



**President's Message**

**A Look Back at 2016**

I would like to thank all of the HGAR family for giving me the opportunity to serve this association and experience the sense of fulfillment that comes from working with positive, conscientious and innovative individuals.

These individuals allowed me to take my vision and see it become reality in 2016. In my installation speech, I called for more meaningful and broader outreach programs by improving this association's communication with its members. I believed that if we did a better job of speaking all the languages of our membership, whether it be the language of email or social media or face-to-face events, they would come to realize the true value of this organization and use the tools and resources that we have worked so hard to create.

I couldn't be more pleased with what we have accomplished.

- We have taken our new website to another level by providing our members with their own personalized member portal so that when you log into our website, you are brought to your own page from which you can access all the services we have to offer, all from one location. In fact, this concept is so forward thinking that NAR is now following suit and designing a similar program.

- We have brought *Real Estate In-Depth*, HGAR's official trade publication, on line so that the many articles about our industry can be searched, read and shared at a click of your mouse.

- We expanded the activities of the newly launched Realtor Foundation so that in this year alone that entity handed out \$55,000 to 17 local charities.

- Our Education Council launched our Lunch and Learn program and now that the State has approved one-hour CE classes, it is sure to become one of our most well attended classes.

- From a day with the Yankees to Levity Live, our RPAC Committee worked hard to raise funds that help protect our industry, and I'm very pleased to report that thanks to their commitment and your participation HGAR met our dollar goal. This went hand-in-hand with the determination of our Legislative Council, staff and members who rallied and fought the proposed increase in the transfer tax in the city of Yonkers, or the move to adopt a Cease and Desist zone in Rockland County.

- When Governor Cuomo announced his Fair Housing Enforcement Program, to protect our members, the association, through committee, arranged an educational session for our managers and broker-owners on the challenges of helping their agents navigate real life encounters with the consumer.

- Finally, we executed another merger with a neighboring board, the Manhattan Board of Realtors, to create the Manhattan Chapter of the Hudson Gateway Association of Realtors, reinforcing our commitment to grow our membership and offer more opportunities for our members to enhance their business.

- I would be remiss if I did not mention the fact that while we worked diligently to tackle our long list of initiatives this year, the staff at HGAR was also able to move our offices to our new location, an impressive space that if you have not yet visited, is worth a trip.

2016 was truly a year where the services we provide our members were elevated to reflect the progressive and innovative association we can all be so proud to be a part of. I thank you all and I am humbled to have been given the once in a lifetime opportunity to lead this organization.



**Marcene Hedayati**  
2016 HGAR President



**FACTS & FIGURES**

	2014	2015	2016
<b>MEMBERSHIP</b>			
Realtors	9185	9785	10242
Affiliates	141	127	142
Other Accounts	72	63	51
<b>Total</b>	<b>9398</b>	<b>9975</b>	<b>10435</b>
Realtor Firms	1088	1086	1148
Branch Offices	129	137	144
<b>Total Sites</b>	<b>1217</b>	<b>1223</b>	<b>1292</b>
<b>HUDSON GATEWAY MULTIPLE LISTING SERVICE, INC.</b>			
No. Participating Offices	1,258	1293	1400
No. Affiliates	17	16	44
<b>Total Accounts</b>	<b>1,275</b>	<b>1309</b>	<b>1444</b>
<b>No. Single Family Sales</b>			
Westchester	5,394	5731	6213
Putnam	763	894	1088
Orange	2,204	2746	3479
Rockland	1,514	1830	2050
<b>Total</b>	<b>9,875</b>	<b>9371</b>	<b>12830</b>
<b>Median Sale Price, Single Family House</b>			
Westchester	\$ 635,000	\$628,875	\$ 624,000
Putnam	\$ 310,000	\$310,000	\$ 325,000
Orange	\$ 231,250	\$225,000	\$ 229,000
Rockland	\$ 400,000	\$415,000	\$ 425,000
<b>PROFESSIONAL STANDARDS</b>			
No. Arbitrations	0	5	1
Total amount arbitrated	0	\$ 87,598	\$ 6,250
Average claim per arbitration	0	\$ 17,519	\$ 6,250
No. Mediations	5	7	2
Total amount mediated	\$ 64,500	\$ 78,583	\$ 31,350
Average claim per mediation	\$ 12,900	\$ 11,226	\$ 15,675
No. Ethics Hearings	6	11	22
No. Appeals	1	1	2
No. Ombudsman sessions	8	4	1
Other actions w/o hearing	4	13	30
<b>Total Actions</b>	<b>24</b>	<b>29</b>	<b>58</b>
<b>EDUCATION</b>			
No. Classroom Courses	119	150	196
Enrollments	3285	2862	3380
No. On-line Courses	28	42	36
Enrollments	682	1330	1658
No. Orientation Classes	33	36	32
Enrollments	1006	1039	1110
Matrix MLS Training Classes	99	61	81
Enrollments	3109	1657	2288
<b>Total Courses</b>	<b>279</b>	<b>289</b>	<b>345</b>
<b>Total Enrollments</b>	<b>8082</b>	<b>6888</b>	<b>8781</b>
<b>REALTORS POLITICAL ACTION COMMITTEE</b>			
Amount Contributed	\$135,950	\$149,104	\$ 147,759
Percent of goal	104%	103%	102%
No. Contributors	2219	2553	2173
Percent of goal	105%	96%	66%



