

Multifamily Boom Takes Hold in NYC Suburbs

By John Jordan

TARRYTOWN—The suburbs surrounding New York City, including Westchester County, are now in the throes of a multifamily development boom as major investors flock to downtown districts in White Plains, New Rochelle, Yonkers and Mount Vernon to build transit-oriented communities.

A panel of real estate investors at an event staged by The Business Council of Westchester on May 7th discussed the growing number of multifamily and mixed-use development projects under construction or near breaking ground in Westchester County's major cities near transportation hubs.

The BCW's newly launched "Urban Centers Initiative" kicked off with the program "Re-imagining Our Downtowns: The Residential Model" held at the Tappan Hill in Tarrytown. The panel featured: Seth Pinsky, executive vice president, RXR Realty; Martin Berger,



PHOTO BY JOHN VECHIOGLIA

Joseph Apicella, managing director of MacQuesten Development (far right), which is developing several multifamily projects in Mount Vernon, said one key to attracting new development is municipal investment in infrastructure.

managing principal of Saber Real Estate Advisors; Anthony Vulpi, vice president of development for Mill Creek Residential Northeast Division, and Joseph Apicella, managing director, MacQuesten Development. Geoffrey Thompson, partner with Thompson & Bender, was the moderator.

"Over the past several years we have witnessed a phenomenon sweeping across the downtown centers of Westchester's four most populous cities. The face, shape and dynamic of Yonkers, Mount Vernon, New Rochelle and White Plains are undergoing dramatic transformations, bringing new life and opportunities unlike anything we've seen in the last 50 years," said Marsha Gordon, president and CEO of The Business Council of Westchester. "These are exciting times for our cities and our county. But to capitalize on these opportunities we must understand what

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Task Force Formed as Indian Point Closure Criticism Mounts

By John Jordan

ALBANY—Gov. Andrew Cuomo announced the formation of an Indian Point Closure Task Force the same day as a joint meeting of committees of the State Assembly and Senate convened on the business and economic impacts the planned closure of the nuclear facility in Buchanan might have on the state and local economies.

The newly formed Indian Point Closure Task Force, announced on Feb. 28 by Gov. Cuomo, is to provide guidance and support to affected local municipalities and employees. The task force will partner with local governments to address employment and property tax impacts, develop new economic opportunities and work force retraining. The task force will also monitor compliance with the closure agreement, coordinate ongoing safety inspections and review reliability and environmental concerns, among other issues, the governor stated in his press announcement.

"The landmark agreement to close Indian Point 14 years ahead of schedule will protect the health and safety of all New Yorkers," Gov. Cuomo said.



The two operating nuclear reactors at the Indian Point Energy Center will cease operation by 2021.

"The creation of this new task force will help ensure potential impacts on the local community will be minimized and that an open dialogue is maintained throughout this transition process."

On Jan 9, Gov. Cuomo announced an agreement with Indian Point Energy Center operator Entergy Corp. to close the Indian Point facilities by April 2021. The deal calls for Entergy to cease all operations at Indian Point and will shut down the Unit 2 reactor in April 2020. Unit 3 will be shut down in April of 2021. The Unit 1 reactor was permanently shut

down in October 1974. In the event of an emergency situation, such as a terrorist attack affecting electricity generation, the state may agree to allow Indian Point to continue operating in two-year increments, but no later than April 2024 and April 2025 for Units 2 and 3 respectively. After the closure, the decommissioning process of the property will begin.

Thus far, the task force will consist of State Senator Terrence Murphy; State Assemblywoman Sandy Galef; Catherine Borgia, majority leader, Westches-

ter County Board of Legislators; John G. Testa, minority leader, Westchester County Board of Legislators; Linda D. Puglisi, supervisor, Town of Cortlandt; Joseph Hochreiter, superintendent, Hendrick Hudson School District; and Theresa Knickerbocker, mayor, Village of Buchanan. Other appointments to the task force are expected. The New York State Department of Public Service will be responsible for convening the task force.

State agencies on the task force will include: the Department of Public Service, Department of Environmental Conservation, Department of Labor, Office of Real Property Services within the Department of Taxation and Finance, Empire State Development, New York State Energy Research and Development Authority, Department of State, Division of Homeland Security and Emergency Services, education rep-

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NAR Survey Finds Generation X on the Mend

WASHINGTON— An improving economy, multiple years of strong job growth and the notable increase in home values in most markets fueled a greater share of purchases from Generation X households over the past year.

That new finding is according to the National Association of Realtors 2017 Home Buyer and Seller Generational Trends study, which evaluates the generational differences of recent home buyers and sellers. The survey addi-

tionally found that a growing number of Millennials and younger boomer buyers have children living at home; student debt is common among Gen X and boomer households; more Millennials are buying outside the city and younger generations are more likely to use a real estate agent. Generation X includes individuals born from the start of the 1960s to the late 1970s. Millennials encompass individuals born in the early 1980s to early 2000s.

Much of the spotlight in recent years has focused on the several challenges Millennials are enduring on their journey

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**NAR Chief Economist
Lawrence Yun**

INSIDE SPOTLIGHT ON



**Tony D'Anzica, JD
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is driving them and how we can ensure their continued success.”

Thompson reported that in White Plains there are 4,000 multifamily units that are either under construction or in the pipeline and approximately 500,000 square feet of new retail/commercial space. In the City of New Rochelle there are approximately 1,000 multifamily units under construction or approved, with another 2,000 units in the planning stages. He added that in Yonkers there is approximately \$1-billion in development projects underway. A total of 5,000 multifamily residential units have been recently completed, are under construction or approved for development. The hotel market in Yonkers is growing considerably with 1,200 rooms slated to be added to that sector. Finally, the City of Mount Vernon is also seeing significant development interest with 8,000 residential units either proposed, in the regulatory process or under construction. By 2018 the city expects to add more than 1 million square feet of new retail space, Thompson added.

Pinsky said the strong New York City economy has fueled tremendous commercial and multifamily growth in the New York metropolitan area. That development boon has fueled higher costs in not only Manhattan, but also in the outer boroughs of Brooklyn and Queens that have pushed some residents or apartment seekers out of those areas. He added that in two key demographics—millennials and empty nesters—“there is an increasing desire for walkable and diverse neighborhoods with character and transit connectivity.” Pinsky’s RXR Realty is currently building major residential projects in Downtown New Rochelle, Yonkers and elsewhere in the New York metro region.

He said another recent trend is that some suburban locations prime for multifamily development have reversed previous policies and are now welcoming new development. He said the suburbs in the past two decades had a difficult time retaining some segments of its population as well as businesses. Due to those market forces, government costs have increased, while tax revenues have declined or remained flat. He said that some communities are now welcoming new development and specifically cited major cities in Westchester County as clear examples of the new government mindset.

Another emerging demographic driving interest in new rental housing in Westchester are divorced parents that Pinsky noted are looking for a new lifestyle, but want to stay close to their children.

Apicella said that municipal investment in its infrastructure is a critical component to bringing in new development. Apicella is a former executive with Cappelli Enterprises, which built or proposed major high-rise multi-family and condominium developments in White Plains, New Rochelle and Yonkers. He now is an executive with MacQuesten Development, which is building the 81-unit, 11-story The Modern and is looking to develop 22 S. West, a 20-story mixed-use residential project located near the Mount Vernon West Metro North Railroad station.

He praised Mount Vernon Mayor Richard Thomas’ recent efforts in securing state funding for infrastructure projects that will help attract investment in the city.

Vulpi, whose firm Mill Creek Residential is developing Palisades Point, a 324-unit high-rise on the Yonkers waterfront, said that at its projects the diverse

mix of millennials and baby boomers/empty nester and divorcees have been driving sales throughout its portfolio.

He noted that the company forecast empty nesters and divorcees would make up about 15% of the leases signed at a property in Mineola, NY. In fact, the empty nester/divorcee niche made up approximately 50% of the apartment tenants at the property.

