas

Member Success Team

Dianne Vielman

Member Success Team

Jessica Mandakas

Member Success Team

Jacquelynn Manigault

Member Success Team

Linda Hunt

Member Success Team

Jacqueline Roznik

Member Success Team

Janine Mosher

Member Success Team/Office

Mgr Bronx

Nancy Rubino

Putnam Liaison and Membership

Auditing



Summary of Events 2021

Continued from page 3

12/16/2021 Volunteering at The Children's Village
REALTOR® Political Action Committee (RPAC)
 3/11/2021 Trivia Night
 3/18/2021 Legal Update - Bronx & Manhattan
 4/27/2021 Lobby Day
 5/20/2021 Comedy Night
 6/29/2021 Happy Hour
 7/27/2021 Happy Hour - Pleasantville
 9/14/2021 Meet & Greet with NAR President
 11/18/2021 Meet & Greet with Bronx Officials
 11/22/2021 Meatball & Chili Cooking
Young Professionals Network (YPN)
 10/21/2021 Happy Hour for RPAC - New City
 4/15/2021 YPN & RPR
 11/17/2021 Happy Hour & Fundraiser for HGRF

2021 — THE YEAR IN PICTURES



Ann Garti at her retirement party.



From left, Brian Phillips, Ismail (Ish) Kolya, Jack Fanning at Ann Garti's retirement Party



HGAR awarded the 2021 Outstanding Ambassador Association at the NAR REALTORS Conference and Expo, San Diego.



HGAR members at the Green Chimneys Volunteer Day at Boni-Bel Farm in Brewster.



From left, Assemblyman Robert Rodriguez, Eli Rodriguez, Mark Engel at HGAR Bronx Chapter Meet and Greet with Elected Officials



HGAR 2022 Board of Directors at the HGAR October Annual Meeting



HGAR Fair Housing Summit, Crystal Hawkins-Syska, Bill Dedman, Newsday Investigative Reporter



From left, Abbie Carey and Sylvia Wallin, Houlihan Lawrence Cold Spring at the HG Realtor Foundation Pub Night in Garrison NY



Bonnie Koff with members of the Hudson Gateway REALTOR® Foundation Fundraising Committee at Neiman Marcus Holiday Extravaganza.



"Outstanding Humanitarian Award" was given to David Diamond, owner of the Diamond Property Group, at HGAR Bronx Chapter Golf Outing.



Crystal Hawkins-Syska, HGAR 2021 President



Eli Rodriguez distributes presents to children in the Bronx on Christmas Day.



Charlie Oppler, NAR 2021 President (back row left) with a group of HGAR past Presidents at September RPAC Meet and Greet.



Jan. 2021 CID Commercial Real Estate Roundtable & Forecast



Hudson Gateway REALTOR® Foundation check presentation to Habitat for Humanity.



HGAR Affiliate Member, Waterstone of Westchester hosts Breakfast with Benefits program.



HGAR Young Professionals Network (YPN) happy hour to support RPAC at Gio's Restaurant in New City.

HUDSON VALLEY REAL ESTATE REPORT

Slowing 4th Qtr. Sales Did Not Derail Record 2021 Housing Market

WHITE PLAINS—Residential sales in 2021 in the counties served by OneKey MLS, Inc. reached a historic peak. This, despite a slowing of sales in the fourth quarter in all areas served by OneKey MLS with the exception of Bronx County.

Arguably, some of the slowdown can be attributed to the dearth of inventory in the counties north of New York City, while the “Bronx Tale” is more closely aligned to a return of buyers to the New York City market.

While the view of the market in terms of units sold and dollar volume is a positive one, it was a frustrating arena for many buyers who lost homes to higher bidders and for the practitioners dealing with client frustration and disappointment.