**Dorothy Botsoe**  
President-Elect,  
HGAR



**Drew Kessler**  
Immediate Past  
President



**Clayton Livingston**  
Regional VP,  
Westchester/Putnam



**Russell Woolley**  
Regional VP,  
Rockland



**Barry Kramer**  
Regional V P,  
Westchester/Putnam



**John Lease III**  
Regional VP,  
Orange



**Richard K. Haggerty**  
Chief Executive  
Officer



**HGAR**  
Secretary/Treasurer  
Pamela Jones

## Professional Standards, Fair Housing And Cultural Diversity

2016 was a very busy year for the Grievance and Professional Standards Committees, processing 58 ethics complaints and arbitration requests. The Professional Standards Committee conducted one arbitration hearing involving more than \$6,000 in disputed funds and two successful mediations. The Committee also conducted 22 ethics hearings and one successful ombudsman/mediation session that resolved a complaint prior to it going to a hearing. A Panel of HGAR Directors conducted two appeal hearings of an Ethics Decision. In addition to the 28 matters addressed by the Grievance, Professional Standards and Mediation Committees, 30 matters were withdrawn or dismissed prior to a hearing or mediation.

HGAR's Fair Housing and Cultural Diversity Committee hosted a very successful and well received reception on October 24th which featured international artwork and cuisine. The speaker was Soknan Han Jung, a former United Nations senior official with high-profile services in diplomacy and international development. Ms. Jung shared her experiences of traveling the world over a thirty year period and presented some of the artwork collected from her travels.

## Organization and HGAR Foundation

During 2016, HGAR relocated its headquarters to One Maple Ave. in White Plains to brand new space designed by Julia Lindh and her team from MKDA Architects and constructed by Eric Kelly and his team from William A. Kelly & Company. We had our grand opening and ribbon cutting for the new location in July of 2016 with many members and dignitaries in attendance, including White Plains Mayor Tom Roach and Congresswoman Nita Lowy. At the Annual Member's Day in October the membership approved a merger with the Manhattan Association of Realtors, adding Manhattan as part of HGAR's official jurisdiction.

The Hudson Gateway Realtor Foundation continued its charitable works raising tens of thousands of dollars at pub nights, a formal gala at the Glen Island Harbour Club, and a Holiday Party at the Westchester Hills Golf Club. In total the Foundation awarded \$55,000 to the following local charitable organizations: Association for the Visually Impaired, Community Capital New York, the Food Bank for Westchester, Friends of Karen, Furniture Sharehouse, Hi-Tor Animal Shelter, White Plains Business Improvement District, Volunteer New York, Children's Village, People to People, Support Connection, Inc., SPCA of Westchester, Legal Services of Hudson Valley, Habitat for Humanity of Greater Newburgh, Inc., Drug Crisis In Our Backyard, Green Chimneys, and Make a Wish.