Berger stressed that a location in addition to having nearby transit, must offer diversity and cultural opportunities. His firm Saber Real Estate Advisors is looking to build “The Collection,” a mixed-use residential project to be built on the former Key Ford site on Westchester Avenue in White Plains. The project will feature luxury residential rental apartment units, retail space and a hotel.

“No one is going to move into a Westchester city only for an apartment unit,” he said. “They want a unique experience. They want culture and they want it at their doorstep. So, for a city to be successful, it is going to have to offer that unique experience within a stone’s throw away.”

As part of its Urban Center Initiative, the Business Council of Westchester has scheduled, in partnership with Fordham University, a panel discussion



From left to right, Joseph Markey, senior vice president and middle market leader, KeyBank (the event sponsor); BCW Chairman Anthony Justic; Joseph Apicella, managing director, MacQuesten Development; Anthony Vulpi, vice president of development, Mill Creek Residential Northeast Division; BCW President & CEO Marsha Gordon; Martin Berger, managing principal, Saber Real Estate Advisors; Seth Pinsky, executive vice president, RXR Realty; and program moderator Geoffrey Thompson, partner, Thompson & Bender

titled “Urban Renaissance: Emerging Trends in Transactions, Technology and Transportation” on May 10. The program will focus on how cities can sustain the momentum once projects are built. It will feature a panel of prominent real estate experts to discuss the latest issues, economic impact and emerging trends. Leading the program will be: Hugh Kelly, economist and special advisor to the Real Estate Institute at Fordham University’s School of Professional and Continuing Studies and author of the book 24-Hour Cities, and David Schiff, principal of VHB and chair of Westchester/Fairfield Urban Land Institute.

In the fall, the BCW will hold a series of focused meetings in each of the four cities with the mayors and commissioners as well as community and business leaders to create a “Playbook for Urban Centers.”

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Task Force Formed as Indian Point Closure Criticism Mounts

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representatives, and the New York Power Authority.

The same day the task force was announced a joint Senate-Assembly hearing in Albany was held on the Indian Point closure convened by State Sen. Joseph A. Griffo, chair of the Senate Committee on Energy & Telecommunications, and State Assemblywoman Amy Paulin, chair of the Assembly Committee on Energy.

At the session, state energy officials as well as a representative of Entergy testified on the specifics of the agreement and how the state and Entergy will deal with the expected economic fallout involving replacement energy as well as the loss of more than 1,000 jobs and significant reductions in municipal and school tax revenue.

A public hearing on the Indian Point closure was organized by State Sen. Terrence Murphy on March 2 at the Plumbers and Steamfitters Local 21 meeting hall in Peekskill. **Editor's Note: See story on page 14.**

"There has been a lack of transparency, a dearth of information and a shocking lack of planning since the closing was announced," Sen. Murphy said. "There are numerous questions that still have to be answered regarding jobs, the loss of generated energy, loss of revenue and safety. Until now the public has been locked out of the process by Governor Cuomo."

The recurring theme from the state officials who testified at the Feb. 28th hearing in Albany, including Audrey Zibelman, chairman of the state Public Service Commission, and Richard Kaufman, chair of Energy and Finance for Gov. Cuomo, was that the agreement provides ample time for the state to find replacement energy for the 2,000 megawatts of power it supplies to the Hudson Valley region and New York City. Zibelman, testified that she has "a very high degree of confidence" that the state will find replacement power by the time the Indian Point Energy Center shuts down in 2021.

She said that there are currently energy efficiencies in place, as well as 700 megawatts of new transmission additions to serve downstate, along with 1,000 megawatts of upstate transmission capability to downstate, including wind-generated power. Zibelman added that there are host of proposed merchant generators that have proposed to replace Indian Point's power, including some owners of "mothballed" projects that are currently not in service. Other potential new sources of energy include two gas-fired power plants—the 650-megawatt CPV Valley Energy Center under construction in Wawayanda in Orange County and the 1,100-megawatt Cricket Valley Energy Center project in Dover (Dutchess County) that is expected to break ground later this year. A major project that could also provide power to the region is the proposed Champlain Hudson Power Express a \$2.2-billion project to bring 1,000 megawatts of power from Canada to New York. That project has yet to break ground.

"I am not concerned about the replacement power," Zibelman said. "We have a robust market with a lot of capital. People are very interested and there is a lot of new technology in gas generation making it highly efficient." She added that with energy efficiencies put in place, along with current transmission loads and future transmission in development, "makes me extremely comfortable that we will not have a scarcity (energy supply) issue."

Kaufman, who is also chairman of the New York State Energy Research and Development Authority (NYSERDA), testified that Gov. Cuomo's main concern was the safety of the Indian Point

Energy Center. He said, "Simply put, the human and environmental safety risks posed by the plant's continued operation were untenable."

He noted that the agreement reached between the state and Entergy provides "ample time" to deal with the economic and energy related issues.

of external affairs for Entergy-Indian Point, disagreed with the state and said that the Indian Point Energy Center is a "world class, safely operated facility." He stressed that Entergy will offer all of its estimated 1,200 workers jobs at its other facilities and will assist all in finding employment after the facilities cease

tained low current and projected energy prices that have reduced revenues and do not adequately value zero-emission energy and record low gas prices due primarily to supply from the Marcellus Shale formation that have driven down energy prices over the last 10 years to a record low of \$29 per megawatt"

Power Replacement Planning

• Ample capacity exists to replace IP's 2,000 MW of power; resource adequacy is not an issue. Examples of resources located in downstate region that are in-service, in-construction, permitted, and in permitting are summarized below.

Project	Capacity (MW)	Fuel Type	Permitting	Timeframe
Transmission Upgrades (e.g., Marcy South Power Line, Rock Tavern/Ramapo Line)	600 MW	Transmission	Fully Permitted	In service via IP Contingency Plan
Distributed Resources (e.g., Joint ConEd/NYSERDA Combined Heat and Power Program)	130 MW	CHP/CoGen, Efficiency	Fully Permitted	In service via IP Contingency Plan
CPV Valley	650 MW	Natural Gas	Fully Permitted	2018 (in construction)
Champlain Hudson Power Express	1,000 MW	Hydro	Fully Permitted	2021-2022 subject to market decision
AC Transmission Upgrades	1,000 MW	Hydro/Wind/Nuclear/Natural Gas	Permitting Underway	2023
New Renewable Projects	50 MW (conservative estimate based on projects in the interconnection queue)	Renewable (wind, solar, hydro, biogas)	Permitting and Interconnections Underway	Ongoing
Cricket Valley	1,100 MW	Natural Gas	Fully Permitted	Mid-2019 (in construction)
Mothballed and other units	> 600 MW	Natural Gas	Fully Permitted	Could restart within 12-24 months of market decision
Bowline 3	750 MW	Natural Gas	Fully Permitted (may need amendments to permits as they are several years old)	Could build in 30 months from market decision

General rule of thumb: as replacement power gets closer to 1:1, price impacts get closer to zero. Due to the Clean Energy Standard, GHG emissions will go down even with the closure of IP. Governor is seeking 30% reduction to RGGI cap.

He noted that Entergy will continue to make payments under its existing PILOT (Payment in Lieu of Taxes) agreements with local municipalities and school districts will continue through 2021 "before gradually stepping down at a negotiated level following shutdown."

T. Michael Twomey, vice president


operation. He said that Indian Point will be fully staffed through April 2024.

While the driving force behind the agreement for the state was safety, Twomey stressed Entergy's was "overwhelmingly economic."

"The key considerations in our decision to close Indian Point were sus-

hour...Other factors in the decision were increased plant operational costs and the protracted license approval process that has thus far taken 10 years and cost the company more than \$200 million, he noted.

Source: New York State Public Service Commission



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PRESIDENT'S CORNER

By Dorothy Botsoe, HGAR President



GATEWAY PERSPECTIVES

By Richard Haggerty, HGAR CEO



Tea Time!