Bronx County had the largest percentage increase in residential sales at 61.4% year-over-year with 2,553 units sold as compared to 1,582 sales for 2020. Total residential sales in the counties to the north were more in line with each other with Rockland County leading the group with an increase of 19.3% (3,631 units compared to 3,044 units in 2020); Westchester, a close second at 19.1% (11,855 units compared to 9,955 units for 2020); followed by Orange County with a 16% increase (5,406 residential sales compared to 4,662 sales in 2020); Putnam experienced a 10.6% increase over 2020 (1,605 units compared to 1,451) and Sullivan County had a 9.6% increase for 2021 (1,393 compared to 1,271 in 2020).

Sales of single-family residential units increased across the board with Bronx County sales increasing an eye-opening 45.8% (716 units vs. 491 units for 2020). The median price of a single-family residence in Bronx County increased 8.5% to \$575,000. The largest percentage price increase for a single-family home occurred in Sullivan County with a 25.3% increase to \$244,400 from \$195,000 in 2020. Notably, Westchester County, with the highest prices in the region, had the smallest percentage increase in median price for the year at 6.1% (\$780,000 as compared to \$735,000 in 2020) and actually experienced a slight decrease (-0.8%) in median price for the fourth quarter. This may be indicative of price increases beginning to moderate.

Orange County has seen consistent increases in the single-family median price with a year-over-year increase of 16.5% (\$367,000 compared to \$315,000 in 2020). Orange County single-family home sales increased by 11.2% for the year to 4,444 units (compared to 3,996 in 2020) despite a drop of 20.7% in the fourth quarter.

In Rockland County the single-family median sale price increased 12% to \$560,000 (from \$500,00 in 2020) and Putnam County saw its single-family median price rise 15.8% to \$440,000 (from \$380,000 in 2020).

In terms of percentages, condominium, multi-family (2-4 family), and in Westchester County, co-op sales as well, all outpaced the increases in single-family units and, in most instances, the percent of median price increase. In Westchester County, where co-op sales lagged in 2020, they increased 36.3% to 2,129 units (from 1,562 in 2020). Affordability is the most prevalent reason for these choices particularly in view of the price increases in single-family dwellings. For many suburban purchasers, condos and co-ops represent a means to build equity to purchase a single-family residence.

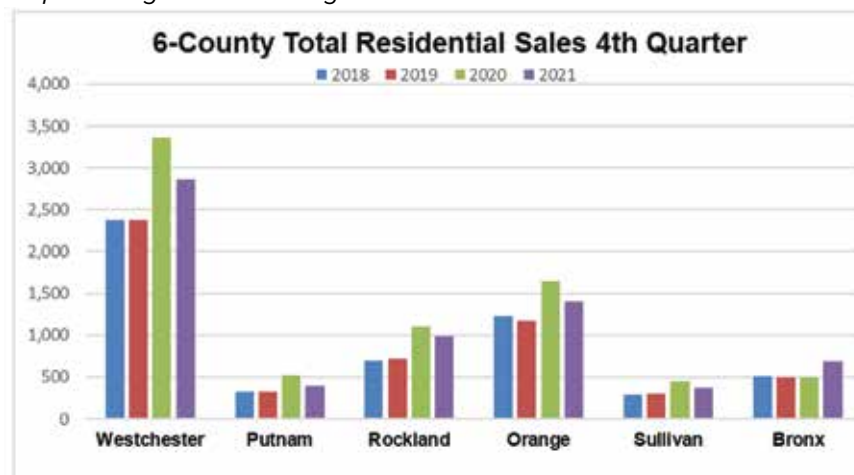
When focusing solely on the fourth quarter residential sales numbers, they re-

fect a return to the more typical seasonality in the market, which disappeared in the fourth quarter of 2021. While there were significant decreases in the number of residential sales in all counties, except the Bronx, when comparing the 2021 fourth quarter to the 2020 fourth quarter sales, it is important to remember that the fourth quarter 2020 sales were fueled by a surge in buying activity in the second half of 2020 once COVID-19 restrictions were lifted. A more realistic comparison would be to the fourth quarters of 2019 and 2018, and the 2021 fourth quarter residential sales numbers were significantly higher than either of those two years.

