

Ron Garafalo Wins HGAR 2021 Realtor of the Year Award

Bronx Realtor Domathoti Named 2022 HGAR President

By John Jordan

TARRYTOWN—The Hudson Gateway Association of Realtors held its 105th Annual Member Appreciation Day and Annual Meeting on Monday, Oct. 25 at the Sleepy Hollow Hotel and Conference Center here that was highlighted by the acknowledgement of Realtor Anthony Domathoti of EXIT Realty Premium of the Bronx as the organization’s 2022 President.

At its 105th Annual Member Appreciation Day, the Hudson Gateway Association of Realtors named Ron Garafalo, sales manager with John J. Lease Realtors in Middletown, as its “Realtor of the Year” for 2021. David Singer, CEO of Robison Oil in Port Chester, was named the



2021 HGAR President Crystal Hawkins-Syska and President-Elect Anthony Domathoti

2021 HGAR Affiliate Member of the Year.

The session also signaled the return of the HGAR Annual Meeting & Member’s Day to an in-person gathering. Last year, the Annual Meeting was held virtually in response to the COVID-19 pandemic. This year’s Annual Meeting was a day-long event that included educational seminars, an RPAC Luncheon featuring Westchester County Executive George Latimer, a rousing session with Keynote Speaker Dennis Giannetti, the “Ninja Selling Instructor,” as well as the official business of HGAR that included the election of 2022 officers and directors.

The program, in addition to the award presentations, featured speeches by 2021 HGAR President Crystal Hawkins-

Continued on page 3

Bronx Borough President-Elect Gibson Has Ambitious Agenda in 2022

By John Jordan

In the Bronx Supplement in this edition of *Real Estate In-Depth*, Bronx Borough President-Elect Vanessa L. Gibson outlined some of her key initiatives upon taking office, including helping residents in the hotel and retail industries get back to work.

The current member of the City Council who represents the 16th District in the Bronx believes that other industries that do not have a major presence in the borough, such as the technology sector, can be a source of good-paying jobs for residents.

“We have to look at worker cooperatives. We have to look at ways that we can build out entrepreneurs and also support small business,” she said. “If we provide them with tax incentives and other support, we can get businesses to hire more locally right in their own communities.”

Gibson, who has been a vocal critic of the New York City Housing Authority, told *Real Estate In-Depth*, “Public housing needs a serious makeover starting from the federal government to the state and local governments. We have to find ways to reinvest. We have to look at instituting more Section 8



Vanessa L. Gibson

vouchers for residents to live in public housing. But, from a local level, we have to make sure that NYCHA spends the money that we give it.”

While she will be pushing for more affordable housing in the Bronx, Gibson also believes that there should be more opportunities for residents to purchase new homes in the Bronx. “I also am going to champion ownership opportunities,” she said. “I want to build more homes because I want people to own property. I don’t think we should envision being tenants the rest of our lives...” **Editor’s Note:** For the full Five Questions with Bronx Borough President-Elect Vanessa-Gibson, go to page 2 of the Bronx Supplement.

Industry Veteran Schwartz to Head Marketing Effort For Former Pfizer Campus in Rockland County

By John Jordan

PEARL RIVER—IRG Realty Group, the owner of the former Pfizer complex in Pearl River, has rebranded the property as the “Hudson Valley iCampus” and has hired commercial real estate veteran Jamie Schwartz to head the marketing effort to lease and develop new space on the campus.

Schwartz, who had spent the past 18 years as executive vice president of GHP Office Realty, LLC in White Plains, has been named president of the Hudson Valley iCampus, a two-million-square-foot mixed-use, multi-tenanted campus on 207 acres. The campus was sold by Pfizer, Inc. in 2015 to Industrial Realty Group, LLC, a Los Angeles-based real estate development and investment firm that owns more than 100 million square feet of commercial property across the U.S. The site is managed by its affiliate, IRG Realty Advisors, LLC,



The former Pfizer complex in Pearl River has been renamed the Hudson Valley iCampus.

which is headquartered in Richfield, OH.

Schwartz’s appointment was the result of an extensive executive search for

the leadership role at the campus, IRG Realty Group stated. He has already begun a major rebranding effort, renaming the property “Hudson Valley iCampus.” It was previously the New York Center for Innovation. Schwartz also is responsible for reintroducing the property to current and prospective tenants and to brokers, as well as building and leading a strong management and operations team. Additionally, Schwartz will be planning and executing a development strategy for the vast amount of buildable land at the site.

“We’re thrilled Jamie decided to continue his very successful career at our Hudson Valley iCampus,” said Stuart Lichter, president and chairman of IRG.

Continued on page 2

INSIDE



Spotlight on David Singer, see page 11

FIVE QUESTIONS ..Section 2, page 2
VIEWPOINTS 4
LEGAL CORNER 5
RESIDENTIAL.....6,7
PEOPLE 10 & 23
HGAR UPDATE 11,12
EDUCATION/CALENDAR13
LEGISLATIVE/BARRISTER.....14
TECHNOLOGY.....19
COMMERCIAL.....20,21

Section Two

Focus on The Bronx

NAR: Home Buyers Motivated by Desire to be Closer To Family, Friends; Sellers Collected Full Asking Price

WASHINGTON—Among repeat home buyers and home sellers over the last year, a key factor for moving was the desire to live closer to family and friends, while an equally important motivator was the need for more space or a bigger home. Sellers as a whole were able to benefit in these transactions, typically earning their full asking price, and selling in one week.

These driving forces to move as well as further sales figures appear in the National Association of Realtors' 2021 Profile of Home Buyers and Sellers, a yearly report—now in its 40th year—that analyses demographics, preferences and experiences of buyers and sellers across America. The report was released on Nov. 11.

“During the pandemic, buyers and sellers have been driven by the desire to be close to family and friends, as well as the need for a larger home,” said Jessica Lautz, vice president of demographics and behavioral insights at NAR.

Among sellers, as a group they traded up in price, size and newer residences, as 46% purchased a larger home and 28% purchased the same size home.

Relocating to be closer to family had been increasing in recent years, according to Lautz, however, the COVID-19 outbreak accelerated that trend.

In past years, convenience to work and affordability had ranked as top factors for reasons to move.

The 2021 NAR report comprises

an entire year of research in which buyers and sellers purchased or sold a home during the COVID-19 pandemic. In addition to various other findings, the pandemic likely spurred occupants to shorten their home stay, as tenure in the home decreased to eight years from 10 years, according to the report. This is the largest single-year change in home tenure since NAR began collecting such data.

In general, buyers said they expected to live in their homes for a median of 12 years, while 18% said they were never moving. Historically, tenure in the home has been six to seven years, but experienced an increase to nine to 10 years following the Great Recession.

“Home sellers have historically moved when something in their lives changed—a new baby, a marriage, a divorce or a new job,” said Lautz. “The pandemic has impacted everyone, and for many this became an impetus to sell and make a housing trade.”

The market over the last year saw homes reach record-high prices, paving the way for sellers to secure maximum



profits on transactions and leaving buyers to grapple with historically high housing costs. As a result, home buyers typically bought their homes for 100% of the seller's asking price, with another 35% purchasing their home for beyond the asking price, according to the report. This 100% median is the highest recorded since 2002. Home sellers reported selling their homes for a median of \$85,000 more than their purchase prices, which is a jump from \$66,000 last year.

“Buyers moving quickly during the pandemic, coupled with all-time-low inventory, led to a decline in time on market to the shortest ever recorded, which was just one week,” said Lautz. “Only a quarter of home sellers offered incentives to entice potential buyers, down from nearly half of all sellers the year prior.”

On average, buyers said finding a home to purchase took eight weeks, unchanged from last year. Forty-three percent of buyers found virtual tour options to see properties and view listings online to be useful. For a second straight year, buyers reported that just finding the right home to buy continued to be “the most difficult task” for them in the home buying process.

The report found that 41% of recent buyers said they initially looked online for properties as their first step in the process, and another 19% said their first step involved contacting an agent. The majority of buyers and sellers alike eventually turned to a real estate agent or broker to assist in their home transaction. Eighty-seven percent of buyers purchased their residence through an agent or broker, with 7% buying directly from a builder or builder's agent. Among home sellers, 90% worked with an agent to sell their home, while 7% were for-sale-by-owner sellers, and less than 1% sold via an iBuyer.

Forty-seven percent of buyers said the agent they used was referred by a friend, neighbor, or relative, and 13% used an agent they had already worked with on a past transaction. Seventy-three percent of buyers reported they needed to interview only one real estate agent during their home search, and a whopping 90% said they would use their agent in the future or recommend the agent to others.

For home sellers, 68% said they became acquainted with their agent

via a referral or had used the agent before to buy or sell a home. Eighty-two percent of sellers said they contacted only one agent before finding what they considered to be “the right agent” to sell their property.

Fifty-three percent of sellers used the same agent to both purchase and sell their home, while 89% reported that they would recommend their agent for future residential dealings.

“Realtors stepped up in a tremendous way during this pandemic—both in helping sellers list and sell properties, as well as in aiding buyers in finding their dream home during a time of such scarce inventory,” said NAR President Charlie Oppler, a Realtor from Franklin Lakes, NJ and the CEO of Prominent Properties Sotheby's International Realty. “We saw so many buyers recommend and refer their Realtors to family and friends, and witnessed sellers lean on Realtors and firms that have helped them in the past.”

Typically, sellers recommended their agent twice since selling their property. Sellers to the tune of 27% referred their agent four or more times since selling their home.

Realtors also assisted a number of first-time buyers over the last year, as the report noted the share of first-time home buyers increased from 31% to 34%, which is the largest jump since 2017. This year, the typical first-time buyer was 33 years old—equal to the previous year. Conversely, the typical repeat buyer age continued to climb, reaching an all-time high of 56 years old.

“As home prices increase, generally first-time buyers are hit hardest because they have no previous home on which to draw equity,” explained Lautz. “Furthermore, in the current environment, these buyers also face soaring rent prices and high student debt balances, which makes it extremely difficult to save for a down payment.”

Twenty-eight percent of first-time buyers reported they used a gift or a loan from friends or family in order to make a down payment on a home and 29% said saving for a down payment proved to be the most difficult step in the entire buying process. For repeat buyers, 56% cited using equity generated from the sale of a primary residence toward their down payment. For first-time buyers, the typical down payment was 7%, while it was 17% among repeat buyers.

A notable revelation in the report was the slight decline in married home buyers. This year's data showed that 60% of recent buyers were married, a share that has fallen from a high of 81% in 1985. However, the share of single women buyers increased to 19% from a recent low of 15% in 2014. The shares of single men and unmarried buyers remained at 9%, respectively.

NAR mailed a 129-question survey in July 2021 using a random sample weighted to be representative of sales on a geographic basis to 129,800 recent home buyers. Respondents had the option to fill out the survey via hard copy or online; the online survey was available in English and Spanish. A total of 5,795 responses were received from primary residence buyers. After accounting for undeliverable questionnaires, the survey had an adjusted response rate of 4.5%. The sample at the 95% confidence level has a confidence interval of plus-or-minus 1.29%.

Recent home buyers had to have purchased a primary residence home between July of 2020 and June of 2021.

Industry Veteran Schwartz To Head Marketing Effort

Continued from page 1



Jamie Schwartz,
President,
Hudson Valley iCampus

“His experience, accomplishments and reputation in the marketplace as well as his relationships in the community have already had a positive impact.”

Schwartz said that there is currently approximately 1.5 million square feet of space available for lease at Hudson Valley iCampus. He noted that his firm is looking at potentially developing or joint venturing on approximately 30 acres of available land at the moment. Those parcels could accommodate up to two, 180,000-square-foot buildings. At present, those parcels are zoned for Light Industrial, Laboratory-Office or Light-Industrial-Office use.

At GHP Office Realty, Schwartz was responsible for the leasing, management and construction of GHP's multimillion-square-foot office, flex, warehouse and retail portfolio. Schwartz also managed GHP's third-party broker rep-

resentation and was an integral part of the acquisitions, sales and debt-placement teams. Throughout his career, he has negotiated and closed new lease, renewal, acquisition and sales deals worth more than \$1.5 billion comprising approximately eight million square feet. Schwartz also is an experienced attorney specializing in commercial real estate transactions, litigation and entertainment law.

“Although I was not looking to make a career move, when I was approached for this position it presented a unique opportunity for me to combine all of my professional experience with the forward-thinking leadership that is the hallmark of IRG,” said Schwartz. “I'm looking forward to collaborating with all of the stakeholders to successfully lead an exciting new chapter for the property.”

Hudson Valley iCampus tenants include Pfizer, Inc.; RK Pharma, Inc.; Sanofi US Services, Inc.; Iris Biogen Corp.; and Urban Electric Power, Inc. The property also features a 23-megawatt Central Utility Plant that provides electricity, steam and chilled water to the tenants and also to the buildings Pfizer's owns. Schwartz said that the power plant is a huge benefit since tenant's utility costs are lower as compared to if they purchased the power from the public utility.

The campus has previously served as Lederle Laboratories' R&D, laboratory, manufacturing and headquarters, dating to the early 1900s. The property was later transferred to Wyeth Pharmaceuticals. Pfizer acquired Wyeth and the original 240-acre property in 2009 and sold 207 acres and 25 buildings to IRG in 2015. Pfizer currently occupies approximately 850,000 square feet on 33 contiguous acres it owns.

Annual Meeting

Continued from page 1

Syska and incoming 2022 HGAR President Anthony Domathoti, as well as a tribute to the late former Westchester County Board of Realtors CEO P. Gilbert Mercurio.

2021 HGAR President Hawkins-Syska told attendees: "Real estate is under attack. It really is. We see it on a national level, but we also see it on a state level. And that is why we need to be involved in our communities. That is why we need to speak up around our kitchen tables about the importance of real estate..." noting that consumer rights are being taken away.

She stressed that HGAR members need to be involved in helping shape policy and praised those members that stepped up this year in helping meet the ongoing challenge of fostering diversity in the industry.

HGAR President-elect Domathoti praised Hawkins-Syska for her administration's efforts during very trying times.

Domathoti noted that in the past 18 months the nation and the real estate industry endured a global pandemic that impacted many both economically and emotionally.

As the nation appears to be coming out the crisis, thanks to vaccines and massive vaccinations, Domathoti noted, "Eighteen months into the pandemic it is clear that the world is never going to be the same again. Something new is emerging; something big, something different, something unique. Something that kind of pushes us out of our comfort zone."

He said he is hopeful that the post COVID-19 era will mirror the aftermath of the last global pandemic in 1918, which was followed by the economic boom and innovation of the "Roaring 20's."

HGAR Chief Executive Officer Richard

Haggerty gave a tribute to the late P. Gilbert Mercurio, the longtime association leader who passed away on Sept. 27th at the age of 78. Mercurio led the Westchester County Board of Realtors and its successor organization the Westchester Putnam Association of Realtors for 31 years as its chief executive officer. Haggerty noted that when he was hired by Mercurio in 1984, the association had 1,500 members. At Mercurio's retirement in 2011, the association's membership had swelled to 10,000.

Haggerty said that "his predecessor and very good friend" was very important in his life and the lives of many Realtor members over the years. "For those of you that didn't know Gil, he was a visionary," Haggerty said. "He was the one who started having discussions with other associations on how coming together would benefit everybody." Haggerty then led the membership in a moment of silence honoring Mercurio.

Award Presentations

2021 Realtor of the Year Garafalo has enjoyed a real estate career for more than 20 years. He is a former HGAR President and continues to serve on the HGAR Board of Directors, as well as a Director with the New York State Association of Realtors and the National Association of Realtors. In addition, he holds a New York State teaching license and is an HGAR instructor for several courses. Garafalo is an avid supporter of HGAR, serving on numerous committees and attending countless association events. Prior to real estate, he had a successful career with Nestle Foods in Purchase.

2021 Affiliate of the Year honoree Singer and Robison Oil have been involved with HGAR for more than 25 years not only as an Affiliate Member, but also as an event sponsor and adver-

tiser. During the pandemic, Singer and his team offered unique and innovative virtual programs for the association's Commercial & Industrial Division, and his team is always in attendance at HGAR events—both live and virtual. Singer is a member of the New York State Bar who joined the family business to help it grow over the years. Robison recently celebrated its 100-Year Anniversary and now offers indoor air quality services, mold testing, fire and water remediation, natural gas and electricity, in addition to heating oil.

Other award winners included:

• **Albert P. Schatz Legislative Advocacy Award:** Matthew Engel of Langsam Property Services Corp. in the Bronx. This award is presented to an individual who has continuously advocated for their fellow Realtors and homeowners on local, regional and national levels of government. Engel has played a very active role in the association's Legislative Council over the past year.

• **Stephanie Crispinelli Humanitarian Award:** Maryann Tercasio of Howard Hanna Rand Realty in Central Valley. The award is named for a brave young woman who was a victim of the 2010 earthquake in Haiti, where she had been volunteering to help families in need. Tercasio serves as President of the Hudson Gateway Realtor Foundation, the charitable arm of the association.

• **Extra Mile Award:** Carmen Bauman of Green Grass Real Estate Corp. in Bronxville. This award is presented to someone who has gone above and beyond in helping other agents. Bauman

serves as Treasurer of the HGAR Board of Directors.

• **Spirit Award:** Anthony Domathoti of Exit Realty Premium in the Bronx. This award honors the person who has demonstrated continuous support and outreach to other HGAR members. Domathoti is the HGAR Present-Elect for 2022.

• **Up & Coming Awards:** Tony Ruperto of J. Philip Real Estate in Briarcliff Manor and Cheryl Williams of Corcoran Legends Realty in Tarrytown. Ruperto co-chairs HGAR's new Diversity, Equity and Inclusion Committee, and Williams has been a very active participant in the HG Realtor Foundation's volunteer program for local charities.

• **Excellence in Commercial Real Estate Award:** John Barrett of RM Friedland in Harrison. Barret has been the longest-serving President of HGAR's Commercial & Investment Division.

• **President's Award:** Jana Currier, HGAR COO in White Plains and Goshen. HGAR President Hawkins-Syska presented this award to the person who has helped her most during her presidency.

Haggerty also presented awards recognizing HGAR staff for years of service, including: HGAR Chief Financial Officer and Chief of Staff Vicky Gonzalez (30 years) HGAR Success Team Member Marie Tychyn (30 years) and HGAR Putnam Liaison & Membership Administrator Nancy Rubino (25 years).

"Congratulations to our all of our winners for their extraordinary contributions to this organization and to their communities," said HGAR CEO Haggerty. "They are truly an inspiration for us all."

Subscribe to In-Depth
Call 914-681-0833

DON'T WAIT!

**Grievance
Deadlines for**
**Yonkers is
November 15th, 2021**
**White Plains is
January 21st, 2022**



O'DONNELL & CULLEN
PROPERTY TAX CONSULTANTS

"Who better than a retired Tax Assessor?"

FOR OTHER HELPFUL ASSESSMENT INFORMATION PLEASE VISIT OUR WEBSITE:

www.retiredassessor.com

CALL FOR A FREE CONSULTATION **914-779-4444**

Make-A-Wish
HUDSON VALLEY

"A portion of every fee we earn will go towards granting an annual wish."