"When change is afoot, it's always exciting to get involved and be a part of the movement instead of going along for the ride as a mere participant. I'm psyched!"
—T. Teresa Belmore, BHG/Rand Realty

Teresa said it best; we are in an exciting time at HGAR as we begin to experience what it really means to be "included." The Tea with the President sessions have gotten off to a great start with get-togethers in Goshen, Nyack and White Plains where I met with more than 100 members to listen and just "talk"—having a conversation for a change.

"Upon entering, I didn't know what to expect or what topics would be on the agenda, but from inception to conclusion, I was thoroughly impressed! The discussion was informative, lively, progressive and productive. I was encouraged and felt my voice was heard," Belmore said. "So much so, I've signed up to become more involved in committees that match my interest, knowledge and life experience."

I am hoping more members will feel like Teresa Belmore and get involved. We are working as one; this is your board, our board. There are a number of committees to join and participation in this process is part of the formula to our success, especially at a time of possible significant regulatory and tax reforms, as well as other economic changes, including rising interest rates. The real estate industry is going to be presented with both opportunities to seize and challenges as this year progresses. It will certainly be interesting to watch market leaders who are able to both capitalize on opportunities and overcome the obstacles to achieve growth and success. HGAR intends (through its emphasis on inclusion) to help ensure those successes. Many of our members are working diligently towards rejuvenating their commitment to the business.

"Exciting news, Dorothy is bringing Orange County back on the map.... (The tea is one of) many sessions she will be hosting to get everyone's ideas on what we want to see in Orange County. She is open to ideas" —Deborah Clarke, Pine Bush Branch Manager, BHG/Rand Realty

We all have to be open to embracing the collective power of who we are in this industry. There is much work to get done and we can have fun and enjoy doing it together. Our differences are what make us special. Just like there are so many brands and flavors of tea—green, black, white, herbal and chai—for us to enjoy, I want to celebrate those differences and provide a platform for every member to be heard, and to put your suggestions and concerns into action. We are the world. From the MLS, to RPAC, to getting more support and resources for your work, the Tea Time sessions are designed to create a relaxed environment of fellowship and inclusion. I want to meet as many people as possible to better understand what HGAR needs to do to build an even stronger organization.

I want our members to take ownership of what it will take to make these impactful changes and meaningful decisions; and do everything in our power together to ensure that the board is working in the best interest of the members and not the other way around. The most important question I want to continue to pose at our Tea Time meetings and beyond: "Are we, the board, doing our job to represent you to the best of our abilities?" We must remain accountable to the HGAR mission and vision: creating opportunities for members to grow their business and succeed in their communities, and making members their best.

I am committed to this mantra as we move away from exclusion and into inclusion.

"Tea with Dorothy should be a constant avenue to get our (your) message to all of the troops. We need more participation and anything I can do to help, please let me know. I know it's only the beginning," Angelo Ponzi, PLI Realty

Yes, this is only the beginning. We will have more teas, more platforms for discussion, and more time together to continue to build our organization. Don't miss the next Tea Time! #weartheworld. Check the HGAR website for further details on future Tea Time programs.

Please feel free to contact me at dorothy@dorothyjensenrealty.com or at 914-328-3650.

Relationship Goals

Relationship gurus will tell you that the key to any successful relationship is communication, and the lynchpin to successful communication is listening. HGAR is actively engaged in strategic planning for the association and one of the primary areas of focus with this endeavor is communications.

HGAR President Dorothy Botsoe appointed a Work Group for this initiative and after only two meetings the Work Group has already zeroed on finding effective ways of not just communicating with our members, but also analyzing how well we listen to our members.

In order to effectively listen to our members we need to offer opportunities for conversation. One of President Botsoe's first initiatives was conducting "teas" at HGAR's three locations, inviting the members to come to the office to meet with her and discuss any and all issues. Dorothy doesn't do a lot of talking at these sessions; she listens and actively solicits feedback.

Other early ideas that the communications work group are considering include a "virtual" suggestion box where members can e-mail suggestions, as well as HGAR conducting focus groups and surveys. I believe these are great starting points, but they will only succeed if our members actively participate in the conversations.

Communication is a two-way street, but it is often tempting to forget that fact and assume that we know what the members want and we know the best ways to deliver the information. We cannot afford to make such a foolish assumption and we need you, our members, to be active participants in a conversation about the direction of the Association and how HGAR can most effectively help our members succeed and thrive.

In Memoriam

The Hudson Gateway Association of Realtors regrets to inform its membership of the recent passing of veteran Realtor Richard Albert. The longtime Broker/Owner died on March 5th at the age of 89.

Albert is survived by his much beloved wife Brenda, son Jeffrey, daughter Susan, stepchildren Lisa and Michael, grandchildren: Molly, Sasha, Chelan, Brittany, Jordan, Brianna, Gisela, Larena, Landon, and great-grandchildren: Ava, Christian, and Gabriella—as well as a very large, extended family of friends and colleagues.

Born in New York City on Nov. 26th, 1927, Albert was raised in Croton Harmon. After high school, he enrolled in the Agricultural School at Cornell University. After one year, he enlisted in the Army and served as a paratrooper in the 11th Airborne stationed in Japan during World War II. After an honorable discharge in 1948, he attended the University of Colorado where he graduated in 1952 with a Bachelor of Science degree in Finance.

Inspired by his mother's career in real estate, he came home to the Croton area and immersed himself in the business as a broker, owner and developer—which resulted in 70 highly successful years at the helm of his own company.

His many community involvements include membership in Rotary International, The Croton-Peekskill-Yorktown Chamber of Commerce, The Croton Players, The Boy Scouts and Little League baseball.

Albert was equally active with industry organizations including the International Council of Shopping Centers, The Commercial Investment Division of the Westchester County Board of Realtors and more than 50 years with the National Association of Realtors. In 2010, Albert earned the Realtor Emeritus status from NAR. In late 2010, Albert's firm—Prudential Richard Albert Realtors—left the Prudential franchise and joined Sotheby's International Realty's North Country Sotheby's.

Albert's benevolent generosity led him to establish, and continuously fund, a scholarship endowment to help local high school students combat the rising costs of a college education. He also donated the land for the Croton Community Nursery School as well as lands to The Teatown Reservation and The Croton Housing Network. Other causes he thoughtfully supported include Meals on Wheels, The Girl Scouts and Homefront.

In 1997, Albert was appointed by then Gov. George Pataki to the New York State Real Estate Board—one of only four brokers in the state to have received this distinction. He also was inducted into the Croton Harmon High School Hall of Distinguished Alumni in 2009.

He was an avid golf and tennis player and enjoyed memberships at Briar Hall Country Club and Mount Kisco Country Club. The highlight of his golf experience came when he was paired with Arnold Palmer at a Senior PGA Pro-Am event held at Sleepy Hollow Country Club. He also had a collection of fine cars including an Aston Martin DB7, a 1957 Rolls Royce, a Chevy Corvette Grand Sport and a Neiman Marcus special edition Ford Mustang.

Albert's unique brand of warmth and his heartfelt welcoming spirit will be missed by anyone who ever crossed paths with him. In lieu of flowers, the family asks for donations to be made to The Bridge Fund of New York, Inc. c/o Barbara Hayes, 271 Madison Ave., New York NY 10016 and can be earmarked for The Bridge Fund of Westchester.

Chapel service was scheduled at Riverside Memorial Chapel in Mount Vernon on March 6 at with interment to follow at Sharon Gardens Cemetery 273 Lakeview Ave., Valhalla NY 10595.

REAL ESTATE IN-DEPTH

March 2017 Published March 17, 2017

Publisher: Hudson Gateway Association of Realtors, Inc.

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

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Rental Registry Laws: Shifting Burden And Responsibility to the Broker—Again?