Indicators such as days on market were down significantly in all market areas. Homes selling close to or at list price and above list price were a relatively common event. Lack of inventory continues to be a problem with no meaningful resolution on the near horizon. With the Fed tightening monetary policy it is expected that mortgage rates will begin a steady rise in 2022. However, despite these headwinds, the real estate market in the New York City and greater suburban area, including the lower Hudson Valley, have shown remarkable resiliency in the last year and a half, and we expect a strong real estate market to continue into 2022.

With the exception of the second quarter of 2020, the real estate market has been an anomaly outperforming the economy. Sales and prices have enjoyed a trajectory which is likely unsustainable going forward, however the economy of the Hudson Valley continues to improve and grow more vibrant, which bodes well for real estate. It is likely that price increases will moderate and additional product will come on the market, which will sustain a strong market in the near term.

Data provided by OneKey MLS, one of the largest Realtor subscriber-based MLS's in the country, dedicated to servicing more than 46,310 real estate professionals that serve Manhattan, Westchester, Putnam, Rockland, Orange, Sullivan, Nassau, Suffolk, Queens, Brooklyn, and the Bronx. OneKey MLS was formed in 2018, following the merger of the Hudson Gateway Multiple Listing Service and the Multiple Listing Service of Long Island.



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Westchester County - Ardsley Office (914) 693-3254, Briarcliff Manor Office (914) 762-7133, Bronxville Office (914) 771-4180, Elmsford Office (914) 345-1808, Hartsdale Office (914) 722-2640, Katonah Office (914) 666-6230,

Mamaroneck Office (914) 777-3023, Mt. Kisco Office (914) 666-2362, Peekskill Office (914) 739-1839, Pelham Office (914) 632-1983

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WESTCHESTER - ANNUAL 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	5,883	5,839	6,660	7,409	11.2%
Condominiums	1,310	1,337	1,249	1,662	33.1%
Cooperatives	1,994	1,871	1,562	2,129	36.3%
2-4 Family	651	653	484	655	35.3%
Total	9,838	9,700	9,955	11,855	19.1%
MEDIAN SALE PRICE					
Single Family Houses	650,000	655,000	735,000	780,000	6.1%
Condominiums	375,000	385,000	403,000	425,000	5.5%
Cooperatives	165,000	175,000	183,000	193,000	5.5%
2-4 Family	495,000	555,000	599,000	675,000	12.7%
MEAN SALE PRICE					
Single Family Houses	856,675	850,166	947,623	1,042,911	10.1%
Condominiums	442,708	458,771	482,196	552,416	14.6%
Cooperatives	198,840	204,529	219,876	223,000	1.4%
2-4 Family	509,867	560,323	603,535	692,554	14.7%
END OF YEAR INVENTORY					
Single Family Houses	1,855	1,607	1,184	679	-42.7%
Condominiums	299	304	341	265	-22.3%
Cooperatives	407	435	679	598	-11.9%
2-4 Family	181	147	140	128	-8.6%
Total	2,742	2,493	2,344	1,670	-28.8%

BRONX - ANNUAL 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	558	548	491	716	45.8%
Condominiums	182	184	157	273	73.9%
Cooperatives	596	537	397	718	80.9%
2-4 Family	699	668	537	846	57.5%
Total	2,035	1,937	1,582	2,553	61.4%
MEDIAN SALE PRICE					
Single Family Houses	470,000	499,998	530,000	575,000	8.5%
Condominiums	249,000	250,075	290,000	295,000	1.7%
Cooperatives	197,500	200,000	220,000	239,950	9.1%
2-4 Family	640,000	672,500	710,000	770,000	8.5%
MEAN SALE PRICE					
Single Family Houses	505,078	534,450	565,386	611,785	8.2%
Condominiums	338,042	314,330	333,960	358,460	7.3%
Cooperatives	233,423	234,159	247,041	268,318	8.6%
2-4 Family	641,589	677,664	723,668	775,975	7.2%
END OF YEAR INVENTORY					
Single Family Houses			182	189	3.8%
Condominiums			141	126	-10.6%
Cooperatives			367	461	25.6%
2-4 Family			344	308	-10.5%
Total			1,034	1,084	4.8%