## Education Council and School of Real Estate

The School of Real Estate had a very successful year with more than 195 "classroom" courses offered at the three HGAR locations; White Plains, West Nyack and Goshen, accommodating over 3,380 attendees. In addition to the classroom courses, HGAR offered 36 on-line courses with over 1,656 enrollees. More than 80 Matrix training courses were offered during 2016, all of which were eligible for continuing education credit. In total the School conducted 345 classes with approximately 8,871 enrollments.

With the assistance of the Faculty Committee, the School of Real Estate offered 11 new classes to rave reviews. The School continued the popular Class Express program, which offers significant discounts for education classes; and over 1,050 HGAR members took advantage of the program.

Additional accomplishments for the Education Council and the School of Real Estate include:

- Implementation of the Lunch & Learn program with sponsorships.
- Introduced more competitive pricing for online pre-licensing courses—resulting in a dramatic increase in attendance.
- Significant upgrades were made to the Education section of the HGAR website and agent portal making them much more visible and user-friendly.
- Improvements have been made to the online registration process for classes—making it much easier and more direct.
- Surveys have been implemented at the early stage of live licensing programs to determine how they found our RE School so we can do a better job of target marketing.
- Three new instructors have been added to supplement and upgrade our faculty roster (this does not include the addition of any outside instructors we bring in for special programs).
- In 2017 HGAR will commence offering NAR designation courses online through our school, broadening the options for our members.

## 2016 Awards

**REALTOR OF THE YEAR** -Gary Leogrande, Keller Williams NY Realty, White Plains

**AFFILIATE OF THE YEAR**-JoAnne Murray, Allan M. Block Agency, Inc., Tarrytown

**PRESIDENT'S AWARD**-HGAR Staff

**ALBERT P. SCHATZ LEGISLATIVE ADVOCACY AWARD**

Nancy Kennedy, Houlihan Lawrence Inc., Croton-on-Hudson

Paul Kennedy, Houlihan Lawrence Inc., Croton-on-Hudson

**EXTRA MILE AWARD** John Lease III, John J. Lease Realtors, Newburgh

**STEPHANIE CRISPINELLI HUMANITARIAN AWARD** Bonnie Koff, William Raveis Legends Realty Group, Tarrytown

**SPIRIT AWARD** Roberta Bangs, Better Homes and Gardens Rand Realty, New City

## 2016 Legislative Advocacy

The 2016 agenda of the Legislative, Legal and Political Affairs Council chaired by John Lease was busy and extensive. Below is a summary of the political issues and advocacy engaged in by HGAR on behalf of our members.

**RPAC:** Much of what is accomplished in the Legislative arena has its roots in the Realtor Political Action Committee. President Marcene Hedayati and RPAC Chair Laurie DiFrancesco did an outstanding job leading a team of tireless volunteers to meet our RPAC goal. The committee hosted several events that raised over \$30,000. We had a Happy Hour on the slopes that raised \$1,400, a Happy Hour at Brother Jimmy's that raised \$1,200, and a WCR event raised \$1,000. We also had a very cool RPAC shoe event hosted by Nancy and Paul Kennedy that raised \$1,165, a Realtor Yankee day raised \$7,000, a Boscobel event, \$2,000, and a game at the Rockland Boulders that raised \$1,700. We had our Annual Happy Hour on the Hudson at Billy Joe's Ribworks \$1,165, our new Members' Day RPAC luncheon raised \$9,750 and a comedy night at Levity Live \$3,300. In total we raised \$147,759 from 2,173 contributors. If you would like an RPAC and Legislative Briefing please contact Government Affairs Director Philip Weiden at Philip.weiden@hgar.com.

**Federal Issues:** The Realtor community scored many victories at the national level this year. HGAR vigorously opposed a plan by the Coast Guard to place barges on the Hudson River that would damage property values in the Rivertowns and erode our quality of life. HGAR and NAR also successfully lobbied Congress to enact condo legislation making more FHA loans available assisting new buyers who currently are unable to buy their first home.