PRESIDENT'S CORNER

By Crystal Hawkins-Syska
HGAR President



Are You Thankful?

Turkey Day, as I like to call it, is upon us. This is the time of year when many Americans sit down with friends and family to think about what they are thankful for and gorge themselves on tasty vittles. It also can be a very, very stressful time and can trigger deep sorrowful episodes for those who may struggle with depression, are lonely, have strained relationships with family members or may have lost a loved one around this time of year.

For yet others, our indigenous people of color, it can be a time of mourning on a scale that is incomprehensible for most of us. The conquered are surrounded in every way by their supplanters. It's important to talk about this in this context as it has to do ultimately with ownership of land in the most extreme way. I feel sad when I think about things in this way—to consider the perspective of the people who lived here long before the colonists came, when slaves were bought here, and when immigrants came to begin new lives.

With that in mind, shall we allow ourselves to make room for it and expand our consideration for giving thanks. Having a land of our own, a country of our own and home of our own is tied to our identity. So much so that a study conducted and recorded by the Perceptive Mind Institute found that the reality of homelessness is so traumatic it is the reason that it is difficult to make eye contact with a homeless person. It's very hard for our minds to process. And in a defense response to protect ourselves, we tune these persons out. Interestingly, it's this same defense response that challenges our ability to synthesize the losses of our indigenous people. It's so big and scary we shield ourselves from it.

So, are you truly thankful? Are you truly thankful that you have a roof over your head? That you have heat in the winter, air conditioning in the summer? In-door plumbing? Are you thankful for a sense of belonging, community and safety? Can you embrace a sense of grace and humility that an entire nation and culture of people lost all that so that something new was created where they and us get to share, although not equally? Yet, more of our citizens are currently living without this sense of safety and protection.

When we sit to have our dinners or give pies out to our clients and customers, could we consider an additional way to give thanks? Can we meet with fellow agents and or clients/customers to purchase a property to rehabilitate and house those without a home? Can we find a person or persons to mentor and coach in financial literacy for those souls to start their lives over? Consider this, can you create a referral program in which a percentage of your commission goes to a fund to finance a housing program? Can we volunteer at a soup kitchen this holiday?

In regards to our local indigenous people, could we learn more about the nations that lived in the space we now occupy? Who were they? Who among them are left now? What treaties and agreements were made with them that created the towns and villages we live in now? What were the wars that took place? Is there a historical society we can get information from? Or even donate too? Can we make new friends whose background is native?

Two definitions of being thankful are the following:

"Being conscious of a benefit received or for what we are about to receive and expressing gratitude for such."

"A grateful act or sense of relief."

We are the great beneficiaries of the land on which we live and a system which allows us to acquire even more. Let's not take it for granted, or ignore those who have even less or close our eyes to the legacy of the former inhabitants' loss. Embracing all of it is what truly makes us better. Be safe and let's take care of each other!

GATEWAY PERSPECTIVES

By Richard Haggerty, HGAR CEO



The Best Defense is a Strong Offense

I don't think it would surprise anyone when I say that organized real estate is always subject to scrutiny and, sometimes, outright attack, and recently it seems that our industry is constantly under siege. During these periods it's easy to sit on the sidelines and complain. However, if we are going to continue to effectively service consumers in helping them achieve the American Dream of homeownership, I believe we must be much more proactive.

As we have reported before in *Real Estate In-Depth*, MLS's and real estate companies are being challenged in lawsuits across the country on issues related to buyer broker compensation and on clear cooperation policies, among many others. Critics complain that MLS policy is unfair to buyers. Opponents of clear cooperation, policies that stipulate that properties must be placed in the MLS if they are going to be actively marketed to the public, argue that cooperation should be discretionary as opposed to a blanket offer of cooperation. All of this discussion and debate is being played out in legal briefs and in social media, and it's well past time that we get control of the narrative.

First and foremost, after more than 50 years and in the midst of incredible advancements in real estate technology, MLS's remain one of the most successful marketplace models that foster both cooperation and competition in the brokerage community for the benefit of consumers. Sellers benefit by having their properties exposed to a vastly expanded pool of potential buyers. Buyers benefit by having greater access to available properties and more choice. It is truly a win-win model that has withstood the test of time, which is why it's vital that we maintain this tremendous tool.

Recently the Department of Justice announced that it was reneging on an agreement it had reached with the National Association of Realtors concerning multiple listing service policy. I believe that there is a possibility that the DOJ is being swayed by the false narrative that MLS's exist to solely benefit "big" real estate interests. That couldn't be further from the truth, and we need to get that word out.

The following is an excerpt from an article written by former NAR President Ron Phipps published by *RISMedia*: "As more than 31 million small businesses across the country were recognized during National Small Business Week, it's a good time to look at how small, local operations drive so much of the economy and search for ways to continue to level the playing field for them and for consumers. When it comes to 'buying local,' small businesses could not be more front and center than when it comes to purchasing a home. In fact, of the 1.5 million Realtors across the country, more than 1.3 million are small businesses like me who are focused on our local communities."

That's the true narrative that we have to help spread. NAR has created a new website, Competition.realtor, which has a wealth of information and tools to help set the record straight about the importance of MLS in the real estate transaction and the fact that Realtors, predominantly small business owners, are at the hub of an industry that helps drive the economy. So, now is the time to play offense. Check out all of the talking points on Competition.realtor and help spread the message about the importance of MLS and the vital role Realtors play in fostering an efficient and transparent real estate marketplace.

NAR Announces New MLS Guidance That Reinforces Greater Transparency

CHICAGO—The National Association of Realtors announced on Nov. 15 the adoption of changes to its guidance for local Multiple Listing Service broker marketplaces that reinforce greater transparency for consumers. The changes ensure disclosure of compensation offered to buyer agents, ensure listings are not excluded from search results based on the amount of compensation offered to buyer agents, and reinforce that buyer brokers do not represent their services as free. The NAR Board of Directors adopted the changes to take effect Jan. 1, 2022.

"Grounded in our commitment to act in the best interests of buyers and sellers, we regularly review and update our guidance for local broker marketplaces to continue to advance efficient, equitable and transparent practices," said NAR President Charlie Oppler. "These latest changes more explicitly state what is already the spirit and intent of the NAR Code of Ethics and local broker marketplace guidance regarding consumer transparency and broker participation."

Pro-consumer changes adopted by NAR include:

- Reinforce that local marketplace participants do not represent brokerage services as free. While Realtors always have been required to advertise their services accurately and truthfully, this change creates a bright line rule on the use of the word "free" that is easy to follow and enforce.
- Ensure disclosure of compensation offered to buyer agents. The change bolsters transparency and Realtors' existing duties and practices to talk with their clients about what services they provide and how they are compensated.
- Ensure listings aren't excluded from search results based on the amount of compensation offered to buyer agents. This changes wording to reiterate Realtors' existing duty to inform clients about all relevant properties meeting their criteria.



REAL ESTATE IN-DEPTH

Nov.. 2021 Published Nov. 19, 2021
 Publisher: Hudson Gateway Association of Realtors, Inc.
 Crystal Hawkins Syska, President
 Anthony A. Domathoti President-Elect
 Vincent Buccieri Regional Director and Chapter Representative, Bronx County
 Maurice Owen-Michaane, Regional Director, and Chapter Representative New York County
 Clayton Livingston, Regional Director, Putnam County
 Eydie Lopez, Regional Director, Orange County
 Roberta F. Bangs, Regional Director, Rockland County
 Carol Christiansen, Regional Director, Westchester County
 Gail Fattizzi, Immediate HGAR Past President
 Carmen A. Bauman, Treasurer
 Tony L. D'Anzic, Secretary
 Richard K. Haggerty, Chief Executive Officer
 John Jordan, Editor
 Bart D'Andrea, Art Director
 John Vecchiolla, Photographer
 Meadow Art & Design, Design & Production

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.

Court Decisions Regarding ‘Time of the Essence,’ ‘Reasonable Time,’ Retaining the Down Payment In Real Estate Transactions

LEGAL CORNER

By John Dolgetta, Esq



In connection with every real estate transaction in New York, real estate attorneys and real estate agents discuss with their clients, whether they are sellers or buyers, what the “closing date” will be and how it is to be determined, often utilizing terms such as “on or about closing date,” “reasonable time” and “time of the essence.” Most real estate contracts provide for an “on or about” closing date, which basically means an “estimated” closing date. The key takeaway is that an “on or about” closing date is not set in stone and is subject to reasonable extensions and adjournments depending on issues which may arise.

The ‘On or About’ Closing Date

In an attempt to explain to their clients what is meant by an “on or about” closing date, many agents and attorneys tell clients that this means the parties automatically have a 30-day extension beyond that date to close. Unfortunately, this is not the case. Others fail to explain to clients that an “on or about” date is just an estimated target and should not be relied on to make moving plans, schedule other closings, etc. Often, the parties do not end up closing “on or about” the date contained in the contract and it is imperative that both seller and buyer clients are made aware of this. Buyers and sellers should know that if any issues arise, the closing date could be pushed back by days, weeks, or months.

The ‘Time of the Essence’ Closing Date

While most transactions and contracts in New York contain an “on or about” closing date, some contracts, although a rarer occurrence, provide for a “time of the essence” closing date. In this instance, a contract does set a specific date, and if either party fails to close by that date it would lead to a default. In the case of a buyer, it could mean the loss of the down payment. For sellers, it could lead to a lawsuit against the seller for specific performance (i.e., an action filed in seeking a judgment requiring the seller to close).

A more common way a “time of the essence” scenario could arise, is where a contract includes an “on or about” closing date and either party fails to close by the projected date. In this instance, the parties’ attorneys may declare “time of the essence,” provided certain legal requirements are met. Again, while many of these terms are commonly used, they are often not well understood. This article will review recent court decisions, as well as existing case law, and provide a general overview of what these terms and principles mean.

The Facts in *Xelo v. Hamilton*

In a recent Second Department, Appellate Division decision, the Appellate Court in *Xelo v. Hamilton* (see <https://bit.ly/3HmCEPd>) reversed the trial court’s decision and awarded the down payment to the seller holding that the purchasers were in breach of the contract and had not closed timely. In November 2006, the purchaser and seller entered into a contract for sale of residential real property for the purchase price of \$854,900 and remitted a down payment of \$15,000. The down payment was held by the seller’s attorney, acting as escrow agent under the contract, in his attorney escrow account. In the same month, the purchasers timely obtained a mortgage commitment in accordance with the contract of sale. The mortgage commitment was valid until Feb. 25, 2007. The contract provided for a closing that was “on or about 60 days” after the date the contract was executed. However, the seller was unable to vacate the home and no closing had been scheduled before the commitment expired. The court also pointed out that there was an existing violation relating to occupancy of the basement.

After the first commitment had expired, the purchaser then applied for a second smaller mortgage and sought a reduction of the purchase price from the seller, which the seller refused. The purchaser then applied for a third loan and was ultimately denied. The seller offered the purchaser the opportunity to cancel the contract provided the purchaser would agree to allow the seller to retain \$3,000 to cover certain expenses incurred by the seller in connection with the transaction. The purchasers did not accept the seller’s offer and “...declared the seller to be in breach of the contract due to her failure to vacate the premises and remove the violation on the property and demanded the return of their down payment.” The seller’s counsel then sent the purchasers’ attorney a letter “...setting a ‘time of the essence’ closing.”

The purchasers’ attorney, in turn, sent correspondence to the seller’s attorney stating that the purchaser “...would not close and again demanded the return of their down payment.” The seller’s attorney would not release the down payment held in escrow and the purchasers sued for the return of their down payment along with other expenses. The seller counterclaimed against the purchasers claiming that the seller was entitled to retain the down payment because the purchasers failed to attend the closing date set in the seller’s “time of the essence” default notice. The Supreme Court (i.e., the trial court) had originally decided in favor of the purchasers and awarded them \$17,300 plus interest. The seller appealed and the appellate court overturned the trial court’s decision. The appellate court held that the “...purchasers never placed the seller in default,” and as a result, the purchasers’ failure to close by the date set forth in the seller’s “time of the essence” notice caused the purchasers to be in default and to forfeit the down payment.

A ‘Reasonable Time’ to Cure

The *Xelo* decision outlines the legal parameters that must be adhered to when a party is attempting to declare the opposing party in default and to set a “time of

the essence” closing date. The court explains that “Unless a contract for the sale of real property makes time of the essence, ‘the law will allow the vendor and vendee a reasonable time to perform their respective obligations, regardless of whether they specify a particular date for the closing of title.’” Therefore, if a contract does not explicitly contain a “time of the essence” provision and closing date, the parties are legally entitled to a reasonable time to close and must be provided a reasonable opportunity to cure a defect. If the buyer is not able to perform within such reasonable time, the buyer would forfeit the down payment. Alternatively, if a seller is unable to perform, the buyer can then commence a lawsuit seeking specific performance and a judgment requiring the seller to close.

In another Second Department Appellate Division case, *Ashkenazi v. Miller* (see <https://bit.ly/3HberLt>), the court explains that “What constitutes a reasonable time [for performance] depends on the facts and circumstances of the particular case.” The court further explained that “Included within a court’s determination of reasonableness are the nature and object of the contract, the previous conduct of the parties, the presence or absence of good faith, the experience of the parties and the possibility of prejudice or hardship to either one, as well as the specific number of days provided for performance.” The *Ashkenazi* decision makes clear that “reasonableness” must be determined on a “on a case-by-case basis.”

Notice of Default and Declaration of ‘Time of the Essence’

The court in *Xelo* explained, in the case of a buyer, that while a buyer normally would be entitled to receive a refund of the down payment where a seller defaults and is unable to cure the default, the buyer is first required to make a demand of the seller to cure the default. The court held that “...it was incumbent upon the purchasers to put the seller in default by tendering performance, demanding that the seller perform her obligations, and giving her a reasonable opportunity to cure the defects.” Therefore, unless the parties are provided with a reasonable time to cure the default, a declaration of default and “time of the essence” notice would not be valid.

Ashkenazi provides that in order for a party to declare time of the essence, “...there must be a clear, distinct, and unequivocal notice to that effect giving the other party a reasonable time in which to act.” It is commonplace for attorneys to provide a 30-day time period as a “reasonable” time for the other party to cure a default—however, that may not always be the case. If the default requires more than 30 days to cure, then the “reasonable” time period could be greater and that must be considered.

In *Xelo*, the “...rider to the contract of sale specifically provided that violations to be removed by the seller would not constitute objections to title, provided that the seller, at closing, deposited a sum sufficient to remedy the violations within 90 days from the date of closing.” Therefore, the purchasers, according to the contract, did not have a right to cancel or not attend the closing because of the violation, but instead were still required to close because, according to the contract, the seller had 90 days after the closing to clear the violation. Purchasers’ failure or refusal to attend the closing on the time of the essence date, was seen by the court as an anticipatory breach and resulted in the purchasers forfeiting their down payment.

The ‘Ready, Willing and Able’ Standard

Most real estate agents are familiar with the “ready, willing and able” concept when it comes to establishing whether a commission has been earned in a real estate transaction. The same concept is also utilized when determining whether a seller or purchaser would be entitled to specific remedies in connection with a breach. Once a party delivers a default notice and “time of the essence” letter, that party must also be ready, willing and able to attend the closing and complete the transaction.

In *Martocci v. Schneider* (see <https://bit.ly/3olhiv>), the court held that in order “To prevail on a cause of action for the return of a down payment on a contract for the sale of real property, the plaintiff must establish that the defendant breached or repudiated the contract and that the plaintiff was ready, willing, and able to perform on the closing date.” Similarly, if a seller is sending a “time of essence” letter establishing a “time of the essence” closing date, also known as the “law date,” the seller must be ready, willing and able to close in accordance with the contract of sale, with all title issues cleared, and tender the deed to purchaser.

In most instances, the seller or purchaser must schedule and attend an actual closing. The court in *Martocci* explained that “...where a seller seeks to hold a purchaser in breach of contract, the seller must establish that [he or she] was ready, willing, and able to perform on the time-of-the-essence closing date, and that the purchaser failed to demonstrate a lawful excuse for its failure to close.”

The Importance of Understanding The Concept of ‘Time of the Essence’

It is important for attorneys and real estate agents to understand the concepts of “time of the essence” and “reasonable time” to cure because clients need to understand the risks and issues that may arise during the course of a transaction. For purchasers, it is important that they understand that if they breach the contract, they could potentially forfeit their entire down payment. It is also important, depending on whether the client is a buyer or seller, to be able to negotiate the amount of the down payment. A lower down payment would put less of the buyer’s funds at risk. As for the seller, the higher the down payment, the less likely the buyer will default or walk away from a transaction.

Real estate agents and attorneys should assist the parties in making sure any issues are addressed in advance so that the parties are not placed in position where they could be held in default. One important goal is to manage the expectations of the parties especially in New York transactions, where the time to close is usually 60 days-90 days. It is important to inform both buyers and sellers that unexpected issues come up all the time and that the closing date in the contract is not a date that is set in stone, in fact, the “on or about” closing date is rarely the actual closing date.

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.

NAR: U.S. Existing-Home Sales Increased 7.0% In September; Northeast Home Sales Grew 5.5%

WASHINGTON—Existing-home sales rebounded in September after seeing sales wane the previous month, according to the National Association of Realtors. Each of the four major U.S. regions witnessed increases on a month-over-month basis. From a year-over-year timeframe, one region held steady while the three others each reported a decline in sales.

Total existing-home sales, completed transactions that include single-family homes, townhomes, condominiums and co-ops, rose 7.0% from August to a seasonally adjusted annual rate of 6.29 million in September. However, sales decreased 2.3% from a year ago (6.44 million in September 2020). Existing-home sales in the Northeast grew 5.5% in September, posting an annual rate of 770,000, an 8.3% decrease from September 2020. The median price in the Northeast was \$387,200, up 9.2% from one year ago.

“Some improvement in supply during prior months helped nudge up sales in September,” said Lawrence Yun, NAR’s chief economist. “Housing demand remains strong as buyers likely want to secure a home before mortgage rates increase even further next year.”

Total housing inventory at the end of September amounted to 1.27 million units, down 0.8% from August and down 13.0% from one year ago (1.46 million). Unsold inventory sits at a 2.4-month supply at the present sales pace, down 7.7% from August and down from 2.7 months in September 2020.

The median existing-home price for all housing types in September was \$352,800, up 13.3% from September 2020 (\$311,500), as prices rose in each region. This marks 115 straight months of year-over-year increases.

“As mortgage forbearance programs end, and as homebuilders ramp up production—despite the supply-chain material issues—we are likely to see more homes on the market as soon as 2022,” said Yun.

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

First-time buyers accounted for 28% of sales in September, down from 29% in August and 31% in September 2020. NAR’s 2020 Profile of Home Buyers and Sellers—released in late 2020—revealed that the annual share of first-time buyers was 31%.