WESTCHESTER - 4TH QUARTERS 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	1,362	1,415	2,236	1,679	-24.9%
Condominiums	313	317	473	459	-3.0%
Cooperatives	524	473	496	549	10.7%
2-4 Family	177	173	160	173	8.1%
Total	2,376	2,378	3,365	2,860	-15.0%
MEDIAN SALE PRICE					
Single Family Houses	601,750	615,000	730,500	725,000	-0.8%
Condominiums	385,000	374,000	412,500	430,000	4.2%
Cooperatives	166,000	169,999	185,000	190,000	2.7%
2-4 Family	500,000	589,000	645,000	712,000	10.4%
MEAN SALE PRICE					
Single Family Houses	776,984	802,548	959,825	978,569	2.0%
Condominiums	462,027	451,005	494,840	631,492	27.6%
Cooperatives	195,024	194,422	217,033	224,288	3.3%
2-4 Family	526,575	579,011	652,764	727,719	11.5%

BRONX - 4TH QUARTERS 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	158	146	164	199	21.3%
Condominiums	45	47	47	58	23.4%
Cooperatives	134	127	114	199	74.6%
2-4 Family	175	180	168	233	38.7%
Total	512	500	493	689	39.8%
MEDIAN SALE PRICE					
Single Family Houses	493,850	500,000	550,000	595,000	8.2%
Condominiums	400,000	259,000	280,000	270,000	-3.6%
Cooperatives	194,500	195,555	230,000	232,500	1.1%
2-4 Family	662,500	675,000	725,500	800,000	10.3%
MEAN SALE PRICE					
Single Family Houses	527,634	513,153	572,168	634,289	10.9%
Condominiums	450,702	364,823	320,452	342,418	6.9%
Cooperatives	241,267	237,488	256,194	268,821	4.9%
2-4 Family	672,775	684,804	727,366	804,180	10.6%

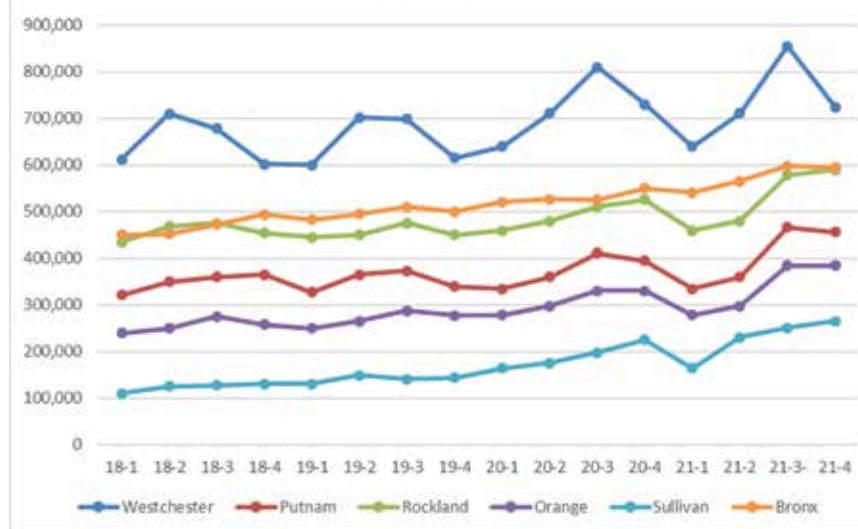
PUTNAM - ANNUAL 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	1,041	1,050	1,262	1,373	8.8%
Condominiums	141	126	174	201	15.5%
Cooperatives	6	3	3	2	-33.3%
2-4 Family	27	25	12	29	141.7%
Total	1,215	1,204	1,451	1,605	10.6%
MEDIAN SALE PRICE					
Single Family Houses	350,000	358,500	380,000	440,000	15.8%
Condominiums	250,000	245,500	256,625	293,950	14.5%
Cooperatives	121,250	120,000	75,000	137,500	83.3%
2-4 Family	335,000	325,000	375,000	505,000	34.7%
MEAN SALE PRICE					
Single Family Houses	390,927	383,663	436,008	501,658	15.1%
Condominiums	276,336	253,969	262,118	296,475	13.1%
Cooperatives	109,750	162,500	65,667	137,500	109.4%
2-4 Family	364,799	334,536	376,333	540,162	43.5%
END OF YEAR INVENTORY					
Single Family Houses	392	427	288	187	-35.1%
Condos & Co-ops	33	49	34	17	-50.0%
2-4 Family	16	11	6	2	-66.7%
Total	441	487	328	206	-37.2%