**State Issues:** At the state level, Realtors were able to successfully defeat any hikes of state transfer taxes and mortgage recording taxes. We were able to get a vote in the State Senate on Co-op transparency legislation and came closer than ever before to getting this legislation passed in the State Senate. We also completed the first phase of the NY first-time homebuyer program that will allow married couples to put up to \$10,000 tax free in a savings account to be used towards the upfront costs of purchasing a home. Singles would be able to use up to \$5,000 tax free towards the upfront costs of a home.

**Local Issues:** HGAR successfully lobbied the City of Yonkers to defeat a doubling of the real estate transfer tax, which would have increased the cost of a home valued at \$500,000 by \$7,500. In Rockland we opposed the implementation of a cease and desist zone in Rockland County that would stop Realtors from being able to advertise their services to their customers. No decision has been made by the Department of State as of yet and we will keep you posted as we move forward.

**Political Advocacy:** HGAR representatives met with all the County Executives during the year about the state of our counties. We also met with all of our state legislators during NYSAR's Lobby Day in May and arranged for individual meetings locally to advocate HGAR's legislative agenda. We had productive meetings with both Senators Schumer and Gillibrand, as well as with Congressman Sean Patrick Maloney and Congresswoman Nita Lowey. Along with the Business Council of Westchester, we hosted a very successful reception at the headquarters in White Plains to thank our legislators for all of their hard work.



From left, 2016 Presidents Renee Zurlo (HGMLS) and Marcene Hedayati (HGAR) at installation and Centennial Gala



Award W



Foundation Gala, Sept., 2016: from left, Richard Haggerty, Bonnie Koff, Stephanie Liggio, Maryann Tercasio and Drew Kessler



CID Economic Roundtable, with E from Westchester, Putnam, Orange April 2016



Hudson Gateway Realtor Foundation Check Presentation to Friends of Karen Dec. 2016



Make-a-Wish Committee at April 2016 Gala



Dan Harris of ABC News and Marcene Hedayati, HGAR President, at Members Day 2016



International Pot Luck and Art Show Oct. 2016

Sharlene Forman (left) presents Nancy and Paul Kennedy with the Albert P. Schatz Legislative Advocacy Award, Members Day Oct. 2016.



HGAR Staff wins the President's Award at Members Day, Oct. 2016

## HGAR 2016 Annual Members Day

The Hudson Gateway Association of Realtors celebrated its 100th year and Annual Member Appreciation Day on Monday, October 17th at the DoubleTree in Tarrytown. It was attended by more than 1,500 Realtors from the Bronx, Westchester, Putnam, Dutchess, Rockland and Orange counties and featured 80 exhibitors.

The keynote speaker was award-winning ABC News anchor and *New York Times* best-selling author, Dan Harris. Harris discussed how he stumbled upon meditation as a means of balancing the challenges of life and wrote a best selling book, "10% Happier," about the experience.

Other events of the day included breakout sessions on "Leveraging the Google Environment" presented by Warren Dow, of Lone Wolf Real Estate Technologies, and "The Memory Switch", by Matthew Goerke. A "Fair and Ethical Housing," class was presented by Leon Cameron, HGAR Director of Legal Services and Leah Caro, HGAR Member and Immediate Past President of HGMLS. This year's event also included a special luncheon benefiting the Realtors Political Action Committee with guests, Karl Eckhart of NAR and Mike Kelly of NYSAR.

The Realtor association conducted the 100th Annual Meeting in its storied history and the membership, in a unanimous vote, approved the proposed merger with the Manhattan Association of Realtors. (MANAR). The business meeting also included the election of the 2017 Directors. The grand finale of the day's events was a celebratory cocktail reception.



Winners 2015



RPAC Lunch, Member Day 2016



Grand Opening and Ribbon Cutting of One Maple Ave., July 2016



DC Executives from the New York State Office of General Services and Rockland.