“First-time buyers are hit particularly hard by the historically high home prices as they largely do not have the savings required to buy a home or equity to offset such a purchase,” said Yun.

Individual investors or second-home buyers, who account for many cash sales, purchased 13% of homes in September, down from 15% in August but up from 12% in September 2020. All-cash sales accounted for 23% of transactions in September, up from both 22% in August and from 18% in September 2020.

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

According to Freddie Mac, the average commitment rate for a 30-year, conventional, fixed-rate mortgage was 2.90 in September, up from 2.84% in August. The average commitment rate across all of 2020 was 3.11%.

Single-Family and Condo/Co-op Sales

Single-family home sales decreased to a seasonally adjusted annual rate of 5.59 million in September, up 7.7% from 5.19 million in August and down 3.1% from one year ago. The median existing single-family home price was \$359,700 in September, up 13.8% from September 2020.

Existing condominium and co-op sales were recorded at a seasonally adjusted annual rate of 700,000 units in September, up 1.4% from 690,000 in August and up 4.5% from one year ago. The median existing condo price was \$297,900 in September, an annual increase of 9.3%.

“As housing laws change and new legislation is proposed, NAR remains steadfast in its mission to promote and defend homeownership opportunities for all,” said NAR President Charlie Opler, a Realtor from Franklin Lakes, NJ and the CEO of Prominent Properties



Sotheby's International Realty. “We continually work on behalf of consumers and our members to see inventory increased and ensure homebuyer and homeowner rights are protected.”

Regional Breakdown

Existing-home sales in the Midwest rose 5.1% to an annual rate of 1,440,000 in September, a 2.7% drop from a year ago. The median price in the Midwest was \$265,300, a 9.1% increase from September 2020.

Existing-home sales in the South jumped 8.6% in September, recording an annual rate of 2,770,000, unchanged from one year ago. The median price in the South was \$307,500, a 14.8% rise from one year ago.

Existing-home sales in the West climbed 6.5%, registering an annual rate of 1,310,000 in September, down 3.0% from one year ago. The median price in the West was \$506,300, up 8.3% from September 2020.

‘The Stella’ Luxury Tower in New Rochelle Nears Completion

NEW ROCHELLE—Construction is nearing completion on a major mixed-use project in Downtown New Rochelle—“The Stella.” The first residents of the 27-story tower are expected to take occupancy in January 2022.

The \$190 million-project, which is being developed by L&M Development Partners and Wilder Balter Partners, Inc., is comprised of 380 studio, one-, and two--bedroom apartments. The spacious residences feature expansive floor-to-ceiling windows, solar window shades, luxury wide plank flooring, in-home washer/dryers and smart door locks. There are terraces or balconies in select residences which offer panoramic views of the Long Island Sound and the Manhattan skyline. Gross monthly rents for the 285 market rate residences starting around \$2,000 per month.

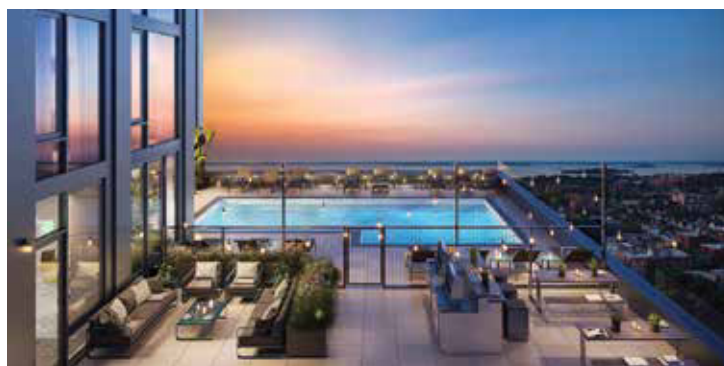
Stella, located at 10 LeCount Place, is built to Enterprise Green Communities efficiency standard, including Energy Star appliances, Zero-VOC interior paints, LED light fixtures and water-conserving plumbing fixtures.

Of the building’s 380 residences, 95 are being offered as affordable. A total of 48 residences are for individuals or families earning up to 50% of Area Median Income (AMI) and 47 residences

for those earning up to 70% of AMI. The Housing Action Council of New Rochelle accepted applications for a lottery drawing that was held Aug. 13.

Residences feature kitchens with smoke oak and white high-gloss cabinets, Calacatta gold quartz countertops, and recessed lighting and a high-end stainless steel Beko appliance package with a five-burner gas range, refrigerator, dishwasher and microwave. Bathrooms have natural oak vanity cabinets with designer solid stone countertops, honed porcelain floor tiles and full-height honed porcelain wall tiles. Bathrooms come outfitted with high-end Pelham & White fixtures as well as an integrated medicine cabinet.

Designed by the world-renowned architectural firm of Beyer Blinder Belle, Stella abounds in luxurious amenities including a 24-hour attended lobby



The rooftop pool at “The Stella” residential tower in New Rochelle.

and package room with cold storage. In a feature unique to this market, Stella will boast an outdoor rooftop pool on the 25th floor with sun loungers and locker rooms where residents can enjoy the stunning panoramic views. There is also a rooftop deck with BBQ grills and al fresco dining, a landscaped terrace with loungers, and an outdoor pet play area. In addition, there will be a 6,200-square-foot ground floor retail space with a café and shops.

Indoor amenities include a lobby café with seating and co-working area; rooftop bar lounge with a wide screen TV and pool table; chef demonstration kitchen; state-of-the art Fitness Center

with two private fitness studios, virtual fitness classes and outdoor access; children’s playroom with reading nook; co-working lounge with conference room; bicycle storage and pet spa. Residents will enjoy the convenience of indoor covered parking with available electric charging stations.

“We hope to offer Stella residents a truly unique opportunity to live in a beautifully designed modern tower with one-of-kind amenities such as our rooftop pool. All in in New Rochelle’s historic downtown, within easy reach of both Metro-North and Amtrak and wonderful local parks.” said Katherine Kelman, Senior Director of L&M Development Partners Inc.

“We are thrilled to be a key part of the meaningful renaissance under way in Downtown New Rochelle. We consider Stella one of the most exciting and innovative new developments in Westchester and can’t wait to start showing our attractive model apartments, amenities and panoramic views,” said James Wendling, Vice President of Wilder Balter Partners.

The Marketing Directors is the exclusive sales and marketing firm for Stella.

Trammel Crow Residential, Marcus Partners To Develop New Multifamily Project in Harrison

HARRISON—Crow Holdings, a Dallas-based national real estate investment and development firm, reported that its multifamily development company, Trammel Crow Residential, has partnered with Marcus Partners of Boston to develop Alexan Harrison, a 450-unit luxury multifamily residence in Harrison.

The project under the firm's Alexan brand marks Crow Holdings' and Marcus Partners' first New York State multifamily project.

Alexan Harrison, a five-story wrap-style community, will consist of two buildings with distinct design aesthetics—one with urban characteristics and the other with a more country feel—as well as approximately 6,000 square feet of retail space between them, Crow Holdings stated.

Each building will feature its own 10,000-square-foot clubhouse and resort-style pool area. Located at 3 Westchester Park Drive, the project began construction in August and is expected to be completed in April 2024. Alexan Harrison will offer market-rate and affordable units including studios, one-bedroom, two-bedroom, and three-bedroom layouts ranging from 507 square feet to 2,135 square feet.

Each residence will feature modern open floorplans, nine-foot ceilings, stainless-steel appliances, granite countertops in kitchens and bathrooms, full-size washer/dryers, custom closets, tiled bath surrounds, hardwood flooring, and key-fob access. Select units will have private balconies and walk-in closets, and other select units will offer townhome-style direct entry to the com-



A rendering of the 450-unit Alexan Harrison multifamily project in Harrison.

munity's central drive.

Planned amenities include a speak-easy-style resident lounge, state-of-the-art fitness center, dog wash and parks, bike storage and maintenance rooms, half-mile walking trail around the property, game rooms, libraries, garden courtyard, rideshare waiting rooms, business offices with private office spaces, wellness center, conservatory, grilling stations, outside pizza ovens and mail center, complete with Amazon parcel lockers.

Alexan Harrison is located within a 10-minute drive from the White Plains train station. The property abuts a 206,000-square-foot Lifetime Fitness Center, and a Wegman's grocery store is located next door.

"Our alliance with Marcus Partners is a collaborative effort that resulted in a strong community design," said Andy

Huntoon, TCR's Northeast Managing Director. "Alexan Harrison is our first foray into New York's Westchester County—a proven market with a rich tradition of suburban life offering access to abundant corporate headquarters and an excellent school system. We are building something special here—a place that residents will be drawn to, with community and warmth in a vibrant and exciting area."

"Multifamily has become a critical part of our investment strategy, and it is ideal that Westchester County is home to our first multifamily development in New York," said Marcus Partners Principal David Fiore. "The collaboration between Trammel Crow Residential and Marcus Partners is yielding—without question—a best-in-class multifamily project in a prime residential market."

TCR has developed more than 865

luxury residential communities under its Alexan brand. In the Northeast, these include Alexan 3 North in Billerica, MA and Alexan Wrentham in Wrentham, MA. Alexan Kingston in Kingston, MA is under construction. Four additional Northeast projects with more than 1,000 apartments are currently in development.

With 11 regional offices, TCR is a market-leading developer of premier, amenity-rich multifamily communities that has delivered nearly 260,000 apartments over the span of 40 years. In addition to the Alexan brand of luxury apartment communities, TCR also builds attainable housing through its latest multifamily brand, Allora, aimed at delivering high-quality, affordable apartment homes to growing communities of middle-income families across the United States.

Crow Holdings is a leading national real estate investment and development firm with a 70-year operating history and \$22 billion of assets under management. The firm has extensive industry reach with expertise in multifamily, industrial, office, and specialty sectors, having developed or acquired more than 225 million square feet.

Marcus Partners is a vertically integrated real estate firm with a strong history of successful investment, management and development. The firm is based in Boston, with regional offices in Metro New York City and Metro Washington, D.C. Its current portfolio includes approximately seven million square feet of commercial real estate along the East Coast.

Choose the bank that opens doors.

Our mortgage specialists prepare customers for homeownership with:

- Quick Turn Around
- Homebuyer Education
- Local Market Experience
- Competitive Rates and Closing Costs

Knowledge is key during the home buying process.

Customers can pre-qualify at [UlsterSavings.com](https://www.UlsterSavings.com).

Ulster Savings
Celebrating 170 Years

866.440.0391 / [UlsterSavings.com](https://www.UlsterSavings.com)

NMLS# 619306 / EQUAL HOUSING LENDER / MEMBER FDIC

* Certain Conditions Apply. Subject to credit approval.



\$95-Million Renewal of White Plains Station Completed

WHITE PLAINS—A host of Metro North, as well as state and city officials were on hand for a ceremony on Nov. 1 to mark the completion of the full-scale \$95

and upgraded HVAC system. The side and island platforms were extended to increase capacity as more commuters return to the system.



From left, State Assemblywoman Amy Paulin, Metro North President Catherine Rinaldi and State Senator Andrea Stewart-Cousins.

million renewal of MTA Metro-North Railroad's station in Downtown White Plains.

The renovation began in 2018 as part of Metro-North's Station Improvement Initiative to bring a more customer friendly atmosphere for commuters.

The top-to-bottom station transformation included a refurbishment of the station's main entrance at the station plaza, the Main Street entrance, the Hamilton Avenue entrance and the Mott Street tunnel. The station was remodeled to bring an updated, modern aesthetic to the station, including updated signage, glass entrances, wood soffits, a widened main lobby, improved lighting

“Upgrading our transportation hubs to meet the demands of the 21st century is fueling the economic comeback that we need today and will help keep New York's economy competitive in the future,” New York Gov/ Hochul said in a statement. “The renovated station in White Plains is a prime example of this commitment and with these enhancements now complete, commuters and visitors will have access to a safer, world-class travel experience.”

Janno Lieber, MTA Acting Chair and CEO, said, “The way to build up and maintain ridership is to transform stations that serve customer needs beyond catching the train. White Plains is the

third largest Metro-North station that served thousands of commuters on an average pre-pandemic weekday. This project delivers a state-of-the-art transit complex worthy of the Westchester County civic and business center by providing amenities that give customers the ability to be productive on-the-go, further incentivizing them to return to mass transit.”

Catherine Rinaldi, President of Metro-North Railroad, added, “The White Plains renewal project is everything the Way Ahead program is about, giving our customers the best possible experience while in the system, improving our infrastructure and increasing accessibility. White Plains is a major reverse commute destination, in addition to serving customers who commute into the city. I would like to thank the City of White Plains and Westchester County for being great partners in advancing this project, as well as the entire project team for a truly exceptional job delivering a modernized station that will serve Metro-North and our White Plains cus-

The renovated station also includes new mosaic and laminated glass artwork by artist Barbara Takenaga featuring the artist's signature stylized abstract forms.

White Plains station is the third largest Metro-North station, serving more than 12,000 commuters on a pre-pandemic weekday, trailing only Stamford, CT and Grand Central Terminal. Similar to the Stamford station on the New Haven Line, the White Plains station is a hub station for Harlem Line commuters, providing express and local service. In addition to local and express connections, the station is also a hub for bus connections, with approximately 3,000 bus transfers per day in pre-pandemic times.

Westchester County Executive George Latimer said, “This station is a major hub for Westchester commuters and the work done here—in the midst of a pandemic—will positively impact the thousands who rely on it each day. Development centered around commuter friendly locations will be a major boon to our COVID-19 recovery prospects and I



The improvement project at the White Plains Metro North Station cost \$95 million.

tomers for years to come.”

Crews installed a new elevator that is fully compliant with the Americans with Disabilities Act. The elevator leads from the main lobby to aside platform generally used for northbound arrivals.

The project included construction of new staircases with an automatic system to melt snow and ice as it falls, helping to prevent slippery surfaces during the inclement weather. Crews also installed new platform canopies with wood ceilings, and LED lighting to match the upgraded aesthetic of the main lobby.

The waiting room on the island platform was remodeled with expanded space, glass-enclosures with new interior station wall panels, wood ceiling and fixtures. The ticket office, restrooms and concession spaces were also remodeled to fit the station's new feel. Digital screens were installed in addition to better heating and cooling control so commuters can comfortably wait for their train.

Other added amenities throughout the station include Wi-Fi and cellular connectivity and USB chargers on benches. Digital screens were added on platforms as well to provide convenient access to train information. The digital signage complements newly installed ticket vending machines to make the station environment even more customer friendly.

commend the leadership of the MTA for getting this massive undertaking done.”

White Plains Mayor Tom Roach said, “Congratulations to Metro-North and President Catherine Rinaldi on the completion of this vital upgrade to the White Plains station, which is one of the busiest in the Metro-North system. Given the high level of activity at the station, I have long believed it deserving of an upgrade. This became even more apparent as the city began the work of redeveloping the area immediately adjacent to the station. That work continues and will no doubt be enhanced by the investment made by Metro-North. It is a recognition of the importance of the White Plains station as a hub in the Metro-North system and a recognition of the interconnectedness of the station and the economic vitality of our city.”

The project was part of Metro-North's Station Improvement Initiative, funded by the MTA's 2015-2019 and 2020-2024 Capital Programs, and in concert with Metro-North's Way Ahead plan to enhance customer experience. The objective of this Station Improvement Initiative is to transform and elevate the overall customer experience by bringing world-class standards, with a focus on improving public perception through the introduction of new technology and design innovation.



DON'T SHOW A HOUSE WITH DIRTY CARPETS & MUSTY ODORS

WWW.ROBISONOIL.COM

20% OFF
Indoor Air Quality Services for all Real Estate Agents and Brokers!*

*Restrictions may apply. Call for details.

CALL ROBISON (914) 677-2371

- Biofuel Heating Oil
- Natural Gas Supply
- 100% Green Electricity Supply
- Air Duct & Carpet Cleaning
- Oil Tank Replacement
- Generator Service & Installation
- Equipment Service Agreements
- Heating Equipment Installation
- Cooling Equipment Installation
- Chimney Cleaning & Inspection
- Mold Testing
- Plumbing Service & Repair**

**Mechanical Legion Corp (dba Robison Plumbing) License #1514

Subscribe to In-Depth

Call 914-681-0833

Hudson Gateway Realtor Foundation Donates \$2,500 to Habitat for Humanity in Newburgh



From left, Harding Mason, HG Realtor Foundation; Maryann Tercasio, HG Realtor Foundation President; Matthew Arbolino, Habitat for Humanity Executive Director; and Kerri Stretch, HG Realtor Foundation.

WHITE PLAINS—The Hudson Gateway Realtor Foundation, the charitable arm of the Hudson Gateway Association of Realtors, recently presented a check for \$2,500 to Habitat for Humanity of Greater Newburgh.

Founded in 1999, Habitat for Humanity of Greater Newburgh is dedicated to providing decent, affordable housing in partnership with families in need. Reaching across religious, cultural, and racial boundaries, the organization seeks to rebuild a sense of community with the common goal of strong neighborhoods and dignity through homeownership.

Humanity of Greater Newburgh has been working to revitalize Newburgh's neighborhoods and help local hard-working, low-income families create strength, stability, and self-reliance. The E. Parmenter Street Neighborhood, a 22-house development on what was formerly one of the most blighted blocks in Newburgh, is now a thriving community of Habitat Newburgh homeowners.

To date, 121 families earning between 30%-60% of the area median income, have partnered with Habitat Newburgh by investing sweat equity into the construction of homes, participating in required homeowner education classes, and signing a mortgage.

"Habitat for Humanity only works because of the partnerships in our community," said Matthew Arbolino, Executive Director. "The Hudson Gateway Realtor Foundation has been a tremendous partner for many years now and we greatly appreciate this support."

Since 2014, the Hudson Gateway Realtor Foundation has donated thousands of dollars to charities and non-profits throughout the Hudson Valley. As concerned members of the communities we 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.

For more information or to apply for funding from the Hudson Gateway

Realtor Foundation, please visit www.hgrealtorfoundation.com.

The Hudson Gateway Association of Realtors is a not-for-profit trade association representing more than 13,000 real estate professionals doing business in Westchester, Putnam, Rockland, and Orange counties, as well as the Bronx and Manhattan. It is the second largest Realtor Association in New York State, and one of the largest in the country.

You're Still Paying Retail?

HGAR's "Perks at Work" Program saves you money on national products and services, plus EXCLUSIVE savings from Hudson Valley businesses.