PUTNAM - 4TH QUARTERS 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	285	278	457	336	-26.5%
Condominiums	34	38	60	43	-28.3%
Cooperatives	2	0	0	2	0.0%
2-4 Family	3	6	6	10	66.7%
Total	324	322	523	391	-25.2%
MEDIAN SALE PRICE					
Single Family Houses	365,000	340,000	395,000	455,750	15.4%
Condominiums	285,000	270,000	280,950	315,000	12.1%
Cooperatives	114,000	-	-	137,500	-
2-4 Family	375,000	320,375	432,500	585,750	35.4%
MEAN SALE PRICE					
Single Family Houses	401,169	382,198	460,766	502,853	9.1%
Condominiums	295,564	266,957	293,977	328,720	11.8%
Cooperatives	114,000	-	-	137,500	-
2-4 Family	353,667	325,958	421,317	620,990	47.4%

ORANGE - ANNUAL 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	3,833	3,673	3,996	4,444	11.2%
Condominiums	486	512	457	602	31.7%
Cooperatives	14	20	9	16	77.8%
2-4 Family	238	249	200	344	72.0%
Total	4,571	4,454	4,662	5,406	16.0%
MEDIAN SALE PRICE					
Single Family Houses	258,600	271,500	315,000	367,000	16.5%
Condominiums	174,600	185,500	205,000	230,000	12.2%
Cooperatives	60,500	65,950	60,000	88,000	46.7%
2-4 Family	165,000	210,000	239,000	298,700	25.0%
MEAN SALE PRICE					
Single Family Houses	280,206	288,847	338,046	393,763	16.5%
Condominiums	188,302	198,447	213,948	236,183	10.4%
Cooperatives	69,416	73,820	69,444	97,906	41.0%
2-4 Family	183,633	219,701	254,734	317,072	24.5%
END OF YEAR INVENTORY					
Single Family Houses	1,441	1,406	850	598	-29.6%
Condominiums	102	85	69	32	-53.6%
Cooperatives	6	5	1	3	200.0%
2-4 Family	138	92	94	63	-33.0%
Total	1,687	1,588	1,014	696	-31.4%

ORANGE - 4TH QUARTERS 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	1,031	956	1433	1137	-20.7%
Condominiums	137	137	152	155	2.0%
Cooperatives	2	10	2	3	50.0%
2-4 Family	60	66	60	102	70.0%
Total	1,230	1,169	1,647	1,397	-15.2%
MEDIAN SALE PRICE					
Single Family Houses	257,500	277,250	330,000	385,000	16.7%
Condominiums	184,900	187,000	216,650	247,000	14.0%
Cooperatives	69,000	65,950	59,000	72,500	22.9%
2-4 Family	202,500	240,500	261,000	311,500	19.3%
MEAN SALE PRICE					
Single Family Houses	276,341	298,355	358,995	415,525	15.7%
Condominiums	209,187	199,553	222,006	246,632	11.1%
Cooperatives	69,000	77,790	59,000	80,833	37.0%
2-4 Family	207,790	232,038	275,308	339,622	23.4%