Sponsors at Broker Owner Manager Meeting, Oct. 2016



From left, CID President John Barrett, Mount Vernon Mayor Richard Thomas and HGAR CEO Richard Haggerty, CID Oct. 2016



From left, JP Endres, NYS Senator Andea Stewart-Cousins, Richard Haggerty, Lobby Day, May 2016



Director Installation 2016



From left, John Lease III, Cindy Schweizer and Larry Curasi, RPAC on the Hudson, August 2016

**CID Meetings - 2016**

Date	Guest/s	Subject	Venue
2/4/2016	Paul Adler, Bill Cuddy, John Lavelle, Glenn Walsh	2016 Commercial Brokers Forecast	HGAR
3/17/2016	Robert Weisz, CEO RPW Group	Hospital for Special Surgery	1133 Westchester Ave.
4/14/2016	William Mooney III, Richard M. Struck, Jill Varricchio, Bill Fioravan	Hudson Valley Economic Development Roundtable	HGAR
5/19/2016	John Cunningham, Colliers International Larry Gottlieb, HVEDC	IRG Plans for Pfizer Campus in Pearl River	Pfizer Campus
6/23/2016	Putnam County Executive, MaryEllen Odell	2016, "The Year of Business Development"	Putnam Golf Club
9/22/2016	Curtis C. Battles, New Canaan Advisors LLC	Craft Beer & Brewing Industry	HGAR
10/27/2016	Mt. Vernon Mayor Richard Thomas	Economic Development in Mount Vernon	HGAR
11/17/2016	Harrison Mayor, Ron Belmont, Frank McCullough, Jr., Esq.	Westchester Platinum Mile	HGAR

**Summary of Events 2016**

Date	Category	Event	Venue	City/Town	County
5/31/2016	BOM	Fair Housing Updates	DoubleTree Hotel	Tarrytown	Westchester
9/12/2016	BOM	New MLS Initiatives	HGAR	Goshen	Orange
9/19/2016	BOM	New MLS Initiatives	DoubleTree Hotel	Tarrytown	Westchester
9/29/2016	Breakfast with Benefits	Solar Energy	HGAR	White Plains	Westchester
10/31/2016	Breakfast with Benefits	On the Road at White Plains Hospital	White Plains Hospital	White Plains	Westchester
2/4/2016	CID	2016 Commercial Brokers Forecast	HGAR	White Plains	Westchester
3/17/2016	CID	Robert Weisz, RPW Group, HSS Expansion	1133 Westchester Ave.	White Plains	Westchester
4/14/2016	CID	Hudson Valley Economic Roundtable	HGAR	White Plains	Westchester
5/19/2016	CID	IRG Plans for Pfizer Campus	Pfizer Campus	Pearl River	Rockland
6/23/2016	CID	Putnam County Update, CE, MaryEllen Odell	Putnam Golf Club	Carmel	Putnam
9/22/2016	CID	2016, Craft Beer & Brewing Industry, Curtis Battles	HGAR	White Plains	Westchester
10/27/2016	CID	Mount Vernon, Mayor Richard Thomas	HGAR	White Plains	Westchester
11/17/2016	CID	Westchester's New Platinum Mile, Ron Belmont, Mayor of Harrison, Frank McCullough, Jr., Esq.	HGAR	White Plains	Westchester
3/12/2016	Fair Housing	Fair & Affordable Housing Expo	Westchester County Center	White Plains	Westchester
10/24/2016	Fair Housing	International Pot Luck and Art Exhibit	HGAR	White Plains	Westchester
1/21/2016	HGAR	Centennial Gala and Installation	Ritz Carlton	White Plains	Westchester
7/18/2016	HGAR	Grand Opening, Centennial Celebration	HGAR	White Plains	Westchester
10/17/2016	HGAR	100 Anniversary and Annual Members Day	DoubleTree Hotel	Tarrytown	Westchester
4/5/2016	HG Foundation	Pub Night	Pax Romana	White Plains	Westchester
6/28/2016	HG Foundation	Pub Night	202 Steakhouse	Somers	Westchester
7/25/2016	HG Foundation	Pub Night	Hudson Water Club	Haverstraw	Rockland
9/15/2016	HG FoundationPub	Monte Carlo Night Gala	Glen Island Harbour Club	New Rochelle	Westchester
12/6/2016	HG Foundation	Holiday Party	Westchester Hills Golf Club	White Plains	Westchester
5/5/2016	Make a Wish	Make a Wish Cocktail Party	The Clubhouse at Patriot Hills	Stony Point	Rockland
6/20/2016	Member Perks	Defensive Driving with Hudson United Insurance	HGAR	White Plains	Westchester
10/18/2016	Member Perks	Defensive Driving with Hudson United Insurance	HGAR	White Plains	Westchester
3/1/2016	NYACAR/HGAR	Happy Hour Networking Mixer	The Hudson Room	Peekskill	Westchester
3/3/2016	RPAC	Happy Hour on the Slopes	Thunder Ridge	Patterson	Putnam
4/27/2016	RPAC	Happy Hour Networking Mixer	Brother Jimmy's BBQ	White Plains	Westchester
5/24/2016	RPAC	Lobby Day	New York State Capitol	Albany	Albany
6/9/2016	RPAC	Shoe Candy Party	Ritz Carlton	White Plains	Westchester
7/27/2017	RPAC	Boscobel Shakespeare Festival	Boscobel	Garrison	Putnam
6/30/2016	RPAC	Day with the NY Yankees	Yankee Stadium	Bronx	Bronx
8/10/2016	RPAC	A Night with the Rockland Boulders	Palisades Credit Union Park	Pamona	Rockland
8/24/2016	RPAC	Happy Hour on the Hudson	Billy Joe Ribworks	Newburgh	Orange
11/10/2016	RPAC	A Night of Comedy	Levity Live Comedy Club	W. Nyack	Rockland
1/19/2016	YPN	Planning Workshop	HGAR	White Plains	Westchester
2/23/2016	YPN	Making Trulia & Zillow Work for You	HGAR	White Plains	Westchester
5/24/2016	YPN	Summer Kick Off Networking Event	The Pour House	Nyack	Rockland
6/21/2016	YPN	Co-ops & Condos - "Myths and Myth-Information"	HGAR	White Plains	Westchester
9/20/2016	YPN	Stop Thinking Like a Salesperson	HGAR	White Plains	Westchester
11/22/2016	YPN	The New Face of Video in Today's Real Estate Market	HGAR	White Plains	Westchester