In recent years, numerous municipalities within the State of New York, whether it is a city, town, village or hamlet, have witnessed the passing and implementation of rental registry laws. This article will focus on municipalities within the territory and jurisdiction of the Hudson Gateway Association of Realtors, namely, Clarkstown, Airmont and New Rochelle, just to name a few. It is important to note that each municipality may have a rental registry or rental permit ordinance of its own.

Generally, there are a number of reasons put forth to justify the imposition of such local ordinances, which depend on the particular issues faced by the respective communities, such as public health, safety and welfare of residents, as well as the protection of the character and stability of residential areas; the correction and prevention of housing conditions/violations that adversely affect the physical, mental and social well-being of persons occupying dwellings; and the preservation of the value of land and buildings.

A Perusal of the City of New Rochelle And Village of Airmont Ordinances

The City of New Rochelle ordinance was adopted in July 2016 and applies to one-family, two-family, three-family or multiple-family dwellings that house three or more students attending or about to attend a college or university, or who are on a semester or summer break from studies at a college or university. Registration must be completed no later than September 30th of each year and such registration expires on May 31st. A new registration is required each year. (See <http://bit.ly/2nao8A2>). Failure to comply will result in fines and penalties assessed against the property owner/landlord. The first offense carries a minimum fine of \$250.00 per day, up to a maximum fine of \$2,500. All subsequent offenses carry a minimum fine of \$500.00 per day, up to a maximum fine of \$2,500. (See <http://bit.ly/2IYn4z7>).

The Village of Airmont ordinance was adopted in October 2016 and applies to every owner of a one-family dwelling or a two-family dwelling who is engaged in rental occupancy of such premises. Registration is valid for two years (see <http://bit.ly/2IYpMVn>). Failure to comply will result in severe fines and penalties assessed against the property owner/landlord. The first offense carries a minimum fine of \$500 up to a maximum fine of \$1,000, or 15 days' imprisonment, or both. The second offense carries a minimum fine of \$1,000, up to a maximum fine of \$3,000, or 15 days' imprisonment, or both, if there is a conviction in connection with the second of two offenses, provided the second offense is committed within five years of the first offense. The third offense carries a minimum fine of \$3,000 up to a maximum fine of \$5,000, or 15 days imprisonment, or both, for a conviction of the third of three offenses, all of which were committed within a period of five years. Each week a violation continues shall be deemed a separate offense.

It is noted, however, that there has been one constant in many of these ordinances—it is normally the responsibility of the property owner/landlord to ensure that a rental property is properly registered and not that of a real estate broker—until now, that is.

The Town of Clarkstown Ordinance: Not to be Taken Lightly

The ordinance of the Town of Clarkstown (see <http://bit.ly/2IAso5L>) is a departure from other, similar local ordinances. While the text of the rental registry ordinances of the Village of Airmont and the Town of Clarkstown are almost identical—there is a critical difference. The Clarkstown Ordinance imposes a duty upon a broker and real estate salesperson to not only ascertain whether or not a rental property is registered, but also goes so far as to impose a significant penalty upon brokers and/or real estate salespersons for not complying with same, including making any such violation an offense under the Penal Law. The Clarkstown Ordinance includes hefty monetary fines as well as allowing Clarkstown to notify and file complaints to the Division of Licensing Services of the Department of State.

The provisions of the ordinance that brokers and real estate salespersons need to be aware of are found in Chapter 157, Article IX, § 157-64, which reads, in pertinent part, as follows:

"A. It shall be unlawful and a violation of this chapter and an offense...of the Penal Law...for any broker or agent to list, solicit, advertise, exhibit, show or otherwise offer for lease, rent or sale on behalf of the owner any dwelling unit for which a current rental permit has not been issued by the Building Inspector.... It shall be the broker's or agent's duty to verify the existence of a valid rental registration before acting on behalf of the owner.

B. It shall be unlawful...to accept a deposit of rent or security, or a commission, in connection with the rental of a rental dwelling unit...where no valid rental registration has been issued....

C. In the event that a person convicted of a violation of this section shall have been a real estate broker or salesperson licensed by the State of New York...the Town Clerk shall transmit a record of such conviction to the Division of Licensing Services of the Department of State and make complaint thereto....pursuant to Article 12-A of the Real Property Law."

Failure to comply will result in harsh fines and penalties assessed against the property owner/landlord and/or the broker/real estate salesperson. The penalties are as follows:

"(1) A fine of not less than \$3,500 and not exceeding \$5,000 upon conviction of a first offense. (2) A fine of not less than \$7,000 nor more than \$10,000 for a conviction of the second of two offenses, both of which were committed within a period of five years. (3) A fine of not less than \$10,000 nor more than \$15,000 for a conviction of the third of three offenses, all of which were committed within a period of five years."

The ordinance further provides that for each week a violation continues, it shall be deemed to be a separate offense. As noted above, the Clarkstown ordinance clearly places an affirmative duty upon brokers and real estate salespersons. Failure to abide by this ordinance not only constitutes a violation of the Penal Law, but it also allows the Town of Clarkstown to send a copy of the conviction to the DOS and file a complaint with it.

LEGAL CORNER

By John Dolgetta, Esq.
HGAR Legal Counsel



To Accept the Trend or to Defend?

Is it becoming a dangerous trend to require brokers and real estate salespersons to continuously educate their clients, whether they are sellers or landlords, about their obligations under the law (rather than an attorney doing so)? Should they be able to rely on the legal doctrine of "Caveat Emptor" ("let the buyer beware") and not have a duty to ascertain the legal status of properties prior to listing same for rent or sale? Unfortunately, under the specific instance dealt with under the Clarkstown Ordinance, it is clear that the responsibility to make such an investigation falls squarely on the licensed broker and real estate salesperson, as well as the owner/landlord.

The Clarkstown ordinance is not the first instance where the responsibility to ascertain the legal status of a property prior to listing it for sale or rent is imposed upon a broker/real estate salesperson, and which carries consequences for not complying. For the better part of a year now, there has been an assault on the long-standing legal doctrine of "Caveat Emptor" in the State of New York. (See "Brokers Beware—the Doctrine of Caveat Emptor Revisited!" Real Estate In-Depth (August 2016) at <http://bit.ly/2m0qP77>).

In May 2016, David Mossberg, Esq., a senior DOS attorney, addressed the divide among the courts and confirmed the DOS's stance. Mossberg stated that the DOS "...does not believe that a licensee can avoid responsibility for placing a misleading advertisement by reason of an unknown status. Accordingly, notwithstanding the decision in *Guzman*, (See *Ader v. Guzman* (2016 N.Y. App Div. LEXIS 139; 2016 Slip Op 00136, decided on January 13, 2016), a broker who fails to demonstrate a working knowledge of the property being marketed, fails to demonstrate the level of competency required to transact business as a licensee in violation of NY RPL § 441 and § 441-c." However, the court in *Guzman* held that the theory of "caveat emptor" is alive and well and that a broker and real estate salesperson need not ascertain the legal status of a property.

Caveat Broker (Broker Beware)

Irrespective of the philosophical divide as to whether a broker should be held to a higher standard than the general public to ascertain the legal status of a property prior to listing such property for sale or rent, one issue is clear: brokers and real estate salespersons listing properties for rent in the aforementioned municipalities and political subdivisions need to be aware of the rental registry ordinances in each municipality and the penalties for non-compliance, and especially with regard to the Town of Clarkstown.

Clearly, as it is important for real estate salespersons and brokers to make certain that they do not misrepresent the property that is being listed for lease or sale and its legal status, so is it equally important to ascertain whether a rental permit has been obtained by the owner/landlord pursuant to local rental registry ordinances. Brokers and real estate salespersons must be cognizant that, as professionals in their field and as Realtors upon whom the public relies for accurate information in furtherance of their decision-making process, they have an affirmative duty to ascertain the veracity of a seller or landlord's representation as to the condition and legal status of a property.