LOG ONTO THE HGAR MEMBER PORTAL AND CLICK "HGAR PERKS AT WORK"



CREDIT SERVICES

CREDIT RESTORATION:
Better Qualified (888) 533-8138

DIGITAL MARKETING

SOCIAL MEDIA, ONLINE ADS:
Amarki (877) 405-0040

EDUCATION

DISCOUNTED TUITION:
Monroe College (914)740-6750

ENVIRONMENTAL

ENGINEERING/INSPECTION:
Carnell Engineering (914) 946-4300

MOLD REMEDIATION, ASBESTOS REMOVAL:
New Crystal Restoration (914) 937-0500

OIL TANK SERVICES:

Tank Masters Environmental Inc. (914) 937-0500

EYE CARE

EYE CARE, CONTACT LENSES AND GLASSES:
Raymond Opticians (914) 245-1222

EXTERMINATING

RESIDENTIAL & COMMERCIAL:
Parkway Pest Services (914) 725-4997

HEATING OIL & HOME SERVICES

HOME HEATING OIL & SERVICES:
Robison (914) 847-0210

INSURANCE

AUTO & HOME INSURANCE:
Hudson United Insurance (845) 825-8089

E & O AND HEALTH INSURANCE:
Professional Liability Consulting Services Inc. (914) 592-6505

HEALTH & LIFE INSURANCE:
Newhouse Financial & Insurance Brokers (914) 288-8829

PET INSURANCE:

Veterinary Pet Insurance (855) 872-4944

MOVING & STORAGE

AGENT/BROKER REFERRAL PROGRAM:
Shleppers Moving & Storage (800) 847-4537

PHOTOGRAPHY/VIDEOGRAPHY

PHOTOGRAPHY, FLOOR PLANS, BROCHURES:
VHT Studios (800) 790-8687

Westchester Virtual Homes (347) 753-3479

PROPERTY TAX CONSULTANTS

TAX REDUCTION FEE SAVINGS PROGRAM:
O'Donnell & Cullen (914) 779-4444

SENIOR LIVING COMMUNITY

AGENT/BROKER REFERRAL PROGRAM:
Waterstone of Westchester (914) 216-7200



HGAR

HUDSON GATEWAY
ASSOCIATION OF REALTORS®

HGAR.COM

INTERNATIONAL.
LUXURY.
REDEFINED.

BARNES Westchester is looking for accomplished real estate experts for its new prominent agency in Larchmont.

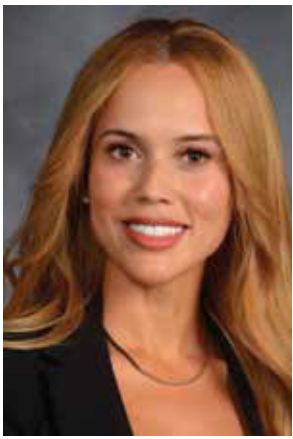
Join the team today.

BARNES
INTERNATIONAL REALTY

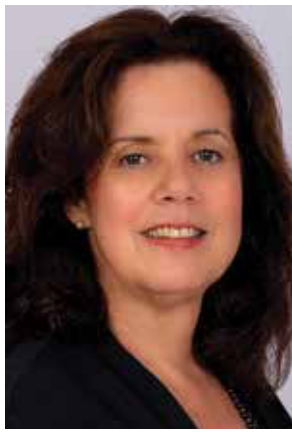
Westchester

1955 Palmer Ave - Larchmont NY 10538, USA
(914) 341-1200 | westchester@barnes-international.com
www.barnes-newyork.com





Anerdis "Angie" Grullon



Gina Tanney



Jillana Valente

Houlihan Lawrence has announced that new agents—**Anerdis "Angie" Grullon**, **Gina Tanney** and **Jillana Valente**—have joined the company's New Rochelle and Pelham brokerage.

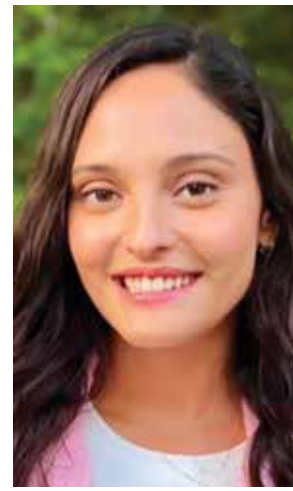
Grullon, who joined the New Rochelle brokerage, has been a Westchester resident for more than 10 years after moving from New York City. She obtained her Bachelor's and Master's degrees from Columbia University and has since held management roles at various companies including Weil Cornell Medicine. She brings over a decade of experience successfully leading and overseeing operations and program development with strong leadership experience in higher education and managing clinical programs. Grullon is a member of OneKey® MLS, Member, New York State Association of Realtors (NYSAR); Member, National Association of Realtors (NAR). A resident of New Rochelle, Grullon is fluent in Spanish and French.

Tanney, who also joined the New Rochelle brokerage, is not new to real estate. Having been licensed for more than 25 years, she came to Houlihan Lawrence and worked in both the New Rochelle and Larchmont offices before working with a local developer where she quickly learned the steps required in the construction process. Because of her prior experience in development, Tanney was retained by a local Westchester developer to handle the sales of luxury waterfront condominiums at WatermarkPointe condominiums in New Rochelle. The project was a huge success and sold out in approximately four years' time totaling more than \$120 million in sales. A resident of Larchmont, Tanney is a licensed Real Estate Broker, NYS Notary Public, past Platinum Award Recipient and Certified Buyer Representative (CBR).

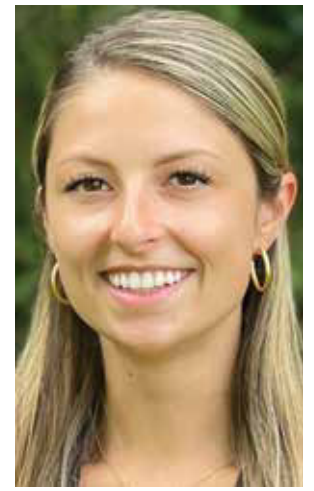
Valente, who joined the Pelham brokerage, is a life-long Westchester resident, growing up in Chappaqua. She lived in Pelham for many years and was an active member of the community. In 2014, she moved to the Hunts Woods section of Mount Vernon with her husband and two children. Valente graduated from Washington University in St. Louis with a degree in psychology and business. She continued her education at Boston University Graduate School of Education receiving a Masters in Special Education. She has been a Special Education teacher in Westchester for 25 years. She worked for five years in the Harrison School District and has been a middle school teacher at the Bronxville School for 20 years. Valente is an active member of the Bronxville PTA executive council and a parent coach for Bronxville girls' lacrosse.



Daniel Beckley



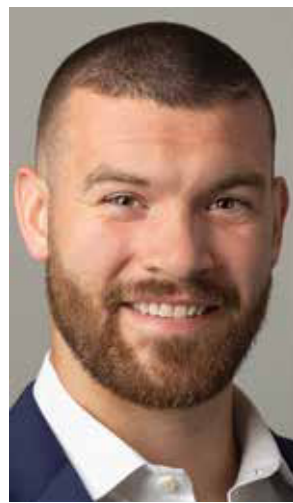
Cynthia Damato



Taylor Cirillo

Howard Hanna | Rand Realty's Thornwood office reported it recently welcomed five millennials to its team, four of which are newly licensed sales associates: **Daniel Beckley**, **Taylor Cirillo**, **Cynthia Damato** and **Benjamin Karol**, who have all completed the firm's Foundations Training Program for new agents.

In addition, **Robert Max Weiss**, who has four years' experience with the Ricci Team at Keller Williams, has joined the Howard Hanna | Rand Realty Thornwood office.



Benjamin Karol



Robert Max Weiss

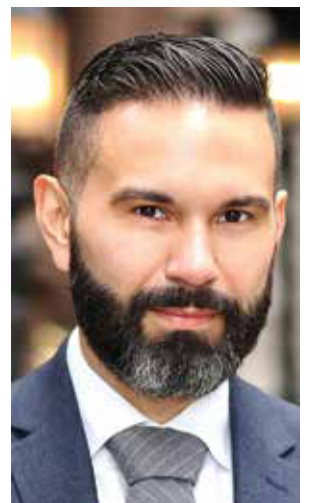
Christie's International Real Estate Westchester | Hudson Valley announced that Realtor **Christopher Cortez** and **Judith Cassone** have joined the firm's Scarsdale Sales Gallery.

Cortez is a New York State Associate Real Estate Broker with many years of business operations experience. He specializes in all aspects of the real estate transaction process. He utilized his customer service experience from his past career in finance with institutions such as Beth Israel Medical Center, Olympus Surgical and Harvard University.

An accomplished real estate professional of more than 20 years, Cascone's goal is to provide world-class service and warm hospitality to her clients.



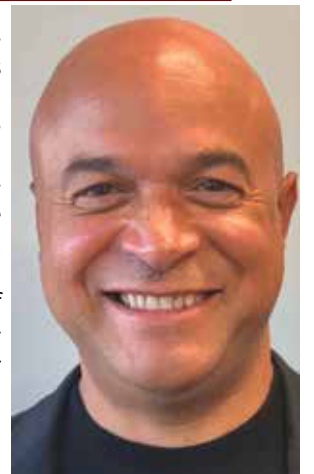
Judith Cassone



Christopher Cortez

Coldwell Banker Realty in Connecticut and Westchester County has announced that **Angel Tejada** has affiliated with the firm's brokerage office in White Plains. As a Licensed Associate Broker, Tejada will provide residential real estate services in White Plains as well as throughout the whole of Westchester, the Bronx, Fairfield County in CT, and surrounding communities. He speaks both English and Spanish and is always willing to help his clients.

He comes to Coldwell Banker with almost 20 years of experience in residential real estate sales. As a graduate of Mercy College, he began his own real estate business where he's built up his reputation in the industry.



Angel Tejada

The Green Team New York Realty in Warwick has announced that **Jennifer DiCostanzo** is the Third Quarter Sales Leader. DiCostanzo has been the yearly sales leader every year since joining Green Team New York Realty in 2016. In addition, she became the first Green Team Agent to receive the MVP award. In fact, she has achieved MVP status three times to date. In the third quarter of this year, the brokerage reports she registered more than \$10 million in sales.

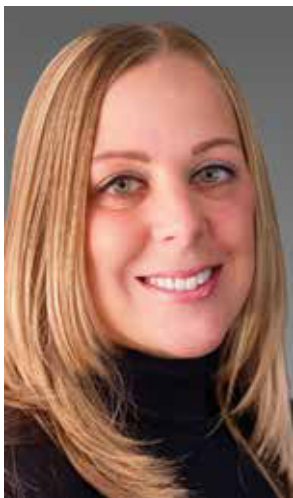


Jennifer DiCostanzo



See more people on page 23

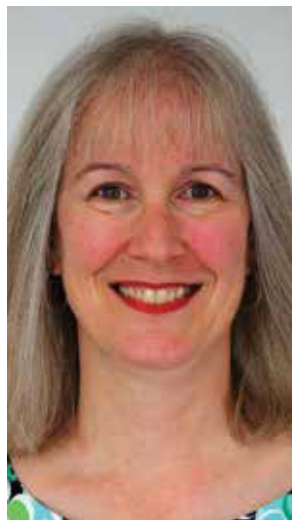
Jessica Diaz and **Katherine "Kathy" Clark** recently joined **Berkshire Hathaway HomeServices River Towns Real Estate** as Licensed Real Estate Salespersons.



Jessica Diaz

Diaz is a lifelong resident of Westchester County and spent 25 years living in Peekskill, her birthplace. She now resides in Cortlandt Manor with her husband and two children.

Clark's background is in non-profits and events, which created a seamless transition to being a Real Estate Salesperson with Berkshire Hathaway HomeServices River Towns Real Estate. Her project management skills are also



Katherine "Kathy" Clark

sure to help her navigate the steps needed to help her clients, the brokerage firm noted.



Windy Rosengart

Windy Rosengart, an Associate Real Estate Broker, has joined **R2M Realty, Inc.** Originally from Georgia, Rosengart and has made a home for herself with her family at the foot of Orange County in Tuxedo Park.



Louise Carullo

R2M Realty, Inc. in Rockland County, reported that **Louise Carullo** has joined the firm. Carullo, who has two decades of sales and buying experience, possess real and practical knowledge of diverse communities north of New York City in both New York and New Jersey, R2M officials stated.



HGAR

NOVEMBER 2021

UPDATE

HGAR Hires Education Veteran Malone As Director of Professional Development

WHITE PLAINS—The Hudson Gateway Association of Realtors reported recently that Michael Malone of Mahwah, NJ has been hired as the association's new Director of Professional Development. Malone will be responsible for overseeing the Hudson Gateway School of Real Estate and its course offerings and events.

Malone brings 30 years of experience in education and working with adult learners, faculty, and innovation to the position. Having worked in institutions ranging from community college through research universities, his focus has been to create engaging, inclusive learning environments that contribute to students' professional development.

At Columbia Business School in New York City, he served as Associate Dean, managing its graduate degree programs and insuring the optimal integration of academics, career development and student life. Malone also served as Columbia Business School's Di-



Michael Malone, HGAR Director of Professional Development

rector of Career Education and Advising, where he led a team providing workshops, advice, and resources to students seeking employment.

While at Northwestern University's Kellogg School of Management, he was the Managing Director for the top-rated Career Management Center, which maintained one of the highest employment rates among peer institutions. At UC Berkeley, his role as Resident Director enabled him to manage two residential housing units housing 450 residents, while providing leadership to a nine-person team.

"We are so happy to welcome Michael to our association, and we look forward to working with him," said Richard Haggerty, HGAR CEO. "I'm

confident he will take our School of Real Estate to the next level."

Malone and his wife, Kimberly have two sons and he is a devoted Yankees/Rangers/Knicks/Giants fan, as well as occasional 5k/10k runner. In addition, he is an executive/career/graduate admissions coach, avid reader of historical biographies and a quarantine-inspired pancake chef.

The Hudson Gateway Association of Realtors is a not-for-profit trade association representing more than 13,000 real estate professionals doing business in Westchester, Putnam, Rockland, and Orange counties, as well as the Bronx and Manhattan. It is the second largest Realtor Association in New York, and one of the largest in the country.

SPOTLIGHT ON

The HGAR 2021 Affiliate Member of the Year

By **Mary T. Prenon**

David Singer, president of Robison Oil, was not able to attend HGAR's 105th Annual Members Day at the Sleepy Hollow Hotel and Conference Center, but he was still just as surprised and shocked to learn that he had been chosen as the association's Affiliate Member of the Year for 2021.

"I really didn't expect any recognition," admitted Singer. "We enjoy being part of this association, and it has been a great relationship over the years."

Singer's first encounter with the association came shortly after he bought his home in Westchester many years ago. "My Realtor was great and so helpful afterwards, recommending landscapers, house services and more," he said. "That also let me know how valuable agents' recommendations are and I realized we needed to step up to the plate."

Before entering the family business, Singer enjoyed a successful career as an attorney in Manhattan. "I always wanted to be a lawyer," he recalled. "When I was a kid, I even used to dress up like a lawyer with a three-piece suit and a briefcase."

During the late 1980's when the oil industry began to consolidate, Singer decided to join the family business to lead its expansion. "It was a time when there were several 'mom and pop' oil companies in the area and Robison just started buying up a lot of them," he explained. The firm eventually purchased close to 20 smaller companies.

Singer, along with his brother Dan, now Robison CEO, also spearheaded the company's growth from home heating oil into other home services like indoor air quality, mold testing, natural gas, electricity, water and fire remediation, residential insulation and more. In fact, Robison is now the largest installer



David Singer

of heat pumps and its biggest seller is home services such as plumbing, duct cleaning and carpet cleaning.

"I think in the future we're going to be less dependent on oil and will be moving more toward natural gas and electricity," added Singer. "People are also more concerned about the environment and moving away from fossil fuels."

Headquartered in Port Chester, Robison today has more than 250 employees and recently celebrated its 100th anniversary. Of course, its most famous employee is none other than RobiDog, the company's beloved mascot. Singer recalled his days of working at Hanna Barbera cartoon studios in Los Angeles and having lunch with Joe Barbera. "I remember talking about how everyone loves to rally around a mascot and I thought that we should have one as well," he said.

Singer thought about his own favorite characters like Huckleberry Hound and Scooby-Doo. Following a focus group meeting, the Robison team de-

Continued on page 17

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

Crystal R \$2500-\$4,999

JP Endres, Howard Hanna Rand Realty, New City
Crystal Hawkins Syska, Keller Williams NY Realty, White Plains

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

Paul Breunich, Julia B. Fee Sotheby's International Realty, 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.
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
Mark Seiden, The Mark Seiden Real Estate Team, Briarcliff Manor

President's Club \$500-\$999

Carmen Bauman, Green Grass Real Estate Corp., Bronxville
Teresa Belmore, Keller Williams NY Realty, White Plains
Tony, D'Anzica, DynaMax Realty NYC, Inc.
John Dolgetta, Dolgetta Law PLLC, White Plains
Irene Guanill, Century 21 Dawns Gold Realty, Bronx
Maryann Tercasio, Howard Hanna Rand Realty, Central Valley

Capitol Club \$250-\$499

Paul Adler, Rand Commercial, Nyack
Roberta Bangs, Howard Hanna Rand Realty, New City
Emran Bhuiyan, Exit Realty Premium, Bronx
Kazuko Boylan, Boylan Real Estate Group, Monroe
Gary Connolly, HGAR, White Plains
Kevin Dwyer, The Dwyer Agency, Mahopac
Gail Fattizzi, Westchester Real Estate, Inc, Somers
Marcene Hedayati, Corcoran Legends Realty, Tarrytown
Barry Kramer, BHG Real Estate Choice Realty, Scarsdale
Gary Leogrande, Keller Williams NY Realty, White Plains
Marianne Lepore, Corcoran Legends Realty, Tarrytown
Eydie Lopez, Keller Williams Realty Hudson Valley United,
Middletown David Moore, Hudson United Mortgage, Elmsford
Brian Phillips, Douglas Elliman Real Estate, NYC
Robert Shandley, Howard Hanna Rand Realty, White Plains
Cathleen Stack, HGAR, White Plains, Mary Stetson, Stetson Real Estate,
Mamaroneck, Christina Stevens, Laujel Realty Corp. Bronx
Reid Whittemore, Clancy Relocation and & Logistics, Patterson

99 Dollar Club \$99-\$249

Barbara Barber, Claudia Barnes, Diane Blanton, Janet Brand, Lynette
Browne, Randall Calano, Michael Criscuolo, Maria Theresa Duguet, Rehanna
Ebrahim, Mark Engel, Jeffrey Farnell, Mary Kingsley, Patricia Holmes, Sarah
Hughes, Jennifer Maher, Harding Mason, Tana McGuire, Elisa Bruno Midili,
Joanne Murray, Roseann Paggiotta, Mary Prenon, Valerie Port, Walter
Sadowski, Philip Weiden, Maria Weiss, Joey Williams, Kathy Zamechansky,

Recap of Contributions Year to Date**

TOTAL: \$187,077 73% towards goal

With 3,510 contributors 85% towards participation goal.
Goal: \$255,201 from 4,103 contributors for a total of 36% of membership

BOARDROOM REPORT

Please welcome the following new members in your area:

Designated Realtor

Paul A. Alfieri
178 Myrtle Blvd 1st Fl
Larchmont, NY 10538
914-834-1400

Dean L. Bailey
Dean Bailey Agency
173 Huguenot St., Suite 200
New York, NY 10105
917-597-7857

Arthur A. Brisco
HomeSmart Crossisland
242 14 Merrick Blvd
Rosedale, NY 11422
718-341-9800

Adam Cohen
Blue Crescent Realty LLC
265 Watch Hill Road
Cortlandt Manor, NY 10567
845-826-3724

Michael J. Cunningham
The MC Brokerage LLC
291 Main Street
Beacon, NY 12508
914-646-5496

Molly Donovan
Perched LLC
1304 Birch Hill Lane
Mamaroneck, NY 10543
914-451-9680

Nicholas S. Dullea
Corbett and Dullea Realty LLC
115 Broadway, 5th Floor
New York, NY 10006
212-203-5338

Richard Halvorsen
Richard L. Halvorsen
105 Garth Rd., Ste. 1H
Scarsdale, NY 10538
914-725-4020

Miguel Morales
iBrooklyn Properties NY USA
124 Parrott Place, Ste. C2
Brooklyn, NY 11228
718-210-7561

Evelyn Oberkircher
Keller Williams Village Sq. Rlt.
74 Godwin Ave
Ridgewood, NJ 07450
201-445-4300

Joseph Ohene
Joseph Jacob Realty Group
130 McKinley Street
Brentwood, NY 11717
347-737-2816

Rosa-Haydee Sabogal
Skye International Realty LLC
2289 Bedford St., Apt. D6
Stamford, CT 06905
917-319-1601

Scott E. Solomon
Mirador Real Estate LLC
60 West 23rd St., Lobby Ste.
New York, NY 10010
212-248-3333

Shia Wertzberger
Investor Construction Inc.
23 Hayes Ct., #102
Monroe, NY 10950
845-500-6992

Affiliate

Michael Milano
Nicholas Campbell
Insurance on Hudson
108 Main Street
Irvington, NY 10533
914-688-1796

Lauren Freifeld
Waterstone of Westchester
15 Maple Avenue
White Plains, NY 10605
914-216-7200

Danny Hemchand
Home Team Inspection Services
78 Bari Manor
Croton on Hudson, NY 10520
914-898-9393

Mark Merchant
Color World Of Westchester
10 Milano Court
Croton on Hudson, NY 10520
917-693-8398

Carly Ryan
HomeTourVision
1 Meadow Rd., Suite 210
Florida, NY 10921
844-488-8687

Charlene Yerkovich
Waterstone of Westchester
15 Maple Avenue
White Plains, NY 10605
914-216-7200

Realtor

Katarina Acuna
Keller Williams Hudson Valley

Andres A. Aponte
Coldwell Banker Realty

Laura Armenio
Houlihan Lawrence Inc.