**HUDSON GATEWAY  
ASSOCIATION OF REALTORS, INC.**

**President**  
Marcene Hedayati

**President Elect**  
Dorothy Botsoe

**Regional Vice President/  
Westchester Putnam**  
Clayton Livingston

**Regional Vice President/  
Westchester Putnam**  
Barry Kramer

**Regional Vice President/Orange**  
John Lease III

**Regional Vice President/Rockland**  
Russell Woolley

**Secretary/Treasurer**  
Pamela Jones

**Immediate Past President**  
Drew Kessler

**HGMLS President**  
Renee Zurlo

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Nina G. Betancourt  
Carol Christiansen  
Theresa Crozier  
Diane Cummins  
Don Cummins  
Katheryn E. DeClerck  
Laurie DiFrancesco  
J.P. Endres  
Gail Fattizzi  
Ronald Garafalo  
Angie Primus Gilford  
Carol A. Kope  
Nancy Kennedy  
Brian Levine  
Eydie Lopez  
Jennifer Mallory  
Kathleen Millich  
Myriam Ramos  
James Renwick  
Cindy Schweizer  
Mary Stetson  
Roberto Vannucchi

**HGMLS BOARD OF  
DIRECTORS 2016**

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**Vice President**  
Louise Colonna

**Secretary**  
Eileen Barrett

**Treasurer**  
Chirag Shah

**Immediate Past President**

Leah Caro

**HGAR President**

Marcene Hedayati

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Jeffrey G. Farnell  
Nancy Blaker Weber  
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Lawrence P. Curasi  
Gary Leogrande  
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Joseph Houlihan  
Hari Raj Singh

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Elizabeth Nunan  
Matthew Rand  
Donna Riniti  
Laurel Ursino