Editor's Note: The foregoing article is for informational purposes only and does not confer an attorney-client relationship.

Legal Column author John Dolgetta, Esq. is the principal of the law firm of Dolgetta Law, PLLC, which acquired the law practice of former Board Counsel, Edward I. Sumer. Sebastian D'Acunto, Esq. assisted in the preparation of this article and is a Senior Associate at Dolgetta Law, PLLC. For information about Dolgetta Law, PLLC, John Dolgetta, Esq. and Sebastian D'Acunto, Esq., please visit <http://www.dolgettalaw.com>.

Houlihan Lawrence Lands Cambium Assignment

LARCHMONT—Residential brokerage firm Houlihan Lawrence reported recently it was designated the exclusive sales and marketing agent for The Cambium condominium property. Sales for the residential development will now be led by agent Mary Gail Barry of Houlihan Lawrence.

Developed by Byron Place Associates, LLC, The Cambium—located at 10 Byron Place—brings the luxury of Manhattan lifestyle and amenities to the suburbs, according to Houlihan Lawrence. The multi-family, eight-story new development project offers 137 residences including one to two-bedroom homes. Amenity offerings include: a fitness center, concierge, 24-hour doorman, indoor parking, children's playground, private courtyard, community lounge, dining room and catering kitchen.

There are 87 residences available for purchase, with price ranging from \$450,000 for one-bedroom homes up to \$1.6 million for two-bedroom homes. Penthouse pricing is available upon request.

Stillman Property Management Signs New Clients

HARRISON—Stillman Property Management, a full-service property management company based in Harrison, announced it had been selected to provide management for new properties in Westchester and Fairfield counties.

The Westchester County properties added to Stillman's client roster include: 15 South Division St., a commercial and residential mixed-use building in New Rochelle; Stonecrest, an eight-story cooperative residential property with 91 units in Larchmont; Lookout II Condominium, a 50-unit high-rise built as part of the Hudson Harbor riverside development in Tarrytown; Palmer Plaza, a 14,000-square-foot commercial building in Larchmont; and The Halstead Group, a 15,000 square foot, two-story commercial building located in Harrison.

Real Estate Execs Push for New Condo Assessments in Ossining

By John Jordan

OSSINING—Three Westchester County real estate professionals are leading a citizens group called the “Ossining Committee for Fair Taxation” that is looking to have the Town of Ossining, which recently undertook a town-wide property reassessment, ensure that condominiums in the town are assessed at full value, the same as single-family residences and commercial properties.

The trio of real estate executives that make up the citizens group are Jerry Gershner, Salvatore Carrera and Mark Seiden, who appeared before the Ossining Town Board on February 14th and presented the results of their study on the assessment issue. Gershner is the president of Gershner Realty Associates, an Ossining-based commercial real estate brokerage and consulting firm. Seiden is the owner of Mark Seiden Real Estate Team in Briarcliff Manor. Carrera was formerly the Westchester County Director of Real Estate and Economic Development for 12 years during the Andrew Spano Administration and is currently an independent real estate broker and consultant.

Recently, the Town of Ossining implemented, with enabling legislation from New York State, a phase-in of the increased assessment from its revaluation process for homeowners whose tax bill increased by at least 25% and whose income did not exceed \$500,000. The report presented to the Town Board recommends a five-year phase-in period for the condominium owners in order to



From left, Jerry Gershner, Mark Seiden and Salvatore Carrera of the Ossining Committee for Fair Taxation.

lessen the immediate impact of their anticipated increased real estate taxes.

The committee is asking the Town of Ossining request enabling state legislation to implement the state’s Homestead Tax Option that would assess condominiums on their full market value, similar to single-family homes. Under New York State law, condominiums are assessed as commercial property and therefore condominium valuations run anywhere from about 40%-60% of the assessment if condos were treated as single-family homes.

Gershner told *Real Estate In-Depth* in telephone interview that the committee has scheduled a meeting on

March 6th with State Assemblywoman and Ossining resident Sandy Galef, who is the chair of the Real Property Tax Committee of the Assembly, and State Senator David Carlucci to discuss how to proceed with enabling home rule legislation that would be required to increase the condominium assessments in the Town of Ossining through the implementation of the Homestead Tax Option. He added that if enacted, the bill, while be revenue neutral, while increasing condominium assessment and tax revenues, single-family home assessments would be reduced on average by approximately 8%.

“A homeowner now paying a property tax of \$20,000 per year would see a reduction in its tax bill of approximately \$1,600 each year,” Carrera stated. “That is a meaningful amount of a reduction to any homeowner, especially in Briarcliff Manor where the taxes are likely to be much higher than \$20,000.”

“While real estate taxes are one of

the many factors that a buyer will take into account when making a decision where to live, it is far from the only deciding factor,” Seiden noted in a press statement on the committee’s initiative. “Many other important factors that buyers consider include the condition of the unit including, most importantly, the kitchen and bathrooms. Are they old and in need of replacement or are they modern and up-to-date? Where is the unit located in the complex; on a main road or in a quiet cul-de-sac in the rear? Does the unit have a basement or not, and if it does, is it finished or unfinished?”

Town of Ossining Supervisor Dana Levenberg released a statement on the proposal submitted by the committee to the Town Board to *Real Estate In-Depth*, which stated, “The town does not have any new position on the issue of condo assessments. We chose not to consider Homestead as part of the town-wide revaluation process last year. This new proposal was brought to us last week by a group of community members/ Realtors. We are now in the process of digesting their report and gathering information. We will make a decision about any potential next steps in the near future.”

According to the committee’s report, there are approximately 1,800 condominium owners in Ossining and Briarcliff Manor, as compared to approximately 6,500 single-family and commercial property owners.

“No one wishes to harm the condo owners, but under the ‘fairness’ theory everyone should pay their own fair share of taxes. Nothing more and nothing less. This will correct our last major problem, a long-standing inequity allowed by New York law, which can now be put to bed,” the committee stated in its report.

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Better Homes and Gardens Rand Realty Named to Business Council’s Business Hall of Fame



Marsha Rand, founder of the brokerage firm now doing business as Better Homes and Gardens Rand Realty.

WHITE PLAINS—Business advocacy organization The Business Council of Westchester recently announced its 2017 Business Hall of Fame inductees, including Better Homes and Gardens Rand Realty.

Marsha Rand, who founded the real estate brokerage firm 30 years ago, will be accepting the Hall of Fame award for “Entrepreneurial Success.” BH&G Rand Realty is one of six Hall of Fame honorees that will be honored at the 2017 Business Hall of Fame Awards Dinner on Tuesday, April 25 at the Glen Island

Harbour Club in New Rochelle.

“Selecting the winners for this esteemed award is never easy because we have so many worthy candidates,” said Dr. Marsha Gordon, president and CEO of the Business Council of Westchester. “We have had many outstanding nominees over the past 15 years and this year is no exception. It just goes to show the caliber of our Westchester businesses and the contributions they have made to the economic health of this county,” she added.

Thirty years ago, Marsha Rand opened her first real estate brokerage in a small office in Rockland County. From that one tiny office, Better Homes and Gardens Real Estate Rand Realty has now grown to 25 offices with more than 800 agents. The firm has closed more than \$1.5 billion in real estate sales every year in Westchester, the Hudson Valley, and Northern New Jersey. Moreover, Rand now offers professional commercial real estate brokerage through Rand Commercial and a full range of home services through its affiliate Hudson United, providing mortgage brokerage, title, and insurance services.

Other award winners include: Corporate Citizenship—Montefiore Health System; Family Owned Business—Levitt-Fuirst Associates LTD; Small Business Success—Leason Ellis, LLP; Women in Business—Valerie Wilson, Valerie Wilson Travel and Chairman’s Recognition—DeCicco & Sons.