Median Sale Price-Single Family Homes
2018 - 2021



SULLIVAN - ANNUAL 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	1002	979	1237	1328	7.4%
Condominiums	8	10	4	6	50.0%
Cooperatives	0	1	1	0	-100.0%
2-4 Family	41	28	29	59	103.4%
Total	1,051	1,018	1,271	1,393	9.6%
MEDIAN SALE PRICE					
Single Family Houses	128,000	142,500	195,000	244,400	25.3%
Condominiums	32,750	47,250	58,500	135,000	130.8%
Cooperatives		54,000	235,000		-100.0%
2-4 Family	71,500	79,250	125,000	169,000	35.2%
MEAN SALE PRICE					
Single Family Houses	165,068	178,127	235,380	288,172	22.4%
Condominiums	47,988	66,450	66,250	132,083	99.4%
Cooperatives		54,000	235,000		
2-4 Family	91,351	123,714	123,946	176,983	42.8%
END OF YEAR INVENTORY					
Single Family Houses	812	711	459	390	-15.0%
Condominiums	6	4	3	3	0.0%
Cooperatives		1	1	1	0.0%
2-4 Family	39	36	31	36	16.1%
Total	857	752	494	430	-13.0%

SULLIVAN - 4TH QUARTERS 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	276	300	440	350	-20.5%
Condominiums	2	2	1	1	0.0%
Cooperatives	0	1	0	0	0.0%
2-4 Family	14	4	9	16	77.8%
Total	292	307	450	367	-18.4%
MEDIAN SALE PRICE					
Single Family Houses	130,000	143,646	225,000	265,000	17.8%
Condominiums	31,250	43,000	102,000	120,000	17.6%
Cooperatives		54,000			
2-4 Family	77,500	101,250	140,000	150,000	7.1%
MEAN SALE PRICE					
Single Family Houses	165,649	180,809	281,973	320,299	13.6%
Condominiums	31,250	43,000	102,000	120,000	17.6%
Cooperatives		54,000			
2-4 Family	84,143	163,125	158,750	173,125	9.1%

ROCKLAND - ANNUAL 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2018-2021
NUMBER OF SALES					
Single Family Houses	1,921	2,028	2,333	2,683	15.0%
Condominiums	572	532	572	728	27.3%
Cooperatives	70	101	79	98	24.1%
2-4 Family	98	90	60	122	103.3%
Total	2,661	2,751	3,044	3,631	19.3%
MEDIAN SALE PRICE					
Single Family Houses	460,000	455,000	500,000	560,000	12.0%
Condominiums	225,000	247,250	266,250	310,000	16.4%
Cooperatives	74,000	76,000	85,000	93,750	10.3%
2-4 Family	371,250	400,000	450,000	487,500	8.3%
MEAN SALE PRICE					
Single Family Houses	496,772	492,297	540,407	618,260	14.4%
Condominiums	261,289	279,731	306,895	371,966	21.2%
Cooperatives	99,731	96,234	118,884	138,189	16.2%
2-4 Family	395,782	458,732	490,742	532,648	8.5%
END OF YEAR INVENTORY					
Single Family Houses	723	767	468	225	-51.9%
Condominiums	134	157	104	42	-59.6%
Cooperatives	39	35	40	17	-57.5%
2-4 Family	41	28	33	16	-51.5%
Total	937	987	645	300	-53.5%

ROCKLAND - 4TH QUARTERS 2018 - 2021					% Change
Property Type	2018	2019	2020	2021	2020-2021
NUMBER OF SALES					
Single Family Houses	495	531	841	744	-11.5%
Condominiums	142	147	218	174	-20.2%
Cooperatives	23	25	25	28	12.0%
2-4 Family	30	20	18	37	105.6%
Total	690	723	1,102	983	-10.8%
MEDIAN SALE PRICE					
Single Family Houses	454,000	450,000	525,000	590,000	12.4%
Condominiums	231,438	250,000	279,950	314,000	12.2%
Cooperatives	94,000	69,999	87,000	122,500	40.8%
2-4 Family	366,250	421,549	414,000	560,000	35.3%
MEAN SALE PRICE					
Single Family Houses	481,961	482,365	573,486	657,124	14.6%
Condominiums	274,323	259,016	334,909	373,337	11.5%
Cooperatives	113,783	94,196	123,016	154,800	25.8%
2-4 Family	391,785	455,667	443,909	590,930	33.1%