**HGAR/HGMLS**

**Chief Executive Officer**  
Richard K. Haggerty

**HGAR/HGMLS Legal Counsel**  
Dolgetta Law, PLLC

**Hudson Gateway Realtor  
Foundation****Board of Trustees:**

**President**  
Linda Crispinelli

**Vice President**  
Maryann Tercasio

**Secretary/Treasurer**  
Michael Graessle

Don Cummins  
Gail Fattizzi  
Kerry Fedigan  
Drew Kessler  
Bonnie Koff  
Harding Mason  
Richard Haggerty  
Chief Executive Officer, HGAR

**Leadership and  
Volunteerism**

HGAR salutes Gary Leogrande as our Realtor of the Year and JoAnne Murray of Allan M. Block Agency, Inc. as our Affiliate of the Year. They represent the very best that the real estate industry has to offer. Also, hundreds of member volunteers participated in the dozens of HGAR, HG Realtor Foundation and HGMLS Committees and special projects. Though we have space only to list the leaders, we thank each and every single member who made HGAR and its affiliated organizations as useful as they could possibly be to the membership.

**2016 Council & Committees**

**Communications Council**  
Debra Budetti, Chair

**Recognition/Awards Committee**  
Sharlene Forman, Chair  
Theresa Crozier, Vice Chair

**Broker/Owner/Manager Committee**  
Mary Stetson, Co-Chair  
Brian Levine, Co-Chair

**Member Perks Committee**  
Suzanne Lagle, Chair  
Elsa Seguinot, Vice Chair

**Member Experience Committee**  
Elizabeth Nunan, Chair  
Chirag Shah, Co-Chair  
Gail Fattizzi, Member Outreach  
Maryann Tercasio, Member Outreach

**Education Council**  
Gail Fattizzi, Chair  
Jennifer Mallory, Vice Chair

**Faculty Committee**  
Roberta Bangs  
David Moore, Co-Chair

**Legislation Council**  
John Lease, Chair  
Katheryn E. DeClerck, Vice-Chair,  
Orange  
John Kope, Vice-Chair, Putnam  
Russ Woolley, Vice-Chair, Rockland  
Barry Kramer, Vice-Chair, Westchester

**RPAC Committee**

Laurie DiFrancesco, Chair, Rockland  
Katheryn E. DeClerck,  
Vice-Chair, Orange  
Clayton Livingston,  
Vice-Chair, Putnam  
Leah Caro Vice-Chair, Westchester

**Association Outreach PAG**

John Lease

**Centennial PAG**

JP Endres, Chair

**Professional Standards Council**

Myriam Ramos, Chair

**Grievance Committee**  
Eileen Barrett, Co-Chair  
Sue Jackson, Co-Chair

**Mediation Committee**

Leah Caro, Chair

**Fair Housing Committee**  
Eydie Lopez, Chair  
Cedric Smith, Co-Chair

**Finance Committee (HGAR)**  
Pamela Jones, Chair

**HGAR Leadership Committee**  
Drew Kessler, Chair

**Make-A-Wish Committee**  
Eydie Lopez, Chair  
Kathy Milich, Vice-Chair

**HGMLS Finance Committee**  
Pamela Jones, Chair

**HGMLS Nominating**  
Leah Caro

**Realtor Foundation**  
Drew Kessler, Program  
Committee, Chair  
Bonnie Koff, Fundraising  
Committee, Chair

**NAR Directors**  
Dorothy Botsoe  
Drew Kessler  
Marcene Hedayati  
Leah Caro

**NYSAR Directors**  
Roberta Bangs  
Nina Betancourt

Dorothy Botsoe  
Eileen Barrett  
Leah Caro  
Diane Cummins  
Don Cummins  
Katheryn DeClerck  
Adam DiFrancesco  
Laurie DiFrancesco  
JP Endres  
Gail Fattizzi  
Phil Faranda  
Marcene Hedayati  
Pam Jones  
Drew Kessler  
Carol Kope  
John Kope  
Barry Kramer  
Jerry Lott  
John Lease  
Eydie Lopez  
Jennifer Maher  
Harding Mason  
Myriam Ramos  
Maryann Tercasio  
Russell S. Woolley