Treva O. Ayton
Weichert Realtors

Scott H. Bacon
K Fortuna Lighthouse Realty

Angelo Baez
Exp Realty

Annmarie Bailey
Keller Williams Realty NYC Group

Simone Barbaro
United Real Estate LLC

Rafael Barbosa
Compass Greater NY, LLC

Damion Barrett
Keller Williams Realty Group

Sabine Barriac
Corbett and Dullea Realty LLC

Joel Bassul
Flag Realty Group

Daniel Beckley
Howard Hanna Rand Realty

Paloma Bell
Keller Williams Realty Group

Jacqueline Bellantoni
RE/MAX Prime Properties

Angela Biondolillo
Hire Realty LLC

Amanda Bisordi
Guard Hill Realty

Jonathan Biton
R New York

Vincent R. Blanche
Redfin Real Estate

Glen M. Blum
Real Broker NY LLC

Luke Borelli
Rand Commercial

Tiffany Branch
RE/MAX Town & Country

Yoel Breuer
ERealty Advisors, Inc

Clark Brinkman
Redfin Real Estate

Gail M. Brown
R2M Realty Inc

Naquan Brown
Keller Williams Realty NYC Group

Victor J. Brujan
Voro LLC

Phillipe Bruno
BRE Services LLC

Makonnan Campbell
Besmatch Real Estate

Jose F. Cano
Real Estate Power Agent of NY

Stephaine Caredante
Exp Realty

Gonzalo Castillo
Keller Williams Realty Partner

Katherine Castillo
Keller Williams Realty NYC Group

Natali Ceron
Corbett and Dullea Realty LLC

Bree Chambers
Compass Greater NY, LLC

Josiah Cobbs
Houlihan Lawrence Inc.

Rachelle Coleman
Exp Realty

Julissa Cortes
Howard Hanna Rand Realty

AnnaMarie Croniser
Houlihan Lawrence Inc

Chastie Cruz
Corcoran Group

Shaun Cunningham
R New York

Dawn D'Addario
Christies Int. Real Estate

Jacqueline D'Urso
Howard Hanna Rand Realty

Cynthia L. Damato
Howard Hanna Rand Realty

Jessy Daniel
Keller Williams Hudson Valley

Julia H. Daniels
Redfin Real Estate

Alicia De Guzman

Howard Hanna Rand Realty

Michelle DeKleine
Keller Williams Realty Partner

Kerry Del Guercio
Compass Greater NY, LLC

Cheryl L. DeLongo
J. Philip Real Estate LLC

Laura DePow
Terrie O'Connor Realtors

Jessica Diaz
BHHS River Towns Real Estate

Gabrielle Dignoti
Howard Hanna Rand Realty

Margeaux Dilione
Julia B Fee Sotheby's Int. Realty

Michael R. Donnelly
Terrie O'Connor Realtors

Dana Dudones
Coldwell Banker Realty

Moshe Y. Ekstein
Masters Realty Group Inc.

Orhan Erdal
Keller Williams NY Realty

Zuni-Mar Espailat
Keller Williams Hudson Valley

Mirelle Ferrier
Nestapple

Michael Figuera
Coldwell Banker Realty

Madeline Fitzgerald
Green Team New York Realty

Sharmida Florestal Simeon
Weichert Realtors

Jennifer Frank
Orange Realty & Consulting Inc

Ann R. Freccia
Kinard Realty Group

Ruth B. Garcia
HomeSmart Homes & Estates

Troy A. Gaskin
Corcoran Group

Tara Gormely
Atlantic East Associates LLC

Anisha Gurung
Corbett and Dullea Realty LLC

Jesse F. Gwin
Four Seasons Real Estate Center

Kaikobad Hamid
Keller Williams Realty NYC Group

Quzandor Headen
Keller Williams Realty Group

Mark Henin
Coldwell Banker Realty

Stacy Herbert
Terrie O'Connor Realtors

Claribel Herrera-Almonte
Howard Hanna Rand Realty

Eric P. Hoffman
Corcoran Baer & McIntosh

Mohammed M. Hossain
Exit Realty Premium

Jamal Houston
Keller Williams Hudson Valley

Nichole Isaacs
Century 21 Full Service Realty

Kala Jackson
Keller Williams Hudson Valley

Stacey M. Jackson
Roundhouse Properties LLC

Sarah Jacobi
Keller Williams Valley Realty

Jessica Jagel
Cabins & Canoes Real Estate

Miranda R. Jodice
Howard Hanna Rand Realty

Daniel Johnson
Howard Hanna Rand Realty

Kristen J. Jordan
Douglas Elliman Real Estate

Shane Kaminski
Weichert Realtors

Daniel Karp
Compass

Michael Kirby
J. Phillip Real Estate LLC

Pete Koutros
Keller Williams Hudson Valley

Jennifer Lapkovsky
Houlihan Lawrence Inc.

John Lares
Keller William NYC

Jennifer R. Lerin
BHG Real Estate Choice Realty

Alain Levegue
Coldwell Banker Realty

Yosef Y. Levy
Voro, LLC

Jason Lichtenstein
Keller Williams Realty

Paul Macias
Keller Williams NYC

Joseph Mackey
Green Team New York Realty

Kiran Mani
RE/MAX In the City

Christian Manouselis
Voro LLC

Paul V. Marvulli
Bernadette Gillespie LLC

Colleen McGrath
McGrath Inc.

Amarilis Mercik
Realty Promotions Inc

Hudson Gateway Realtor Foundation Presents \$1,000 Donation Check To Sloatsburg Food Pantry



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

SUFFERN—The Hudson Gateway Realtor Foundation, the charitable arm of the Hudson Gateway Association of Realtors, recently presented a check for \$1,000 to the Sloatsburg Food Pantry located at the All Souls Community Church in Suffern.

The Sloatsburg Food Pantry provides emergency and supplemental food supplies and nutritional counseling for those living in Sloatsburg, Suffern, Hillburn, Montebello and Tuxedo twice a month. The Food Pantry is currently in the process of expanding and renovating to be able to better serve the local community. As a result of the COVID-19 pandemic, client numbers have tripled. As of September, 2021, the Food Pantry has served more than 702 families equaling 2,267 individuals.

“We are thrilled to accept this donation from HGRF. The monies will be used toward the purchase of walk-in refrigeration, which is necessary to safely store cold foods for our client families,” said Joyce Donohue, director, Sloatsburg Food Pantry. “This will help eliminate our current expense of

renting a refrigerated truck twice a month to pick-up, store and distribute cold food to approximately 325-350 families.”

Established in 2004 and relaunched in 2013, the HG Realtor Foundation has donated thousands of dollars to charities and non-profits throughout the Hudson Valley. As a concerned member of the communities its members 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.

For more information or to apply for funding from the Hudson Gateway Realtor Foundation, please visit www.hgrealtorfoundation.com.

The Hudson Gateway Association of Realtors is a not-for-profit trade association representing more than 13,000 real estate professionals doing business in Westchester, Putnam, Rockland, and Orange counties, as well as the Bronx and Manhattan. It is the second largest Realtor Association in New York, and one of the largest in the country.



December 2021

Zoom Course Calendar

- December 3-** **Ethiquette – Ethics (1hr. Agency – CORE REQUIREMENT)* with Katheryn DeClerck**
- December 13-** **RPR 203: Building Needed Inventory Utilizing RPR* with Katheryn DeClerck**
- December 14-** **Fair Housing for Today (CORE REQUIREMENT)* with Dorothy Botsoe**
- December 15-** **Ethical Business Practices (CORE Requirement)* with Peter Mallon**
 Matrix 1: Introduction to Matrix* with Ismail Kolya
- December 16-** **Legal Update (CORE REQUIREMENT)* with William O’Keeffe**
 Agency Update (CORE REQUIREMENT)* with Carole McCann
- December 20-** **Ethiquette – Ethics (1hr. Agency – CORE REQUIREMENT)* with Katheryn DeClerck**

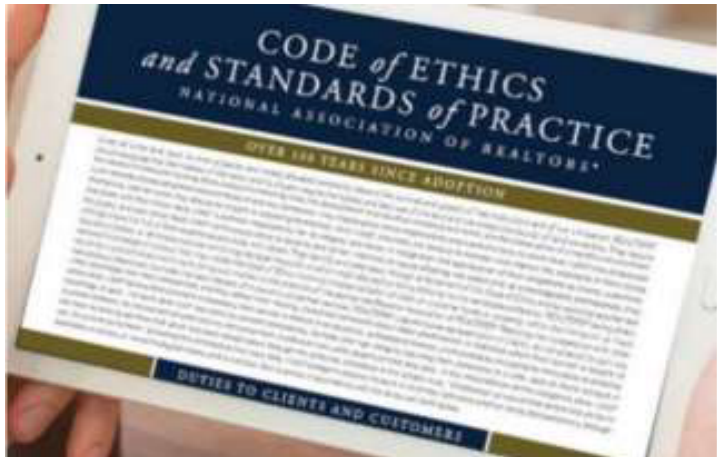
*Course qualifies for the Virtual Card

HGAR Classes are Currently Being Offered Via Zoom!
 Please contact our Member Success Team with any questions!
support@hgar.com /914-681-0833



HGAR 22.5 Hour Virtual Education Card

Buy a Virtual Education Card and Save!
 Learn more at HGAR.com



REMINDER!

NAR Ethics Compliance due by December 31, 2021

Make sure you send your 2019-2021 dated Ethics Certificate to ce@HGAR.com

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

CALENDAR

NOVEMBER

- November 22**
Chili & Meatball Cook Off for RPAC
The Briarcliff Manor, Briarcliff, 5:30PM – 7:30PM
- November 30**
Breakfast with Benefits: “Working with First Time Buyers and Leveraging Community Assistance Programs”
Via Zoom, 9:30AM – 10:30PM

DECEMBER

- December 2**
HG Realtor Foundation & Neiman Marcus Present a Holiday Extravaganza
Neiman Marcus at The Westchester, White Plains, 6:00PM – 9:00PM

- December 6 – 9**
Triple Play 2021: Grow. Evolve. Thrive.
Atlantic City, NJ
- December 6**
Global Business Chat Ghana
Via Zoom, 10:00AM – 11:00AM
- December 8**
Breakfast with Benefits: “Instagram Secrets of Top Real Estate Influencers”
Via Zoom, 9:30AM – 10:30PM
- December 13**
WCR Installation: Murder Mystery - an Old Hollywood Whodunnit
The Briarcliff Manor, Briarcliff, 5:30PM – 9:00PM

- December 15**
HGAR Board of Directors & Holiday Reception
White Plains, 2:00PM
- December 23 & 24**
HGAR Offices Closed – Christmas Holiday
- December 31**
HGAR Offices Closed – New Year’s Holiday



BARRISTER'S BRIEFING

By Brian S. Levine, Esq



'Stand Up and Deliver'— Cooperation, Courtesy and The Code of Ethics

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

The holidays are quickly approaching and with it, the anticipation of holiday cheer, kindness, courtesy, and giving. While this is wonderful, as Realtors we should be embracing this attitude all year long. Sadly, whether due to the market, the business, political unrest, or some other factors, the real estate business has become rife with issues that stem primarily from the lack of kindness, cooperation, and professionalism. This duty starts with the Code of Ethics Preamble and continues with numerous articles. It even extends into the OneKey Rules and Procedures. Whether you realize it or not, being a Realtor is a privilege and an honor.

Not every real estate professional is a Realtor. In joining an association, you agree to hold yourself to a higher standard of honor, expertise, and professionalism. Failing to comply with the Realtors' tenets and Code of Ethics creates a bad image for the industry, your brokerage and you. It may even result with fines, Professional Standards hearings, with possible discipline or suspension and even lawsuits.

I've spoken about many of these issues in the past, however, in light of what has been reported by many as a downturn in professionalism and human courtesies, I think it timely to discuss it again and point out that all Realtors are responsible for not only promoting these principles, but also rooting out and reporting the violation of these principles. It is time to "Stand Up and Deliver."

The Preamble

Most Realtors recall from their earliest days in the profession that the Code of Ethics Preamble contains the "Golden Rule" (do unto others as you would have them do unto you). But the Code of Ethics goes beyond that. It states in the Preamble that because of the founding principles and importance of owning real estate, these interests create "obligations beyond those of ordinary commerce." As such, these interests "...impose grave social responsibility and a patriotic duty to which Realtors should dedicate themselves.... Realtors, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow Realtors a common responsibility for its integrity and honor."

Additionally, they are to "...eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession." Because of the need to promote the best interests of their clients and the public, Realtors realize that cooperation with other real estate professionals is in the best interest of those that utilize their services; therefore, Realtors should "not attempt to gain any unfair advantage over their competitor; and they refrain from making unsolicited comments about other practitioners." If their opinion is offered, it should be done in an "objective professional manner, uninfluenced by any personal motivation or potential advantage or gain."

Not only does the Code establish a standard of professional conduct, it also establishes a duty to act and identify those Realtors who violate the Code regarding matters relating to the public trust by stating that "Realtors having direct personal knowledge of conduct that may violate the Code of Ethics...bring such matters to the attention of the appropriate Board or Association of Realtors."

Key Words/Ideals

The Golden Rule	Obligations beyond ordinarycommerce
Grave social responsibility	Patriotic duty
Improve the standards of their calling	integrity and honor
Eliminate practices that damage/discredit/dishonor	Cooperate
Promote the best interests of clients/public	[Avoid] unfair advantage
Refrain from unsolicited comments about other practitioners	

These ideals set Realtors apart from other licensees. It raises the bar far above what is expected from the standard real estate licensee. Realtors should be proud to identify themselves and their title in this profession. These requirements embrace competency, fairness, and high integrity. I know of no other profession, other than perhaps doctors and lawyers, that establishes such a lofty ideal of moral conduct in business relations with the sole intent of preserving honesty, courtesy and professionalism. Today, more than any other time, we need to Stand Up and Deliver.

Article 1: Client Best Interests and Honesty to Parties

Article 1 sets the stage. "Realtors pledge themselves to protect and promote the interests of their clients." Simply put, the clients' interests come first. Making a commission is secondary. Our duty is to help our clients as best we can, even at our own detriment. Article 1 also says that Realtors must also "treat all parties honestly." This simple requirement goes to keeping a level playing field based on honesty and integrity. Without it, our profession is denigrated, and transactions become difficult, if not impossible.

So, what does that mean in practice? While Article 1 can be interpreted to encompass many things, the Standards of Practice (SOP) illuminate common issues that come up. It means:

- You CANNOT LIE on market value to obtain a listing by underpricing or overpricing (SOP 1-3)
- You MUST disclose and obtain approval before you can be a dual agent (SOP 1-5)
- You MUST present all offers/counteroffers objectively and as quickly as possible (SOP 1-6, 1-7, 1-8)

- You cannot share confidential information of your client (SOP1-9)
- Regarding showings, you CANNOT access or use the property in any fashion other than on the terms or conditions authorized by the owner, or permit others to do the same (SOP 1-16)

Concerning the use of the property under SOP 1-16, it's important to understand that this is a listing broker requirement. It means that a Realtor cannot impose additional requirements that the homeowner/landlord has not required in order for a cooperating agent to show the property. Things such as COVID forms, pre-approvals, W-2 production, credit check, or other information or forms cannot be required in order to show the property unless the client has authorized them. Conversely, if there are showing requirements, they must be complied with by everyone and not ignored.

Failing to comply with Article 1 can potentially bring a Code of Ethics complaint which can subject the offending party to discipline including letters of warning, required remedial classes, a fine up to \$15,000 and even membership suspension, not to mention the valuable time and interruption to your business activities. Realtors need to make the effort to identify those that fall short of their duties and obligations. Not just the Realtor who was affected...All Realtors need to be vigilant. The process cannot work without everyone being involved. Realtors can't be too busy to bother or simply put the onus on someone else. Their client's interests are at stake. Realtors need to support the Code and Stand Up and Deliver.

Showing Requirements: OneKey Rules and Procedures

As discussed above, a listing agent cannot impose additional requirements on a cooperating agent that have not been established by the homeowner/landlord. Further, the OneKey Rules and Procedures establishes showing requirements that all Realtor Participants must comply with. They are:

- Listing agents MUST provide reasonable access to all listings. Failing to provide access could be an Article 1 violation, as it may not be in the best interests of the client.
- ALL listings must be available to be shown within 24 hours of the effective date of the listing (unless there are instructions from the owner).
- Showing requests MUST be responded to "immediately," which means within three hours of receipt.
- If there are any restrictions regarding showings, they MUST be in writing (and presented upon request).