New Members

Continued from page 12

- Victoria Hall
Keller Williams Realty Partner, Baldwin Place
- ** Charles D. Herrmann
Coldwell Banker Realty, New City
- ** Santiago F. Jaraba Chaco
Trumbull Partners Realty LLC
- Katrina Jeffries
Keller Williams Hudson Valley, Middletown
- Francine Johnson
Exp Realty, White Plains
- Robert Johnson
Librett Real Estate Group Inc.
- Monique C. Jordan
Keller Williams Hudson Valley, New City
- Kristina Kaminskaja
Global Realty Development LLC
- Shane G. Kennedy
Imagine Properties NY
- Mohammad M. Khan
Progress Realty Inc.
- Keisha D. King
Exp Realty, White Plains
- Ryan E. Kominski
BHHS River Towns Real Estate, Peekskill
- Mary Langan
Main Source Realty, Ltd.
- Cynthia Lee
Curasi Realty, Inc., Montgomery
- Carlton Llewellyn
Weichert Realtors, Monroe
- James Lynch
ERA Insite Realty Services, Pleasantville
- Jason J. Madison
Exp Realty, White Plains
- Kyle Manzi
Howard Hanna Rand Realty, Goshen
- Berkovits Martin
Keller Williams Hudson Valley, New City
- Juanita S. McMillan
Keller Williams Hudson Valley, Middletown
- Harry McNamara
Country House Realty Inc.
- Jane E. McSpirit
Hudson Valley Home Connection
- Denise Miller
Curasi Realty, Inc., Montgomery
- Erin Minkoff
Orange West Realty
- Munkhtyuya Nasanbuyan
Exp Realty, White Plains
- Mindy R. Needleman-Jesek
Agnes I Wager Realty Inc.
- Erika Odle
Cronin & Company Real Estate
- Veever Osimeh
Coldwell Banker Realty, White Plains
- Jackeline G. Otenio
Keller Williams Realty Group
- ** Holly Parker
Douglas Elliman Real Estate, Katonah
- Patrick A. Perez
Keller Williams Hudson Valley, Middletown
- Diana Pondt
Exp Realty, White Plains
- Susan Ann Renzi
BHHS River Towns Real Estate, Croton-of-Hudson
- Arnold Restivo
Agnes I Wager Realty Inc.
- Gabriel Rivera
Howard Hanna Rand Realty, New Rochelle
- ** Niccolo Saraceno
Exp Realty, White Plains
- Renae Sibbles
Exp Realty, White Plains
- Jacob Silberstein
HFA Realty Group
- Alana Stotts
Ginnel Real Estate
- Jonathan Taylor
Exp Realty, White Plains
- Atani Tchessi
RE/MAX Real Property Group
- Traci Timmons
Voro LLC
- Kimberly E. Torres
Coldwell Banker Realty, White Plains
- Fabio D. Vacche
Global Realty Development LLC
- Heather Valentin
Exp Realty, White Plains
- John A. Van Pelt
Keller Williams Realty, Chester
- Aaron Vilchez
Briante Realty Group, LLC
- Suzy Walme
Epiphany Realty LLC
- Helen Webster
Weichert Realtors Heritage Properties
- Johedy A. Wyatt
RE/MAX Voyage Realty
- Sunny Yoo
Keller Williams Hudson Valley, New City

*Indicates current member who opened an office as a broker.

**Secondary Member



OPPORTUNITY AWAITS
Mid-Winter Business Meetings



"Opportunity Awaits", the 2022 NYSAR Mid-Winter Business Meetings are just around the corner.

Our in-person meetings are scheduled for February 6-10 while some committee meetings will be held virtually the week of January 24.

Visit www.nysar.com/mwbmreg to register for the highlighted events and committee meetings.

We look forward to seeing you!

Highlighted Events

Legal Update (CE)

February 7 » 2:30 p.m. – 4 p.m.

General Session

February 8 » 2 p.m. – 3:30 p.m.

Housing Opportunities Foundation Champagne & Diamonds Fundraiser

February 8 » 7 p.m. – 8 p.m.

Young Professionals Network (YPN) Chapter Meeting

February 9 » 1 p.m. – 3 p.m.