**Young Professionals Network**  
Chirag Shah, Chair

**Commercial Investment Division**  
John Barrett, President

**Women's Council**  
Pat Palumbo, President  
Empire Chapter



**Affiliate of the Year**  
JoAnne Murray, Allan M.  
Block Agency



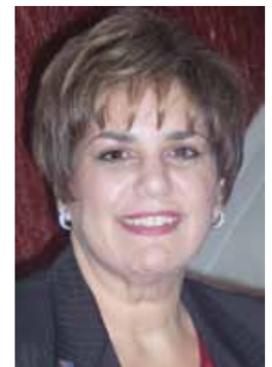
**Realtor of the Year,**  
Gary Leogrande, Keller  
Williams NY Realty

**Hudson Gateway Multiple Listing Service, Inc.**

2016 was a year of enhancements and new products for the Hudson Gateway Multiple Listing Service. In January of 2016 HGMLS entered into an agreement with Clarity Security to provide single sign-on and safe login MLS technology, utilizing the Clarity template dashboard to seamlessly transition from Matrix, RPR, Supra, and the members personalized webpage. HGMLS also added or contracted to add in 2017 three new products. The first product is InfoSparks and FastStats from Showingtime, powerful analytics tools to help empower agents when interacting with consumers. The second product is GoHGMLS, which will launch this month, a true mobile application that will make the mobile experience for Matrix more seamless. The third product is

Instanet, a complete transaction management system, which includes TransactionDesk, Authentisign (an e-signature solution) and Instanet forms, all of which will integrate with Matrix and Realist.

HGMLS continues to grow with over 1,400 Participating offices and 11,500 subscribing agents. In 2016 the HGMLS recorded 18,145 closings of residential transactions comprising single-family houses, condominiums, co-operatives, and 2-4 family houses. This was a significant 12.5% increase over 2015's total of 16,126 sales. HGMLS continues to have great success promoting Matrix training courses, with 81 classes offered and approximately 2,288 attendees in 2016.



**Renee Zurlo,**  
HGMLS President

**2016 COMBINED STAFF****Hudson Gateway Association of Realtors, Inc., Hudson Gateway Multiple Listing Service, Inc.**

**Richard Haggerty**  
Chief Executive Officer/HGAR  
and HGMLS

**Ann Garti**  
COO/HGAR and HGMLS  
Office Manager/HGAR Goshen Branch

**Gary Connolly**  
Director of MLS and  
Information Systems

**Vicky Gonzalez**  
Controller, Chief of Staff

**Leon Cameron**  
Director of Legal Services  
Professional Standards Administrator

**Jeff Marzo**  
Director of Technology

**Eileen Taus**  
Director of Education

**Karen Peters**  
Director, Membership Services  
Office Manager/HGAR  
West Nyack Branch

**Phillip Weiden**  
Government Affairs Director

**Mary Prenon**  
Director of Communications

**Cathleen Stack**  
Director of Marketing

**Kristine DiFrancesco**  
Director of MLS Training

**Michelle Gilliard**  
Communications Coordinator and  
Membership Services

**Lisa Andrade**  
Education Coordinator

**LaVerne Brown-Williams**  
MLS Services Support Coordinator

**Roseanne Lionetti**  
Executive Assistant and  
Membership Coordinator

**Karen Maloney**  
Member Services Coordinator

**Scott Clark**  
Information and Member Services  
Coordinator, Goshen

**Diane Marshall**  
HGMLS Subscriber Liaison/Lockbox  
Administrator

**Marie Tychyn**  
Information and Member Services  
Coordinator, White Plains

**Emily Jackson**  
Information and Member Services Coor-  
dinator, White Plains  
Lockbox Manager, HGMLS East

**Leah Warncke**  
HGAR Accounting Coordinator  
& CID Administrator

**Jennifer Gonzalez**  
HGMLS Accounting Coordinator &  
Membership Support

**Nancy Rubino**  
Putnam Liaison and Membership  
Auditing

**Jenny Finch**  
Receptionist, Goshen

**Jessica Mandakas**  
Receptionist - West Nyack