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County Selling 'Fair and Affordable' Priced Homes as Part of Court Case

WHITE PLAINS—Westchester County officials announced on March 9th that applications were being accepted for more than 30 new, fair and affordable homes in Westchester. The available properties are single-family homes and condominiums, ranging in size, from one to five bedrooms.

All of the homes are in good condition and located in: Bedford, Buchanan, Cortlandt, Harrison, Lewisboro, Mount Pleasant, North Castle, Pelham Manor, Pound Ridge, Somers and Yorktown.

"The county is pleased to offer these homes at discounted prices to families that want to live in Westchester County, but may not have been able to afford it in the past," said County Executive Robert P. Astorino. "I urge anyone who is interested to apply to purchase these homes."

Westchester County purchased these homes at market value and is selling them at affordable prices to qualified individuals and families. The price for the fair and affordable homes range from \$125,000 to \$300,000.

Qualifications for buyers to purchase an affordable home include:

- A household income at or less than 80% of the Area Median Income for Westchester County: \$60,400 for a one-person household; \$69,000 for a two-person household; \$77,650 for a three-person household; \$86,250 for a four-person household; \$93,150 for a five-person household.

NAR Survey Finds Generation X on the Mend

Continued from page 1

to homeownership. According to Lawrence Yun, NAR chief economist, lost in this discussion are the numerous Generation X households who bought their first home, started a family and entered the middle part of their careers only to be rattled by job losses, falling home values and overall economic uncertainty during and after the Great Recession.

This year's survey reveals that debt and little or no equity in their home slowed many Gen X households from buying sooner. Recent Gen X buyers delayed buying longer than Millennials because of debt, were the most likely generation to have previously sold a distressed property and were the generation most likely to want to sell earlier but couldn't because their home was worth less than their mortgage. Furthermore, Gen X buyers indicated they had the most student loan debt (\$30,000).

"Gen X sellers' median tenure in their previous home was 10 years, which puts many of them selling a property they bought right around the time home values were on the precipice of declining," said Yun. "Fortunately, the much stronger job market and 41% cumulative rise in home prices since 2011 have helped a growing number build enough equity to finally sell and trade up to a larger home. More Gen X sellers are expected this year and are definitely needed to ease the inventory shortages in much of the country."

The uptick in purchases from Gen X buyers this year (28%) was the highest since 2014 and up from 26% in 2016. Millennials were the largest group of recent buyers for the fourth consecutive year (34%), but their overall share was down slightly from a year ago (35%). Baby boomers were 30% of buyers, and the Silent Generation made up 8%.

Younger Boomers Considering Adult Children When Buying

This year's survey also brought to light how the soaring cost of rent in many areas is likely influencing the decision of middle-aged parents to buy a home with their young adult children in mind. Younger boomers were the most likely to purchase a multi-generational home (20%; 16% in 2016), and the top reason for doing so was that children over 18 years old either moved back home or never left (30%; 27% in 2016).

"The job market is very healthy for young adults with a college education, but repaying student debt and dealing with ever-increasing rents on an entry-level salary are forcing many to either shack-up with several roommates or move back home," said Yun. "This growing trend of delayed household formation is one of the main contributors to the nation's low homeownership rate."

Student Debt is Not Just a Millennial Problem

Debt, particularly from student loans, appears to be a portion of the household budget of buyers in every generation. While Millennials were the most likely to have student debt (46%), their typical balance (\$25,000) was lower than Gen X buyers (\$30,000). A combined 16% of younger and older boomer buyers also had student debt, with a median balance of more than \$10,000 for each group.

Among the share of buyers who said saving for a down payment was the most difficult task, Millennials were most likely to cite student loans as the debt that delayed saving (55%), followed by Gen X (29%) and younger boomers (9%).

"Repaying student debt also appears to be slowing some current homeowners who went to graduate school and now can no longer afford to sell and trade up because of their loans," added Yun. "Nearly a third of homeowners in a NAR survey released last year said student debt is preventing them from selling a home to buy a new one."

Millennials Moving to Burbs With Their Kids

Similar to previous years, roughly two-thirds of Millennial buyers are married. One aspect of their household that has changed is the number of children in them. In this year's survey, 49% of Millennial buyers had at least one child, which is up from 45% last year and 43% two years ago.

With more kids in tow, the need for more space at an affordable price is increasingly pushing Millennial buyers outside the city. Only 15% of millennial buyers bought in an urban area, which is down from 17% last year and 21% two years ago.

"Millennial buyers, at 85%, were the most likely generation to view their home purchase as a good financial investment," added Yun. "These strong feelings bode well for even greater demand in the future as more Millennials settle down and begin raising families. A significant boost in new and existing inventory will go a long way to ensuring the opportunity is there for more of them to reach the market."

Millennial Buyers, Sellers Overwhelmingly Go Online and Use a Real Estate Agent

Regardless of age, buyers and sellers continue to see real estate agents as an

integral part of a real estate transaction. In this year's survey, nearly 90% of respondents said they worked with a real estate agent to buy or sell a home. This kept for-sale-by-owner transactions down at their lowest share ever (8%).

Households must also have savings for a down payment and closing costs, satisfactory credit, and incomes sufficient to carry the monthly mortgage payments. These 30-plus homes are among the 790 units that the county is developing in accordance with the 2009 fair housing court settlement. The settlement permitted the county to satisfy up to 25% of the required 750 units with existing housing. The properties will remain affordable for 50 years.

Information on each unit is available on the county's Homeseeker website at www.westchestergov.com/homeseeker, where interested families can view the information, download the application and sign up to receive information on additional properties and open houses.

The Housing Action Council is handling the marketing of each unit. Rose Noonan, executive director of the HAC, said, "Each home has its own style ranging from townhomes and flats to raised ranches to Cape Cod style and colonials."

As a member of the New York Mortgage Coalition, the HAC also provides homeownership counseling and assists buyers through the mortgage approval process. The buyers will be selected through a lottery process. Applications will be accepted through April 24, after which public lotteries will be held for each property. Buyers can expect to be in their homes by the end of the year.

Not surprisingly, online and digital technology usage during the home search has increased in recent years. Although Millennials and Gen X buyers were the most likely to go online during their search, they were also the most likely to buy their home using a real estate agent (92% and 88%, respectively). On the seller side, Millennials were the most likely to use an agent (90%), followed closely by Gen X and younger boomer sellers (each at 89%).

"Online and mobile technology is increasingly giving consumers a glut of real estate data at their disposal," said NAR President William E. Brown, a Realtor from Alamo, CA. "However, at the end of the day, buyers and sellers of all ages — but especially younger and often DIY-minded consumers — seek and value a Realtors' ability to dissect this information and use their expertise and market insights to coach buyers and sellers through the complexities of a real estate transaction."

NAR mailed a 132-question survey in July 2016 using a random sample weighted to be representative of sales on a geographic basis to 93,171 recent homebuyers. 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 5,465 responses were received from primary residence buyers. After accounting for undeliverable questionnaires, the survey had an adjusted response rate of 5.9%. The sample at the 95% confidence level has a confidence interval of plus-or-minus 1.32%.

The recent homebuyers had to have purchased a home between July 2015 and June 2016. All information is characteristic of the 12-month period ending in June 2016 with the exception of income data, which are for 2015.

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Moris Nahshonov

Rand Commercial has announced that **Moris Nahshonov** has joined its of-

fice in New City.

Nahshonov has been involved with the commercial real estate industry for 12 years. Prior to joining Rand Commercial, he worked alongside many top investors in commercial property developments. He has an abundance of experience in collaborating with investment groups in the Brooklyn, Manhattan and Queens areas, and during that time, he obtained considerable knowledge in arbitration and litigation. Recently, Nahshonov opened his own investment firm, Incognito Developments, Inc. in Brooklyn.

"Moris comes to us with a profusion of skills, and he's going to be a valuable asset to our team," said Paul Adler, Esq., regional manager for Rand Commercial. "He's had numerous accomplishments in the urban markets, and I'm sure everything he learned there will help us as he transitions to our company and establishes lasting connections with our agents."