Selectively showing a property based upon a Realtor's personal desires, motivations, or financial gain is a violation of the rule. This rule requires that all Realtors be treated in the same fashion regarding showings and, above all, that all showings are scheduled and allowed in a timely fashion.

Failing to timely show a property may result in an Article 1 violation (not acting in the best interests of your client). It may also result in the assessment of fines by a Facilitator as well as a possible Article 3 violation. But if fines are to be assessed or a

Continued on page 23

LEGISLATIVE AFFAIRS

By Philip Weiden



Sizing Up the Election Results

This year was a year for local, and in some cases state elections, across the country. Virginia and New Jersey both had governor's races that had surprising outcomes.

In Virginia Glen Youngkin, Republican, defeated Terry McAuliffe, a Democrat for Governor. McAuliffe was expected to win easily but issues of jobs, school policies and a tough national political environment for the incumbent party enabled Youngkin to pull off an upset. Republicans also won the Virginia state Attorney General's race, and Lieutenant Governor's race. The GOP also won back the Virginia House of Delegates.

In New Jersey, Democratic Governor Phil Murphy who was ahead by about 10 to 15 points in the polls leading up to election day had a low single digit victory. His party also lost seats in the state legislature. Steve Sweeney the Democratic Senate President lost his race to an unknown candidate who spent next to no money on the race.

In Nassau and Suffolk counties power shifted away from the party in power toward the challengers. The issues mentioned were common, including higher inflation, labor shortages, rising gas prices and anger against ongoing pandemic restrictions.

In New York City Eric Adams won the mayoral election to replace outgoing Mayor Bill DeBlasio. Republican candidates picked up several council seats. Left wing challengers on the City Council also won their races. The incoming Mayor will have an adversarial City Council representing both political parties. Brad Lander won the Comptroller's race, and Jumaane Williams was re-elected to the public advocate's office.

The other dynamic to watch now will be the real estate industry vs. members of the City Council. The council may give the industry headaches but the mayor has praised the industry, pledged to be pro-business and end the fraught relationship that it had with Mayor DeBlasio.

Finally, in Westchester the opposite happened. Democrats held their own and did very well. George Latimer was easily re-elected as the county executive and the legislature will still hold a Democratic super majority.

Stay tuned for updates on these election races.

Legislative Affairs columnist Philip Weiden is the Government Affairs Director for the Hudson Gateway Association of Realtors.

**Subscribe to In-Depth
Call 914-681-0833**

New Members

Continued from page 12
 Poonam Mishra
 Julia B Fee Sothebys International Realty
 Tamer M, Mohamed
 Keller Williams Realty
 Yacquelin Moran
 Coldwell Banker Realty
 Kaycee Moreno
 Keller Williams Realty Partners
 Connie Murphy
 Howard Hanna Rand Realty
 Melissa A, Naclerio
 J. Philip Real Estate LLC
 Tameka Nelson
 Astor Lane Realty
 Ifeanyichukw R. Obi
 Century 21 Galvez
 Richard Ofori
 Exp Realty
 Kelly O'Neill
 Houlihan Lawrence Inc.
 Willie O, Ortiz
 Redfin Real Estate
 Erin Pak
 Five Corners Properties Inc
 Dana Palliser
 William Raveis-New York LLC
 Jenny V, Paredes
 Curasi Realty, Inc
 Hector Perez
 RE/MAX Town & Country
 Jose Perez
 Keller Williams Hudson Valley
 Jeannie Petraglia
 Keller Williams Realty Group
 Edward Piacente
 Coldwell Banker Realty
 Amy-Beth L, Pitura
 Giner Real Estate Inc
 Thomas Placek
 John J Lease REALTORS Inc
 Richard Pryor
 Librett Real Estate Group Inc.
 Alexa Reith
 Keller Williams Realty Partner
 Tahir Riaz
 Voro LLC
 Nicholas Rico
 Alexander Maxwell Realty
 Adriene Riggs Stewart
 Sheridan Residential Group LLC
 Anitrea C, Riles
 Redfin Real Estate
 Paul Risoli
 Corbett and Dullea Realty LLC

Gina Rivera
 Hudson Valley Home Connection
 Laisha Rivera
 SPIRALNY
 Marlyn D, Rivera
 Howard Hanna Rand Realty
 Keva K, Rivera-Ashton
 R New York
 Dondre D, Roberts
 BRE Services LLC
 Elias Rodriguez
 Exp Realty
 Keyonna T, Rogers
 Keller Williams Realty Partners
 Jeannette, Rosado de Andujar
 Core Realty Family
 Joseph Ruggiero
 RE/MAX Prestige Properties
 Deanna Savoca
 Keller Williams Realty Partner
 Darrin Schechter
 RE/MAX Town & Country
 Marisa Scott
 \Coldwell Banker Signature Properties
 Matthew Sepulveda
 Howard Hanna Rand Realty
 Kamilah Shah
 Keller Williams Realty Group
 James M, Shalley
 J. Phillip Real Estate
 Maria Shantie
 Axe Realty NYC LLC
 Charissa Sheptak
 LG Fairmont
 Marjana Shtjefni
 Compass Greater NY, LLC
 Mark Simon
 RE/MAX Prestige Properties
 Janice Singer Kovac
 United Real Estate LLC
 Trina D, Singleton
 Redfin Real Estate
 Robert W, Skinner
 Griffith Olivero
 Tonya D, Skoda
 Redfin Real Estate
 Sharon Slaughter
 Coldwell Banker Realty
 Christopher Smith
 Redfin Real Estate
 Ena R, Smith
 Exp Realty
 Katrinia D, Soares
 Howard Hanna Rand Realty
 Desiree Soriano
 Exp Realty
 Anthony P, Souza
 Keller Williams Realty Partners

Jake Y, Spirn
 Langsam Property Services Corp
 McKenna Stoltz
 Compass Greater NY, LLC
 Irina S. Straw
 Julia B Fee Sotheby's International Realty
 William T. Stuart
 Berkshire Hathaway Home Services New England
 Properties
 Platin Syla
 Scope Realty NYC
 Ariela Tapia
 Bailey Management Enterprises Corp.
 Amira Tatabay
 Mary Jane Pastor Realty
 Crystal Thomas
 Houlihan Lawrence Inc.
 Kimberly Thomsen
 Coldwell Banker Realty
 Marniqua Tompkins
 Move NYC Real Estate LLC
 Christine Torres
 RE/MAX Town & Country
 Pavel Turner
 William Raveis – New York LLC
 Yonara Valerio
 Coldwell Banker Realty, New City
 Francisco Valladares
 Coldwell Banker Reliable
 Artan Volaj
 Apex Realty

Elozor Weber
 ERealty Advisors, Inc
 Steven Weishaus
 Houlihan Lawrence Inc.
 Michele Weissman
 Hudson Valley Home Connections
 Lothryn Whitney-Goldman
 Renwick Real Estate
 Christina Williams
 DKC Realty Group LLC
 Dreama Wilson
 Keller Williams NYC
 Candace Winder
 Exp Realty
 Paul Wintergerst
 William Raveis-New York LLC
 Brian York
 Keller Williams NY Realty
 Mark Younger
 BHG Real Estate Choice Realty
 Sibel Zavaro Malka
 Compass Greater NY, LLC
 Kathy Zdanowicz
 Exp Realty
 *Indicates current member who opened an office as
 a broker.
 **Secondary Member

Douglas Elliman to File for Spinoff IPO



Scott Durkin,
CEO, Douglas Elliman
Realty, LLC

NEW YORK—Vector Group Ltd. announced on Nov. 8 that residential brokerage firm Douglas Elliman Inc. plans to file a Form 10 registration statement with the United States Securities and Exchange Commission in connection with its intended spin-off into a stand-alone, publicly traded company. The planned spinoff and IPO could take place as early as the fourth quarter of this year.

Douglas Elliman is one of the largest residential brokerage companies in the New York metropolitan area, which includes New York City, Long Island, Westchester and the Hamptons, and the sixth largest in the U.S. Since 2013, Douglas Elliman has expanded throughout Florida; California; Aspen and Snowmass, Colorado; Houston, Dallas and Austin, TX; and Massachusetts, including Boston, Cape Cod, Martha's Vineyard and Nantucket. Vector Group is a holding company for Liggett Group LLC, Vector Tobacco Inc., New Valley LLC and Douglas Elliman Realty, LLC.

Continued on page 23

Let our good name make yours stronger.


Get to know the Corcoran Difference.

corcoran
 BAER & MCINTOSH

CALL BROKER/OWNER DEBBIE BLANKFORT FOR A CONFIDENTIAL CONVERSATION • 914.522.5426
 VISIT OUR NY & NJ OFFICES IN ROCKLAND, ORANGE, BERGEN & MONMOUTH COUNTIES • CORCORAN.COM

©2021 Corcoran Group LLC. All rights reserved. Corcoran® and the Corcoran Logo are registered service marks owned by Corcoran Group LLC. Corcoran Group LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated.

#1 Privately Owned Real Estate Company in the Nation



Real Estate Services

THE REALTRENDS FIVE HUNDRED




JOIN THE #1 PRIVATELY OWNED LARGEST INDEPENDENT BROKER IN THE U.S.A.

At Howard Hanna | Rand Realty you get the best of both worlds, the innovation of the nation's largest family-owned broker with the local commitment of a family-run business.

Become part of the Howard Hanna | Rand Realty family

**Let's talk real estate,
Coffee is on us!**

Renee Zurlo
General Manager New York
renee.zurlo@randrealty.com.
845-239-2856
randrealty.com/careers



HOWARD HANNA ■ RAND REALTY
Homes of Distinction

Leading
REAL ESTATE COMPANIES
OF THE WORLD

LP LUXURY PORTFOLIO INTERNATIONAL



  @randrealty



HG Realtor Foundation Pub Night, El Coyote, Garrison, Nov. 9, 2021



Pub Night at El Coyote Restaurant in Garrison, NY



From left, Susan Radzilowicz, Mary Prenon, Cathleen Stack, Clayton Livingston and Liz Kolski



From left, Allyson Davidov, Stacey Schick, Charlene Marrero and Kathy Kane



Abbie Carey, Sylvia Wallin, Houlihan Lawrence, Cold Spring



Christian Ranco, Ruth Lara Deane and Justine Chillette

City, County and State Officials Celebrate Completion of \$53.5M Project in Yonkers

YONKERS—City of Yonkers, Westchester County and New York State officials joined with the Municipal Housing Authority for the City of Yonkers and The Community Builders recently to celebrate the completion of 172 Warburton at The Ridgeway, a new \$53.5-million mixed-income residential community in Southwest Yonkers.

172 Warburton at The Ridgeway continues the strong partnership between MHACY and TCB to transform Southwest Yonkers by replacing three outdated Cottage Place Gardens public housing buildings and a vacant, dilapidated three-story residence with a new, energy efficient eight-story elevator residential building containing 85 housing units, a 181-unit parking garage for residents of this project phase as well as the broader Ridgeway development.

An important feature of the project is a new universal pre-kindergarten center located at the street level of 172 Warburton that is operated by WestCOP to serve both lower-income families at The Ridgeway communities and the broader neighborhood. The pre-K center includes eight classrooms, a multipurpose room, a commercial kitchen, staff offices and an outdoor play area.

“Southwest Yonkers has a vibrant history, and this new public housing complex will provide residents with modern, high-quality affordable homes while also strengthening the entire community,” said New York Gov. Kathy Hochul. “This neighborhood is vibrant and inclusive, and with our ongoing investment to provide New Yorkers with new housing opportunities, this city will continue to grow and thrive.”

HCR Commissioner RuthAnne Vinasuskas said, “In partnership with MHACY and The Community Builders, we are driving the complete transformation of this neighborhood by replacing outdated buildings with modern apartments and a new pre-kindergarten facility to benefit the entire community. With the completion of 172 Warburton, our investment has yielded 327 newly constructed homes across four phases of development. By financing the preservation and reinvention of our aging but vital public housing, we are ensuring that more New Yorkers have access to safe, affordable homes in newly thriving communities like Southwest Yonkers.”

The unit mix of the 104,773-square-foot building includes 39 one-bedrooms, 31 two-bedrooms, and 15 three-bedrooms with a range of affordability.

The apartments include dishwashers, microwaves and air conditioning and the building includes a common laundry room and a rooftop resident center comprised of a resident meeting lounge space, an outdoor terrace with views of the Hudson River, and a fitness room. In addition to vehicle parking, there will be additional parking for 40 bicycles.

The project has been designed to achieve Enterprise Green Communities (EGC) certification. Green elements of the project include Energy Star appliances and a solar PV array to provide energy for a portion of the building’s common electricity needs.

Ten percent of the project’s units are accessible for people with disabilities, and 4% of the project’s units are adapted for the needs of the hearing and visually impaired.

172 Warburton at the Ridgeway is the fourth phase of a six-phase master plan to redevelop the Cottage Place Gardens public housing complex into The Ridgeway, a mixed-income community of choice in Southwest Yonkers. Constructed in the 1940s, the 256-unit Cottage Place Gardens long outlived its useful life. 172 Warburton aligns with the city’s long-term vision for revitaliza-



172 Warburton Ave., Yonkers

tion of this community identified in the Yonkers Choice Neighborhoods Transformation Plan and Warburton-Ravine URA plan.

The project has had a significant economic impact, creating or preserving more than 150 construction jobs over a 24-month construction period. The project also employed dozens of engineers, architects, lawyers, consultants and others in the development and finance industries, utilizing MWBE and local businesses. 172 Warburton also will employ at least 30 full-time staff to

operate the pre-K center and two to four new, full-time property management and maintenance positions.

Financing of the project was provided by SONYMA/Permanent Mortgage (\$11.15 million); NYS Homes and Community Renewal (HCR) Housing Trust Fund and Subsidy Loan Program (\$9.3 million); NYS Empire State Development (ESD) Restore New York Communities (\$2.25 million); Federal/State Low-Income Housing Tax Credit and Solar Tax Credit Equity (\$17.2 million); MHACY (\$750,000); City of Yonkers City HOME

Funds (\$500,000); Brownfield Cleanup Program Tax Credits (\$8.9 million), and New York State Housing Finance Agency (HFA) Tax Exempt Bonds (\$25.4 million).

Regions Affordable Housing was the syndicator for the project, providing equity for the tax credits. JP Morgan Chase Bank provided a letter of credit for the project’s bonds. Sterling National Bank provided a bridge loan for the Brownfield Cleanup Program Tax Credits BCP tax credits. Critical predevelopment loans for the project were provided by Leviticus Fund, TCB, and MHACY.

“Not since the Yonkers downtown daylighting have so many layers of government come together to serve the needs of our tenants,” said MHACY President and CEO Wilson Kimball. “172 Warburton is the type of Public Private Partnership that shows these partnerships produce terrific results, we are very grateful to New York State, Westchester County, the City of Yonkers and our partners at The Community Builders for making this level of quality affordable housing available to our tenants.”

MHACY, the second largest housing authority in the state behind New York City, has also been undergoing a major housing restoration over the past five years. Under the federal RAD (Rental Assistance Demonstration) program more than 1,700 units have been renovated.

Rockland County Firm Pays \$136 Million For Long Island Apartment Portfolio

SUFFERN—Locally-based Castle Lanterra Properties has acquired two Class A communities totaling 316-units in West Hempstead and Hempstead, NY for \$136 million.

The transaction was reported by JLL Capital Markets on Nov. 3. JLL marketed the properties on behalf of the seller. Castle Lanterra Properties, which is headquartered in Suffern, acquired the assets.

The portfolio consists of West 130 in West Hempstead and Metro 303 in Hempstead. West 130 comprises 150-units with one-, two- and three-bedroom units averaging 1,082 square feet. Metro 303 comprises 166-units with studio, one-, two- and three-bedroom units averaging 1,076 square feet.

Units feature custom kitchens with islands or breakfast bars, stainless steel appliances, walk-in closets, nine to 10-foot ceilings, in-unit washer and dryers and balcony/patios. The communities offer garage parking, fitness centers, pool with sundecks, business centers, courtyards with fireside lounges and grilling and private storage.

Situated at 130 Hempstead Ave. and 303 Main St., both West 130 and Metro 303 are walkable to three LIRR stations: Country Line Pass, Hempstead and West Hempstead Station. The stations provide rush hour service to Manhattan in approximately 50 minutes. The properties are convenient to two major airports, situated approximately 30 minutes from both John F. Kennedy Internal and LaGuardia Airports.

The JLL Capital Markets Investment Sales Advisory team representing the seller was led by Jose Cruz, Steve Simonelli, Andrew Scandalios, Jeffrey Julien, Michael Oliver and Kevin O’Hearn.

“We had very strong interest in Metro 303 and West 130 given the location and ability to add value to both of the assets,” stated Cruz. “The buyer pool



consisted of local and regional private buyers as well as regional equity groups looking to deploy capital in infill New York Area submarkets.”

Formed in 2009 by Elie Rieder, Castle Lanterra Properties (CLP) is a privately held real estate investment company focused on repositioning mul-

tifamily communities as well as acquiring quality, new-construction properties and emerging investment opportunities in other asset types in strategic growth markets throughout the U.S. CLP currently owns and manages more than 6,600 units across 25 properties throughout the United States.

Spotlight

Continued from page 11

cided on a St. Bernard dog because of its dependability and reliability. “We wanted something like the Teenage Mutant Ninja Turtles, who I always thought were strong, but still cute,” he noted.

After locating the artist who drew the Ninja Turtles cartoon, Singer hired him to design RobiDog and then found a Midwest company that specialized in mascot uniforms. Today, RobiDog is played by several different Robison employees. “They really love putting on the costume and walking around in it,” added Singer. “RobiDog can be their alter ego and everyone seems to love him”

Singer and his wife have three children—a daughter, 24 and twin sons, 22, all of whom attended the University of

Southern California. Even with his busy schedule, Singer finds time to take road trips, golf and ski. He’s also active in his local synagogue and is involved with the Boys & Girls Club of Northern Westchester.

Calling his relationship with HGAR “symbiotic,” Singer wants to ensure that Realtors are satisfied with Robison’s services so they can recommend them to their clients. “I know from personal experience I’ve been able to help a lot of agents and brokers. I’ve gotten calls on a Sunday about the heat not working the day before a closing, and we’re always there,” he said. “Having a good referral is so important. In fact, I’m still using most of the vendors that my Realtor recommended to me 25 years ago!”

HGAR Receives 2021 NAR Gold Global Achievement Award for Second Year in Row



By Mary T. Prenon

NEW YORK—The Hudson Gateway Association of Realtors, for the second year in a row, has been honored with the Gold Global Achievement Award from the National Association of Realtors.

This award acknowledges that HGAR's Global Business Council has demonstrated a solid level of service to its global members throughout 2021. The HGAR Global Business Council provides members with the tools and resources to connect globally with real estate professionals throughout the world. Some of the highlights from this year's activities included the Global Real Estate Summit as well as "Global Chats" with Brazil, Thailand, France, Texas, Australia and Ghana.

This year's Global Real Estate Summit was held live in Manhattan and expanded to include Realtor associations throughout the New York Metro area: the Brooklyn MLS, Greenwich (CT) Association of Realtors, Greater Bergen (NJ) Realtors, Liberty Board of Realtors, Long Island Board of Realtors, North

Central Jersey Association of Realtors and the Staten Island Board of Realtors.

"I'm thrilled with our award and what we accomplished over the past year," said Tony D'Anzica, Co-Chair of HGAR's Global Business Council and broker/owner of Dynamax Realty NYC, Inc. "I think the Global Real Estate Summit was definitely one of our highlights this year. Not only did we bring together eight regional real estate associations, but we also were able to offer presentations with various real estate experts from around the nation."

D'Anzica also noted that the Global

Real Estate Summit attracted one of the largest groups of real estate professionals with a designation of Certified International Property Specialist (CIPS). Emi Cacace of Portico Realty Group in Scarsdale has served as co-chair of the association's Global Business Council for the past three years and credited the hard work of the council for earning this award. "Even though we continue to live in the midst of a global pandemic, we were able to provide our members with the education, network opportunities and platform where they can grow professionally," she said. "We thank NAR for

recognizing our hard work once again. I am looking forward to next year and what we will have to offer."

The Global Achievement Award was presented to HGAR during the NAR Realtors Conference & Expo in San Diego, CA.

HGAR was also awarded the 2021 Outstanding Ambassador Association Award at the NAR International Night Out and Awards Ceremony during the NAR REALTORS Conference and Expo for its focused efforts in creating new and innovative programming benefiting both US and Portuguese Realtors.

March of Dimes 34th Annual Real Estate Awards Breakfast Raises \$1 Million

WHITE PLAINS—The March of Dimes Greater NY Market held the 34th Annual Real Estate Awards Breakfast on Nov. 4th at the Opus Westchester in White Plains. The event shattered its fundraising goal, raising more than \$1 million to support the March of Dimes' mission to improve the health of moms and babies.

Two visionary commercial real estate industry leaders were honored. Rella Fogliano, President & CEO of MacQuesten Development, LLC, received the coveted March of Dimes Real Estate Award and Louis R. Cappelli, Founder and Managing Member of the Cappelli Organization, received the Martin S. Berger Award for Lifetime Achievement.

The March of Dimes Real Estate Awards Breakfast was hosted by News 12 Networks' Emmy Award-winning Anchor/Reporter Tara Rosenblum.

Joe Apicella, Managing Director of MacQuesten Development, presented the March of Dimes Real Estate Award

Continued on next page



From left, Kylie Cappelli; Louis Cappelli; News 12 Anchor/Reporter Tara Rosenblum; Rella Fogliano; March of Dimes Development Director Annette Trotta and Patricia Valenti of Newmark who co-chaired the breakfast event.

Trustco Bank Mortgages*

Lending made easy and affordable since 1902.

- ❌ No Appraisal Fee, No Points
- ❌ No Borrower Paid Private Mortgage Insurance**
- ❌ No Tax Escrow Required
- ❌ Low Closing Costs, Low Interest Rates

New Construction Loans- Rate Locked for 330 Days from Application!

Come into any of our Hudson Valley locations and deal with one our friendly Branch Managers, who are also Loan Originators!

Orange County - Monroe Office (845) 782-1100 **Putnam County** - Mahopac Office (845) 803-8756 **Rockland County** - Airmont Office (845) 357-2435, New City Office (845) 634-4571, Nyack Office (845) 535-3728, Pomona Office Tel: (845) 354-0176

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

800-670-3110
www.trustcobank.com



TRUSTCO BANK®
Your Home Town Bank



Subject to credit approval. *Applicable to our portfolio mortgage product. If you fail to qualify for that product, you may be offered a mortgage that does have an appraisal fee, borrower-paid PMI, and a tax escrow account. **Private Mortgage Insurance. Lender Paid Private Mortgage Insurance on loans over 89.5% Loan-to-Value. Please Note: We reserve the right to alter or withdraw these products or certain features thereof without prior notification. NMLS #474376

What's Up With Paper (Less) Tips, Better Folder and File Management, iPhone Help and 'Tenkeyless' Keyboards?

TECH TALK

By John Vrooman
john@johnvrooman.com



Each year, the utopian goal of getting to a "paper-free" situation in the workplace (and/or at home) keeps getting closer. Unfortunately, we are still not there yet. Meanwhile, I thought I would share a few tips that can help you convert many of your current hard copy documents (that may be piling up somewhere) into digital documents that can then be organized and stored on your computer and/or be synced or backed-up to an online file storage location (such as Google Drive, Microsoft OneDrive, DropBox, etc.).

The initial task that needs to be accomplished is to convert your hard copy documents into digital documents by scanning them. Unfortunately, that is typically the time-consuming and most expensive part of the project. If you do not have a scanner yet, I suggest you get one that can scan photos, business cards, and documents. Ideally, the scanner will be a "duplex" scanner (able to scan both sides of a page at the same time) and come with software that specializes in scanning various types of items/documents. Epson and Fujitsu both make a wide variety of scanners that meet the above criteria. Links to both companies' scanner options follow... Epson scanners: www.epson.com/scanners; and Fujitsu scanners: www.tinyurl.com/yfyzkaac. (Tip: I recommend getting and using a desktop scanner that has an automatic document feeder).

The next, and final task is often the more difficult and time-consuming one (at least in the beginning). What is the task? It is the file naming and file management/organization process. To help with this I would suggest you consider using specialized software that can help with this part of the project. Mac users may want to check out a software program called "Hazel" by noodlesoft.com. Similarly, Windows users may want to learn more about the following software products "File Juggler" (fee), or "DropIt" (free). All the just mentioned software products can help to automate (or at least speed up) the processes of naming and moving/organizing files (such as newly scanned documents, etc.). Unfortunately, it will take time to learn and set up your initial automation tasks. However, once your automation tasks are set up, your scanning and file management-related operations should be able to be accomplished quicker and easier than ever before! The following are some courtesy links to the products mentioned above... Hazel (Mac): www.noodlesoft.com; File Juggler (Windows): www.filejuggler.com; DropIt (Windows): www.dropitproject.com

Another well-known vendor of (more expensive) scanning and document management solutions is Kofax. The following link leads to the company's "Desktop Productivity" software solutions (Mostly Windows): www.kofax.com/products/productivity

Suggestion: If/when you purchase a scanner, it will likely come with some free/included software that you should evaluate first (as you may conclude that the included software meets your needs).

Computer Folder and File Management Tips

Are your computer files well organized, or disorganized? If you said disorganized, or if you might be interested in some tips about how you might be able to name your computer's folders and files more effectively, I would encourage you to scan through the following YouTube search results. The search results include many videos that will provide you with some computer folder and file naming and organization tips and techniques...www.tinyurl.com/yk462utf

How to Add a Contact to an iPhone's "Home" Screen

If you are an iPhone user and periodically find yourself having to frequently communicate with someone, you may want to consider adding that person to your iPhone's "Home" screen. If this topic interests you, please check out an article titled "Keep Favorite Contacts on iPhone Home Screen with Contacts Widget" that I found on the iphonelife.com website. Here is a link to the article...<https://tinyurl.com/274u8276>

Some Good iPhone Contacts-Related Tips

Several useful iPhone contacts-related tips are found in an article titled "10 iPhone Contacts Tips and Tricks Apple Won't Tell You About" that you can find and browse through at the following webpage...www.tinyurl.com/c89nujwy (I'm confident that even experienced iPhone users may learn something new from this article.)

March of Dimes

Continued from previous page

to Rella Fogliano. The introduction included highlighting the transformational developments of Rella and MacQuesten in Mount Vernon, that have re-imagined the landscape of the city. Fogliano was coined "the George Baily of Westchester" at the event.

Joe Simone, President of Simone Development Companies, presented the Martin S. Berger Award for Lifetime Achievement to Louis R. Cappelli. His introduction included a tribute in pictures and music to his exceptional career, which includes extensive re-designs of Downtown White Plains, New Rochelle and beyond. His fingerprint has raised

the bar on real estate development. His vision is "investing in tomorrow," and building brighter futures for our communities.

Fogliano and Cappelli presented a \$1-million check to the March of Dimes. Patricia Valenti, Executive Managing Director for NEWMARK and March of Dimes Real Estate Awards Breakfast Chair along with Mark Weingarten, Partner at Del Bello Donnellan Weingarten Wise and Wiederkehr and March of Dimes Fund the Mission Chair, and Annette Trotta-Flynn, March of Dimes Development Director, accepted the record-breaking check.

What is a "Tenkeyless" Computer Keyboard?

A "tenkeyless" keyboard is a keyboard that does not include a numeric keypad. Most smaller screen laptops have tenkeyless keyboards. For most people, tenkeyless keyboards are fine. However, if you have a tenkeyless computer keyboard and miss not having a numeric keyboard you might want to consider getting a separate numeric keypad. The following link leads to a webpage at bestreviews.com that highlights several excellent product options to consider...www.tinyurl.com/2j3vs6yv

Take Notes While Watching Videos

The next time you find yourself trying to take notes while watching a video (and wishing that there was an easier way to do it), check out the following video note taking-related service that you may find interesting and possibly quite helpful... www.annotate.tv, www.videonot.es, and www.tuberslab.com

Google Docs Tips

Google Docs keeps getting better by constantly adding new and/or improved features and capabilities. If you have not been keeping up with Google Docs' new features and capabilities, I would encourage you to do so. To help you identify several of the latest Google Docs features, please check out the following links. Two of the links lead to techrepublic.com articles, and one leads to a howtogeek.com article...<http://urlbunch.com/~APWgr2> (FYI: The previous URL is case sensitive and can be slow to load.)

Reminders

This month's column (and previous ones) are available to be viewed at...www.realestateindepth.com/technology (Tip: If you read this column online, the links can simply be clicked on).

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

**Subscribe to In-Depth
Call 914-681-0833**

*We're Thankful
for You!*

Thank you for your continued support
as we celebrate another year.

Happy Thanksgiving from all of us at

AB Allan Block Insurance

sales@ambins.com | (914) 631-4353
www.allanblockinsurance.com

NYS Gaming Commission Issues RFI for Downstate Casinos

By John Jordan

ALBANY—While there is still a long way to go before any official award, the New York State Gaming Commission has issued a Request for Information from interested parties for either developing or operating three downstate New York casinos in the New York metro region.

While this is good news for downstate casino advocates, the RFI issued by the Gaming Commission on Oct. 20 states, “Respondents to this RFI should not anticipate award of a contract; this is an information gathering process only. This RFI is for planning purposes only and should not be interpreted as a solicitation for bids on the part of the State or the Commission.” Four upstate casino licenses have already been awarded by New York State, including the Resorts World Catskills Casino in Monticello, which is owned and operated by Genting.

The issuance of the RFI follows 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 Leg-

islature 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,

the process that should be used in the award consideration.

Frontrunners for the downstate licenses, should the process move forward include two existing gaming facilities—the Genting-operated Resorts

time had no comment on the governor’s statement.

A group of 60 business and labor organizations called “A Sure Bet for New York’s Future” lobbied state lawmakers earlier this year to have the downstate gaming award process move forward and award one of the casino licenses to the Empire City Casino in Yonkers.

The granting of a full gaming license to Empire City could fuel significant economic growth and jobs to the region. A spokesperson for Empire City Casino told *Real Estate In-Depth* earlier this year that if awarded a full gaming license and sports betting access, Empire City Casino owner MGM Resorts has committed to spend approximately \$400 million in the first phase of its planned investment at the Yonkers property.

John Ravitz, executive vice president and chief operating officer of The Business Council of Westchester said that allowing Empire City Casino by MGM Resorts to achieve its potential as a full-scale casino will continue to be The Business Council of Westchester’s top legislative priority. Ravitz, who is the Co-Chair of “Sure Bet for New York’s Future” Alliance, said that if Empire City secures the full gaming license it will lead to the creation of more than 10,000 direct and indirect hires; \$1 billion in economic activity and \$424 million in private investment.

“We hope that yesterday’s announcement by the state’s Gaming Commission will now give us an a transparent and expedited process to achieving the full-gaming license from Empire City Casino in 2022,” he said. “There should no longer be any delays put up to get this done. We already have the bricks and mortar in place. Let’s get this done now so New York can benefit from this huge economic development project.”



Back in June of this year, Mount Vernon Mayor Shawyn Patterson-Howard was among the speakers advocating for the state to grant a full casino license to Empire City Casino in Yonkers.

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.

The three casino licenses would be awarded to applicants in Zone 1, which consists of New York City and the counties of Nassau, Putnam, Rockland, Suffolk and Westchester. Based on the submittals, the Gaming Commission is seeking to determine the appropriate size and scope of development, the value of the gaming facility license and

World New York City at Aqueduct Race-track in Queens, as well as the MGM Resorts-owned Empire City Casino in Yonkers. Both facilities are Video Lottery Terminal gaming facilities and are not full-fledged casinos. Genting is also moving forward on another VLT facility in the City of Newburgh in approximately 90,000 square feet of space at the Newburgh Mall.

The New York Post has reported that Bally’s Corp., Wynn Resorts, and Las Vegas Sands are all expected to compete for a New York City-area casino license.

Gov. Andrew Cuomo in his State of the State address in January reported that he intended to issue a Request for Information for interested parties in securing up to three of the remaining casino gaming licenses in Downstate New York (New York City metro region) to be granted by New York State. However, the State Gaming Commission at the

Two Westchester Engineering Firms Merge

WHITE PLAINS—Two well-known Westchester planning and engineering firms who provide land use and project

firm’s headquarters will be at 1 North Broadway in White Plains where DTS has been located.



From left, Andrew V. Tung, ASLA, Esq., LEED AP; Gerhard M. Schwalbe, P.E.; Charles ‘Carlito’ Holt, P.E., PTOE and Brian Dempsey, P.E., PTOE, RSP1

design services for many development projects in Westchester County and the New York metro and Hudson Valley regions have joined forces.

Divney Tung Schwalbe, a White Plains-based planning, civil engineering and landscape architectural firm, and Provident Design Engineering, a traffic, transportation and civil engineering firm based in Hawthorne, have formed DTS Provident Design Engineering, LLP. The merger went into effect on Nov. 1. The

“We have known each other and worked on the same project teams since the 1990’s,” said Andrew Tung, who along with Jerry Schwalbe, are the principals of their firm which is celebrating its 50th anniversary. “We take a very similar approach to our clients with a focus on service and bringing an in-depth knowledge of the municipalities and counties in which we work. We are both locally founded and based, and we be-

Continued on page 22

ARE YOUR CLIENTS LOOKING TO INVEST IN FLORIDA REAL ESTATE? *Contact Us!*

As former New Yorkers we would love to work with you!

FOLLOW US ON IG @MARKETSALIGNED

Buyers Agent: But My client is an All cash New Yorker

Us: You and every other Realtor’s client in the entire state of Florida since last March 😊

Get in line buddy...



@MARKETSALIGNED



www.PremierIPGroup.net

Lianna C. Bianco
954.531.2844
Liannabianco@gmail.com

Ashlee O'Donnell
914.343.4832
Acodonn@gmail.com

Wall Street Earnings Soar Despite Pandemic

ALBANY—Wall Street's run of prosperity extended into the first half of 2021 with \$31 billion in pre-tax earnings, beating 2020's outsized first half profits of \$27.6 billion, even as job losses accelerated in New York City's securities industry, according to State Comptroller Thomas P. DiNapoli's annual report on Wall St.'s performance released recently.

"Wall Street's success during the pandemic has benefited New York's economy and finances during a difficult time. The securities industry's strong profits have helped shore up tax revenues and securities industry workers have been among the first to return to the office," DiNapoli said. "Financial markets move in cycles, however, and profits will subside at some point. As we prepare for an eventual slowdown in Wall Street's record activity, we need to ensure New York's Main Street, and its other vital sectors, are also recovering."

Securities industry performance is traditionally measured by the pretax profits of the broker/dealer operations of New York Stock Exchange (NYSE) member firms. There are now approximately 125-member firms, down from more than 200 in 2007, before the global financial crisis.

2021's first half gains were driven by some of the same factors that boosted profits last year: record low interest rates kept expenses down, strong trading volume, record earnings in subsectors like global equities—which had the strongest six-month period since 1980—and record revenues from underwriting and account supervision fees and investment advisory fees.

Initial third quarter results show continued strength, but there is risk that the industry's profit growth will slow as interest rates rise and make borrowing more expensive and federal monetary stimulus ebbs. It remains unclear if Wall Street's second half will maintain a trajectory that raises year-end profits above 2020's pre-tax revenue of \$50.9 billion or reaches the record \$61.4 billion the industry generated in 2009, the report stated. The city's June financial

plan forecast Wall St.'s 2021 profits returning to pre-2020 levels, which would be equivalent to a 46% drop and is unlikely given strong first half results.

Employment in New York City's securities industry declined by nearly 2% (or 3,600 jobs) in 2020 to 179,900 jobs. The loss of industry jobs in the city, at a time when profits are soaring, may be attributed to a combination of advances in technology and the relocation of jobs. In 2021, job losses appear to have accelerated with the industry on pace to lose 4,900 jobs, the report noted. By contrast, the city's financial plan forecast a 5.1% gain in securities employment in 2021, with the addition of 9,200 jobs.

This year the nation is on pace to add 23,000 securities jobs. Meanwhile, post-Great Recession, the U.S. has added 115,900 jobs since 2010, while the city has added 13,700 jobs, below its share of national employment.

Despite Wall St.'s job losses, New York remains the capital of the securities industry. Its statewide 196,800 securities jobs are double those of second-ranked California. New York's share of those jobs continues to decline, however, and it could be losing jobs to other parts of the country as industry employment grows in other states. As of August, the city was home to 17.8% of all securities industry jobs, a 32-year low.

The average salary (including bonus) for employees of the New York City securities industry in 2020 was \$438,450, a 7.8% increase over 2019's \$406,854 average salary. Since 2007, the industry's average salary in New York has been the highest in the nation, reflecting in part the concentration of highly compensated employees, such as chief executive officers, in the city. Wall Street salaries continued to be higher than any other industry and remained nearly five times higher than the \$92,330 average compensation for the rest of the city's private sector. In 1981, the gap was much narrower, with Wall Street's average salary only twice the average pay in the rest of the private sector.

The average bonuses paid out to



Wall Street firms generated \$31 billion in pre-tax earnings in the first half of this year.

NYC securities industry workers in 2020 grew by 10% to \$184,000 and made up 41% of wages. Based on the industry's increased set asides for compensation this year, the city forecast a 6.5% rise in the average bonus for 2021, which would raise bonuses above the post-recession record paid out in 2017. DiNapoli's office will release its estimate for 2021 bonuses in Spring 2022.

Wall St. accounts for just 5.2% of the city's private sector employment, but it made up one-fifth of all wages paid in the city last year and 55% of all private sector bonus payments. It also was responsible for 14% of all economic activity in the city, more than any other industry.