Lisa Owen

Greiner-Maltz Realty Advisors has announced the appointment of **Lisa Owen** as an Associate Broker to the firm. Owen is a licensed real estate broker in both New York and Connecticut and will be specializing in investment sales and leasing of commercial prop-

erty in Westchester and Fairfield, CT.

Owen comes to Greiner-Maltz with 25 years of experience in all facets of commercial property and has a track record of closing more than \$2 billion of transactions in multiple asset classes. Just prior to joining Greiner-Maltz, she was an investment sales broker with Houlihan Lawrence, responsible for sourcing, marketing, analyzing and closing sale transactions of commercial property, as well as leasing, financing and advisory, with a focus on retail, office, hospitality and multifamily properties in New York and Connecticut. She has also held senior positions with prominent firms including: New Plan Excel Realty Trust, KSL Resorts (an affiliate of KKR), Rockwood Realty, Concorde Realty Partners, Imperial Credit Commercial Mortgage Investment Corp., Benbrooke Realty Investment Group, FTI Consulting, and Ernst & Young Real Estate Group.



Stacy Young

Stacy Young has joined **William Raveis Real Estate's** Scarsdale office, the real estate brokerage reported.

Young, a native of Scarsdale and a resident of Greenwich, CT since 1993, is licensed and operates out of the firm's Greenwich, CT and Scarsdale office.



Nikki Rosee

Nikki Rosee has recently joined **William Raveis Real Estate's** Armonk office. Rosee is a lifelong Westchester resident who currently resides in Armonk. Prior to entering the real estate field, she was an educator and earned two Master's degrees in Elementary/Special Education and Literacy.



Maribel Rohr

Ellis Sotheby's International Realty has announced that **Maribel Rohr** has joined the firm as a licensed real estate salesperson. Rohr has 18 years of experience in construction, design and property management. In 2014, she started her own design, staging and professional organization business.

A Goshen resident for 17 years, she has extensive knowledge of New York's Orange and Rockland counties and Manhattan, where she helped several clients design and organize their homes.



Michael Muldoon

Valley National Bank, the wholly-owned subsidiary of Valley National Bancorp, reported the appointment of **Michael E. Muldoon** to mortgage branch manager of the Fishkill mortgage office located at 1401 Route 52.

Muldoon brings more than 30 years of mortgage banking experience to his new position. Prior to joining Valley, he served as a mortgage sales manager for a prominent financial institution. As Valley's Fishkill mortgage branch manager, he will be responsible for growing the bank's mortgage lending portfolio throughout Dutchess County and the Hudson Valley region. Muldoon will grow Valley's home mortgage line of business by recruiting highly successful home loan consultants in the area and partnering with local real estate communities.

"Mike has a long history of delivering exceptional results in the mortgage finance industry," said Kevin Chittenden, executive vice president and chief residential lending officer. "He is an accomplished banking professional who is ideally suited to lead our business development efforts in this region." Muldoon, a resident of Fishkill, holds a Bachelor's Degree in Communication/Media Industrial Psychology from the State University of New York in Fredonia.



Rehanna Ebrahim

Louis Budetti, principal broker of **ERA Insite Realty Services** in White Plains, Bronxville and Thornwood announced that **Rehanna Ebrahim** and **Richard Sauerhaft** have joined the company's sales team. Ebrahim has joined the White Plains office and Sauerhaft is now based in Bronxville; both are licensed real estate salespersons.

Ebrahim holds a Bachelor of Science degree from NYU and a Masters in Adolescent Science Education from Adelphi University. She is a teacher and department chair at the Bronx Lab School where she has been affiliated for the past 10 years. She specializes in working with first-time home buyers, educating them on the process, credit repair and understanding the value of property ownership.

Sauerhaft comes to real estate with many years of management level experience in both advertising and insurance, including positions with Trader Publications and Reminder Media, publishers of "American Lifestyle" magazine.



Richard Sauerhaft



Chris Gehrlein

Realtor **Chris Gehrlein** recently joined the **Green Team Home Selling System**, a full-service real estate brokerage in the Village of Warwick.

Gehrlein graduated from Curry College in Milton, MA in 2002 with a degree in Communications. The lifelong Warwick native comes from a real estate family. He's a third generation real estate agent with his grandmother selling in Westfield, NJ for more than 35 years and his mother, Dale Gehrlein, selling in Warwick for more than 15 years.

Keller Williams NY Realty in White Plains reported that **Elisabeth Balachova** and **Li Ling Ding** have joined the residential brokerage firm.

Balachova, starting at the age of eight years old, has been involved in real estate, following her father on showings. She's now a team member of Team Success NY. She earned her Bachelors in Business Economics with Magna Cum Laude honors in 2015. Before obtaining her license, she was a Tutoring Coordinator at a community college and a founder/creative director of a fashion blog.

Ling Ding, originally from China, speaks both Cantonese and Mandarin. She has a background in accounting and has owned her own water purification system company in China for five years. After moving to the United States, she opened her own nail salon in Hawthorne and has been successfully running it for the past two years.

Norwegian to Offer Flights to Ireland, Scotland From Stewart Airport

NEW WINDSOR—The word “international” finally means something again at Stewart International Airport.

On Feb. 23, Gov. Andrew Cuomo announced a partnership with Norwegian that will have the airline carrier offer low-cost transatlantic flights from Stewart International Airport in Orange County to Belfast, Northern Ireland, Dublin and Shannon in Ireland and Edinburgh, Scotland beginning this June.

Norwegian officials, as well as officials with the Port Authority of New York and New Jersey staged a press conference at the New Windsor-based airport on Feb. 23.

Gov. Cuomo estimated that the partnership with Norwegian will result in \$36 million in economic activity and the creation of 230 new jobs and \$13 million in total wages.

"This exciting partnership will create new economic opportunities for Stewart Airport and the surrounding region and demonstrates the success of our efforts to transform airports across New York into 21st Century hubs of commercial activity," Gov. Cuomo said. "With strategic investments in New York airports, we attract new jobs, businesses and opportunities and help grow local economies for generations to come."

In addition to launching new international flights, Norwegian will open a base of operations at Stewart for its pilots and cabin crew, and will station Boeing 737-MAX aircraft at the airport.

Port Authority Executive Director Pat Foye said of the deal, "This new service is a great milestone for Stewart International Airport. Connectivity to new destinations is vital for our airport to realize further growth and remain competitive."

Stewart served more than 275,000 passengers in 2016, but projections for 2017 are about 400,000 passengers



with as many as 700,000 in 2018.

Beginning in June, Norwegian will operate from Stewart under the following schedule:

- Edinburgh, Scotland: Daily flights begin June 15 for the summer season and operate through October 28, then three times per week during the winter season beginning October 29
- Belfast, Northern Ireland: Flights three times per week during the summer season from July 1 through October 28, then twice weekly for the winter season beginning October 29
- Dublin, Ireland: Daily service begins July 1 and transitions to three times per week during the winter season on October 29
- Shannon, Ireland: Twice-weekly service begins on July 2.

In addition to the Stewart flights, Norwegian also will offer flights from Newark Liberty International Airport to Barcelona, Spain in June.

Tickets for Norwegian's Boeing 737-MAX transatlantic service are now on sale at an introductory fare of \$65 one-way including taxes. The airline will launch 10 new routes from Stewart International Airport, T.F. Green Airport in Providence, RI, and Bradley Interna-

tional Airport in Hartford, CT, to Ireland, Northern Ireland and Scotland.