The securities industry comprised 6.8% of New York state's economy in 2020. And in city fiscal year (FY) 2021, the industry paid \$4.7 billion in taxes, most of it (74%) in personal income taxes, reversing two years of declines. It was also the source of 7% of all city tax collections in city FY 2021, the highest level since FY 2015, as many of the city's other sectors saw major declines due to the COVID-19 pandemic.

The state's greater reliance on personal income taxes for revenue, and absence of a general real property tax, means it relies more heavily on Wall St.

for tax revenue than the city. The industry accounted for 18% of all state tax collections (\$14.9 billion) in state fiscal year 2021, which ended March 31, 2021.

Wall Street has led the return to the office with a higher share of employees (29%) back at their workplaces (either hybrid or full-time) compared to Manhattan office workers overall (23%), in August 2021 according to survey data from the Partnership for New York City.

The Comptroller's report also noted:

- High incomes create economic activity in other employment sectors. One in nine jobs (or more than 11%) in the city and one in 16 jobs (more than 6%) in the state were associated with the securities industry in 2019. Each job gained or lost in the industry leads to the creation or loss of two jobs in other industries.

- In 2020, net revenue (gross revenue less interest expenses) grew to a record \$198.6 billion, an increase of 17.4% over 2019.

- In 2019 (most recent data), 41% of Wall St. workers commuted from outside of the city—the highest share of commuters of any major industry. The average round-trip commute for non-city resident industry employees was just over 74 minutes, the longest of any industry.

NY State DEC Denies Key Permits for Danskammer Energy Plant in Newburgh, Gas Project in Queens

By John Jordan

ALBANY—The New York State Department of Environmental Conservation announced on Oct. 27 that it had denied key air permits for the \$500-million Danskammer Energy Center project in Newburgh and the Astoria Gas Turbine Power project in Queens.

The two projects were widely supported by business and labor sectors, but were opposed by environmental groups and some politicians. After receiving more than 4,500 public comments on the project, the DEC denied the required Title V air permit for the Danskammer Energy Center in the Town of Newburgh in Orange County.

In a prepared statement, DEC Commissioner Basil Seggos said, "Our review determined the proposed project does not demonstrate compliance with the requirements of the Climate Leadership and Community Protection Act. The proposed project would be inconsistent with or would interfere with the state-wide greenhouse gas emissions limits established in the Climate Act. Danskammer failed to demonstrate the need or justification for the proposed project notwithstanding this inconsistency."

In the department's 14-page decision, Daniel Whitehead, director, division of environmental permits for the DEC, stated that Danskammer has the right to request an administrative adjudicatory



Danskammer Energy Plant, Newburgh, NY. CREDIT: SCENIC HUDSON

hearing regarding the denial of its Title V Application. If Danskammer wishes for such a hearing to be held, it must submit a request in writing within 30 days.

The Danskammer Energy project, which had been valued at \$500 million, was in the Article 10 process before the New York State Board on Electric Generation Siting and the Environment. Earlier this year it received a major endorsement from the New York State AFL-CIO. 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.

The project was opposed by many politicians and environmental groups. New York Gov. Kathy Hochul said of the DEC denials of the Danskammer and Astoria Gas Turbine projects, "I applaud the Department of Environmental Con-

servation'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."

Scenic Hudson President Ned Sullivan said specifically of the DEC's Danskammer permit denial: "The denial of an air permit for the proposed Danskammer fossil fuel plant shows loud and clear that Gov. Kathy Hochul and DEC Commissioner Basil Seggos are champions in efforts to confront the climate crisis and environmental injustice—the cornerstones of New York's Climate Leadership and Community Protection Act. Scenic Hudson is grateful to both,

and while we hope this step will end plans to construct such a needless and harmful facility, we will continue doing all we can to ensure it never gets built."

"We are delighted to see the DEC made this decision," said Dan Shapley, Interim Riverkeeper and Vice President of Programs at Riverkeeper in a report in the *Albany Times Union*. "We're glad to see the state is standing firm in the face of the reality that we need to reduce emissions, not increase them. This is a really important decision and a great day for our future."

Representatives of Danskammer Energy could not be reached for comment at press time.

The Astoria Gas Turbine project is being proposed by a subsidiary of NRG Energy. The project is expected to replace 50-year old power generators in 2023 with state-of-the-art technology reducing the total generating capability of the site and lowering on-site peak air emission rates by up to 99% per hour. A recent study showed the project would create 510 jobs per year during construction, 73 jobs per year during operations, and contribute more than \$325 million into New York's economy through 2040. Like the Danskammer project, the Astoria Gas Turbine project cannot move forward without the state Title V air permit.

Philip Morris to Move HQ from New York City To 677 Washington Blvd. in Downtown Stamford

By John Jordan

STAMFORD, CT—Philip Morris International will be relocating late next year from Downtown New York City to Down-

town Stamford, CT, specifically to the former UBS complex at 677 Washington Blvd.

Philip Morris announced in June its intent to relocate from New York City to Stamford, but did not reveal its pre-



677 Washington Blvd., Stamford, CT
PHOTO CREDIT: CONWAY & PARTNERS

ferred location, although there has been speculation of late that the company had selected 677 Washington Blvd.

Building owner George Comfort & Sons reported that Philip Morris International has signed a 12-year lease for 71,484 square feet, which encompasses the entire 11th and 12th floors of the office building. The company is relocating its headquarters from 120 Park Ave. in New York City and plans to take occupancy at 677 Washington Blvd. in late 2022.

The company is expected to shift 200 workers to its new U.S. headquarters and will house the Americas teams and members of other corporate functions. PMI's Operations Center will remain in Lausanne, Switzerland, to continue to support the business across the globe. The company employs a workforce of more than 71,000 worldwide.

The move comes as the company is shifting its focus to become a smoke-free business. Jacek Olczak, CEO of PMI said back in June when it first announced the move to the Nutmeg State, "Connecticut offers a valuable mix of technological know-how, future-forward thinking, and an open-minded approach to problem-solving. We consider it an ideal location for our new U.S. head office, where we will be working to more quickly achieve our vision of a smoke-free future. We are excited about what the state has to offer our company, our employees, and their families—and we very much look forward to integrating into the community in a meaningful way."

The Philip Morris lease was the largest of a number of recent deals at 677 Washington Blvd. that totaled approximately 120,000 square feet of space that has increased the property's occupancy rate to 95%. Three years ago, the three-building complex was entirely vacant.

In other activity at the property, XL Global Services, Inc. has signed an 11-year lease for a 21,879-square-foot portion of the 10th floor. Specializing in property and casualty insurance services, the firm plans to move from 70 Seaview Ave. in Stamford in the third quarter of 2022. Growth equity investor General Atlantic, which opted for a portion of the eighth floor earlier this year in a relocation from Greenwich, CT, has expanded its planned presence to a total of 21,879 square feet. In addition, Sandbrook Capital LLC signed a 10-year lease for 4,995 square feet on the eighth floor where it will take occupancy in the first quarter of 2022.

"We're pleased to welcome these tenants to 677 Washington Boulevard and to be bringing the complex closer to full occupancy," said George Com-

fort & Sons President and CEO Peter S. Duncan. "This property has long been regarded as a commercial centerpiece of Downtown Stamford, and the recent successful leasing activity here proves that it is as appealing as ever to a range of firms across various industries."

677 Washington Blvd. is a Class A complex located on more than 12 acres. It includes the 13-story Office Tower, the seven-story Pavilion, and a three-story retail and ancillary building.

Completed in 1998 to serve as the North American headquarters of UBS, the complex was gradually vacated over the course of a decade. George Comfort & Sons joined AVG Partners of Beverly Hills, CA in the property's ownership in early 2018, taking on operating and leasing responsibilities, as well as developing and executing the plan to reposition and re-lease the buildings.

George Comfort & Son's stated that the leasing activity, including the Philip Morris deal, represents a major step forward in cementing the property's standing as the center of Downtown Stamford. As part of ownership's ongoing repositioning program, upcoming plans for the site include the development of a 400-unit apartment building with an additional retail component, the company added.

Building ownership was represented in-house in all transactions by Duncan and Dana Pike. Representing Philip Morris International were Richard Bernstein and Steven Baker of Cushman & Wakefield; XL Global Services was represented by Trip Hoffman of Cushman & Wakefield; General Atlantic was represented by Rob Martin and Paul Kauffman of Jones Lang LaSalle; and Sandbrook Capital was represented by Adam Klimek and William Montague of Cushman & Wakefield.

FREE MONTHLY Legal Updates



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

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

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

LEGAL UPDATES SESSIONS

- » July 26
- » August 16
- » September 13
- » October 20
- » November 18
- » December 14

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



New York State Association of REALTORS®, Inc.

Two Westchester Engineering Firms Merge

Continued from page 20

lieve that makes a difference in today's regulatory environment."

Charles 'Carlito' Holt, managing partner of Provident, who has joined the new entity with Partner Brian Dempsey, noted that the firms are "a good fit." He added, "Our approaches are the same. We're committed to providing the kind of personal touch to the projects we are working on that comes when the principals are directly involved. We've been part of our communities from the start and that's our shared commitment to the future."

DTS has worked predominantly with the private sector helping guide its clients through the often lengthy and complex approval processes including Edge-OnHudson, the redevelopment of the former General Motors site in Sleepy Hollow, and the creation of Chappaqua Crossing on the former Reader's Digest campus in the Town of New Castle. Among its other current projects are the conversion of a former office building site to multi-family residential use at 3 Westchester Park Drive in the Town of Harrison, and the development of the Broadview Senior Living complex on the SUNY Purchase campus in Purchase.

Provident's clients are split 60-40 between the private and public sectors. Among its recent high-profile projects are representing the Town of Goshen in Orange County in its review of LEGOLAND New York on Route 17, and the Town of Mount Pleasant in its review of the \$3-billion North 60 biosci-

ence complex planned for the "North 60" site adjacent to the Westchester Medical Center in Valhalla. Its current projects include a traffic review study for the planned redevelopment of the United Hospital site in Port Chester and the upgrade of 40 traffic signals and associated roadway improvements in New Rochelle.

DTS services include land planning and approvals, site and civil engineering, landscape architecture, and project management. Provident, whose principals previously worked for Raymond Keyes Associates (RKA) and TRC Engineers which acquired RKA, provides similar site/civil services, as well as transportation planning and traffic engineering services for municipalities, public agencies and private developers. RKA also had deep roots in the county, having served clients within the metropolitan area since 1957.

Schalbe said that DTS has long pursued the goal of "Intelligent Land Use, which entails thinking outside the box and the boundaries of the site. With Provident we gain transportation expertise and municipal engineering experience which is a major plus for clients."

Dempsey noted that "we have collaborated as co-consultants on projects for more than 20 years. By joining forces, DTS Provident brings greater resources, capabilities, and efficiencies for wider and deeper coverage under one roof. It makes sense for us and for our clients."

More People

Statewide Abstract Corp., the oldest family-owned title insurance company in Westchester, has added Realtor **Susan Davenport Panny** to its roster of real estate professionals.

Panny has been licensed to sell real estate in New York for the past 20 years and Connecticut for the past six years and is currently with RE/Max Classic Realty in Somers. She serves on the board of NAHREP Westchester as Educational Director and is a former member of Master Networks. She resides in Mahopac with her two daughters.



Susan Davenport Panny

Waterstone of Westchester, White Plains' newest senior community offering upscale independent living accommodations with optional supportive care services, has announced the appointment of **Charlene Yerkovich** as its new Senior Advisor.

Yerkovich of Congers has more than 10 years of experience in the senior living industry. Prior to joining Waterstone of Westchester, she served as Executive Director of a senior living community in Norwood, NJ, after being promoted from her Assistant Executive Director role in Ardsley, NY.



Charlene Yerkovich

Nicole Tompkins has been named **Rhinebeck Bank's** new Vice President, Area Retail Leader for Orange County.

Tompkins, an Orange County native, joins Rhinebeck Bank with more than a decade of banking experience and significant knowledge of the local market. In her new role, she supervises the bank's Goshen, Monroe, Warwick, Middletown and Newburgh branches.

An active member of the Orange County community, especially with the Orange County Chamber of Commerce, Tompkins has served on the Chamber's Ambassador Committee since 2018. She has also recently been named chairperson of the Chamber's new Women in Business Committee, which will start next year, and was nominated for the Chamber's board of directors for a three-year term starting in 2022. She also serves on the Hudson Valley Leadership Council for the American Cancer Society and on the Warwick Valley Chamber of Commerce board of directors. She lives in Orange County with her husband and two daughters.



Nicole Tompkins

Douglas Elliman to File For Spinoff IPO

Continued from page 15

As a standalone, publicly-traded company, Douglas Elliman will pursue profitable growth opportunities through the expansion of its footprint, adoption of cutting-edge property technology and investments in PropTech companies through New Valley Ventures LLC, continued recruitment of best-in-class talent, acquisitions, acqui-hires and operational efficiencies. Douglas Elliman will employ a disciplined capital allocation strategy aimed at generating sustainable long-term stockholder value.

"The filing of the Form 10 registration statement is an important milestone in our plan to create two independent publicly traded companies," said Howard M. Lorber, President & Chief Executive Officer of Vector Group and Chairman, President & Chief Executive Officer of Douglas Elliman Inc. "With a leading luxury brand and a comprehensive suite of technology-enabled services and investments, Douglas Elliman is well positioned to capitalize on opportunities in the large and growing U.S. residential real estate market. Following the spin-off, Vector Group's separate tobacco and real estate businesses will be better positioned to execute their strategic plans to drive each company's long-term success and unlock value for stockholders."

"Today's announcement reflects our confidence in the exciting prospects of Douglas Elliman as an industry-leading brand name differentiated by its utilization of and investment in a portfolio of innovative technology services and a best-in-class team of employees and agents," said Scott Durkin, Chief Executive Officer of Douglas Elliman Realty, LLC. "As we move forward on this path to establish Douglas Elliman as a standalone public company, our experienced management team remains committed to optimizing our existing portfolio of solutions, expanding our market footprint and making strategic investments in early-stage, disruptive PropTech companies that keep us and our agents on the cutting edge of the industry."

Completion of the transaction is subject to various conditions, including final approval by the Board of Directors of Vector Group, receipt of a tax opinion from counsel and the effectiveness of the Form 10 registration statement. If all conditions are met, the spin-off is on track for completion late in the fourth quarter of 2021.

Douglas Elliman will register its common stock under Section 12 of the Securities Exchange Act of 1934 and has applied to list its common stock on the New York Stock Exchange (the "NYSE") under the symbol "DOUG." Following the spin-off, Vector Group will continue to trade on the NYSE under the symbol "VGR."

'Stand Up and Deliver'—

Continued from page 14

Code of Ethics violation is to be brought, it must be initiated by a Realtor; someone who has integrity and honor and will not permit bad actors to continue to disrupt honest business. That Realtor must Stand Up and Deliver.

Rules Enforcement Facilitators

One of the biggest offenses being identified in our area are that agents are not communicating or cooperating regarding setting up showings or in presenting offers. What may not be realized is that, aside from filing a complaint pursuant to the Code of Ethics, a broker may engage the services of a Rules Enforcement Facilitator if there isn't timely cooperation (we're talking a few hours) regarding these issues and Facilitators are authorized to apply fines, starting at \$500, for the lack of timely communication and compliance.

Facilitators are appointed by OneKey MLS to resolve broker-to-broker disputes regarding showings and presentations. They can resolve the following disputes:

- Cooperating broker/agent is having difficulty making a showing appointment.
- Listing broker/agent is not providing timely production of written showing instruction from owner.
- Listing broker/agent is not making timely arrangements to present an offer.
- Cooperating broker/agent is not making timely arrangements to present counteroffer.
- Listing broker/agent is not providing timely production of owner's written waiver of offer presentation.
- Cooperating broker/agent is not providing timely production of buyer's written waiver of offer presentation.
- Listing broker/agent is not providing timely return of offer acknowledgment form or sworn declaration that offer was presented.

In order to engage a Facilitator, the Realtor must first try to resolve the issue themselves. If that fails, then they need to engage the help of their broker/manager to try to resolve the matter. If that fails, then the broker/manager (not the agent) may contact the Facilitator to ask for help.

Once engaged, a Facilitator will attempt to reach the offending broker by phone/text to resolve the matter. If there is no response (usually after an hour or two), then the Facilitator will usually follow up with another call or provide a Facilitator Request Form indicating what is required of the broker. If there is no response within one hour, then the Facilitator can apply an automatic fine (\$500- 1st offense; \$750- 2nd offense; \$1,000- 3+ offenses). If the broker or any agent violates a specific rule five or more times within a given 12-month period, then the MLS staff can refer the broker to the MLS Rules Enforcement Committee for a hearing. This committee can apply the same discipline as a Professional Standards Hearing Panel (i.e. up to a \$15,000 fine, membership suspension).

Facilitators are available to assist Realtors; however, the Realtor must act swiftly. If there is no immediate response, then the Realtor must go into action and engage their broker/manager as soon as possible. Their client's best interests are at stake. That broker/manager must also be decisive and engage; first with the broker, and then with the Facilitator if there is no response. Without all the parties working together, the rule is worthless. The objective is to obtain access and communication, not to fine; although the fine is the "teeth" in this situation if there is noncompliance.

The hope is that with enough Realtors working in unison to enforce compliance, the tables will turn, and the days of lackadaisical communication and cooperation will come to an end. Uncooperative brokers will continually incur fines and many may see themselves before a HGAR tribunal requiring them to account for their actions and possibly fining them or suspending their membership. The key is, Realtors need to 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 the reputation and trust from the public. Being a Realtor means something special. It's an honor, a duty and 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.

Pest Control Experts for Over 85 Years!

Specializing in:

- ipm • termites inspections • termite control • sentricon always active baiting system • residential/commercial • schools/institutions • board certified entomologists • wildlife trapping and removal • npma quality pro /green pro/schools • parkway green pest solutions (green shield certified)

SINCE 1932

PARKWAY
PEST SERVICES®

1 (800) 220-park (7275) - 914 725-5997

HGAR affiliate of the year 2016

www.parkwaypestservices.com

pat@parkwaypest.com

Member: NPMA, NYSPPMA, APS, ESA, HGAR, WCR, PUAA

One Key

MLS

Our Mission Statement:

To provide the most accurate, reliable, trusted real estate data and tools for REALTORS® and consumers alike.

Linda Lugo

CHAIRPERSON OF ONEKEY™
MLS BOARD OF MANAGERS

"Staying up to date with the latest industry related technology is important. OneKey™ MLS is committed to providing REALTORS® with a range of robust tools, many of which are free, that will help you serve your customers better and grow your business. By providing you with easy access to state-of-the-art real estate products and services, we give you the edge over the competition in your marketplace."



Need help becoming a tech savvy agent?

No problem - check your Hudson Gateway communication channels for information on registering for our free webinar: "Learn & Earn with OneKey MLS Tools & Technology" featuring Dana Nowick, Marketing Director



OneKey™ MLS has a deep commitment to providing REALTORS® with a range of robust tools that will help you generate more income.
Visit www.onekeymlsny.com today!