"We are pleased to announce our new highly-anticipated transatlantic routes. Our new, non-stop service will enable tens of thousands of new travelers to fly between the continents much more comfortably and affordably," said Bjorn Kjos, CEO and founder of Norwe-

gian. "Norwegian's latest transatlantic offering is not only great news for the traveling public, but also for the local U.S. economies as we will bring more tourists that will increase spending, consequently creating thousands of new local jobs. We are excited to finally be able to launch service to Ireland, Northern Ireland and Scotland and we would like to express a big gratitude for the extensive support from consumer groups, government officials, airports, tourism organizations and the travel and tourism industry on both sides of the Atlantic in our quest to offer affordable transatlantic flights for all."

Norwegian operates 450 routes to 150 destinations in Europe, North Africa, Middle East, Thailand, Caribbean and the U.S.

Current air carriers at Stewart Airport that offer domestic flights include: Allegiant, American Airlines, Delta Connection and JetBlue Airways.

People

Commercial real estate brokerage firm **Greiner-Maltz** announced recently the appointment of **Atanu Bhattacharjee** as an industrial broker with the firm. Bhattacharjee is a New York State-licensed real estate broker and will be specializing in industrial and flex assets in the Bronx and Westchester areas.

Bhattacharjee began his career in commercial real estate at Friedland Realty in 2013 and over the past three years has completed transactions of more than 450,000 square feet; with a gross value totaling more than \$38 million. Most notably, he was involved in the 2014 relocation of the Willets Point Auto Co-Op in Queens to its new Bronx facility.

"Atanu is truly a rising star within the field," said Ayall Schanzer, president and CEO of Greiner-Maltz Realty Advisors. "When we met at Friedland Realty, I instantly knew he was a breed apart. Atanu represents the best of breed and I am thrilled to have him, once again, on my team."

He attended the State University of Pennsylvania where he received a Bachelor of Arts in economics. In addition, Bhattacharjee is a current board member of the Westchester Hispanic Chamber of Commerce and is a member of the Friends of the Greenburgh Public Library.



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Jeff Doder

Houlihan Lawrence announced recently the appointment of **Jeff Doder**

as manager of its Scarsdale brokerage office.

Doder is an industry veteran with 25 years experience in real estate, the brokerage stated. Most recently, he was managing director with Town Residential in Manhattan and also served as senior managing director at Corcoran's Park Slope office. He succeeded Lewis Arlt, who recently announced his retirement from Houlihan Lawrence.

"Jeff is an excellent addition to our team," said Jim Gricar, general sales manager of Houlihan Lawrence. "His extensive knowledge of the New York market, combined with a decade of brokerage management success, will benefit our Scarsdale office tremendously."

Houlihan Lawrence's Scarsdale office serves Ardsley, Eastchester, Edgemont, Hartsdale, Mamaroneck, New Rochelle and Scarsdale. As manager, Doder will lead more than 90 agents through all real estate transactions.



Marash Palusevic



Bruna Woolf

Keller Williams NY Realty reported that **Bruna Woolf** and **Marash Palusevic** have joined the White Plains-based brokerage firm.

With a background in digital design/marketing and customer service, her fine customer service and attention to detail allows her to guide buyers to obtain the best value for their dream home and to assist sellers to a smooth, stress-free sale of their home, the brokerage firm stated. Originally from Brazil, Woolf speaks three languages including: English, Portuguese and Spanish.

Palusevic is life long resident of Westchester County and spent many years exploring the Bronx. He attended Loyola University in Maryland where he earned a degree in accounting. After working in the accounting field for several years, he decided to join the family Bronx real estate business. Certain that real estate, particularly in the Bronx and Westchester, was his niche; he made the next logical step in joining KW Commercial.



Monique Schielke



Evelyn Bevere

ance industry," said Adams. "Our goal is to increase customer service in closing procedures by creating these dual-purpose executive roles."

New hires **Monique Schielke, Esq.** and **Evelyn Bevere** will serve as sales and settlement executives for Orange and Rockland counties, respectively. "We spent the greater part of 2016 searching for the right team players that will add value at the closing table, and Monique and Evelyn display the qualities we've been looking for," Adams said.

Schielke previously worked as an attorney in New York and New Jersey. She also clerked for the Honorable George E. Sabbath, JSC in Passaic County, NJ. Afterwards, she was an associate attorney at the Law Office of A. Crew Schielke, Jr., Esq. in Wayne, NJ.

As an agent, Bevere assisted clients with property sales, where she informed them on the foremost practices for success in selling and was the liaison between owners and potential buyers. She also worked as a training curriculum designer, in which she developed instructional projects to be used for educating sales associates. Bevere is a member of the National Association of Realtors and the New Jersey Association of Realtors.



Nancy Shaw Chochrek

Chochrek joins the company after serving as a Licensed Associate Real Estate Broker at Houlihan Lawrence's Scarsdale office, practicing real estate and consistently achieving top broker status in both HGAR and Houlihan Lawrence. She graduated from Scarsdale High School in 1981. She attended Brown University, the London School of Economics and in 1988 graduated cum laude from Boston College Law School. She worked as a corporate lawyer in Chicago for 12 years before returning to Westchester County and launching her real estate career.

Chris Raveis, president of residential sales and co-president of **William Raveis Real Estate**, announced that **Nancy Shaw Chochrek** is William Raveis' newest associate sales manager at the firm's Scarsdale office. In her new role, Chochrek will be responsible for providing outstanding customer service, motivating and managing the office's agents and helping to further build William Raveis' presence in Scarsdale, the company stated.

Chochrek comes to William Raveis with a deep industry knowledge, having been a seasoned agent in the Scarsdale area for 16 years with a lifetime sales volume of \$191 million.

"On behalf of the entire William Raveis family, I would like to extend my sincerest congratulations to Nancy as she joins our William Raveis' Scarsdale office," said Raveis. "Nancy and our company share many of the same values, including a focus on customer satisfaction. She is a talented professional, and I am excited to celebrate her career."



Michael Adams

Hudson United Title has announced that it has selected **Michael Adams** as its director of sales in New York State. As one of Hudson United Title's sales producers, Adams has been instrumental in growing the company's sales revenue.

Adams' first initiative as active director has been to recruit hybrid sales and settlement officers. "This is a new model in the New York State title insur-



Joseph Zaro

Joseph Zaro has recently joined **William Raveis** Scarsdale office. Having lived in New Rochelle, the Scarsdale area, Harrison, Purchase and Greenwich, CT., and being licensed in both New York and Greenwich, he is well versed in the real estate markets of Westchester and Lower Fairfield County, CT.

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HGAR

MARCH 2017 UPDATE

HGAR President Botsoe Launches New ‘Tea With The President’ Initiative

By Mary T. Prenon

WHITE PLAINS—In the first of its kind outreach to the general membership, HGAR President Dorothy Botsoe has launched her “Tea with the President” program at HGAR’s White Plains, Goshen and West Nyack offices.

HGAR President Botsoe, who was installed as 2017 HGAR President in January, developed the idea as a way to encourage more participation in the association. “I just wanted to go out to all of our locations, and meet face-to-face with our members to listen to their concerns and ideas so that we can create an even stronger and more involved Association,” said Botsoe. “I believe this is the first time anything like this has been done and it’s so important to me. It goes along with my whole theme of inclusion as we move toward the future.”

The first “Tea” event was held in the Goshen office on Feb. 21 with more than 30 people attending, and the second, on Feb. 22 in West Nyack, brought in more than 20 members.

“Dorothy is an amazing person, and she is open to ideas,” said Deborah Clark, manager of BHG Rand Realty in Pine Bush. “It’s great to see someone with such perseverance, caring and dedication.”

More than 60 people attended the White Plains “Tea” on Feb. 28, where the top-



HGAR President Dorothy Botsoe, standing center, with a group from Rockland County at HGAR’s West Nyack office.



From left, Doris Clark, Nikolas Stanovic, Grace Borrani, Maria Birgy, Dorothy Botsoe, HGAR President, and Elisa Bruno-Midili at the “Tea With the President” event held at the HGAR offices in White Plains.

SPOTLIGHT ON

‘Start Spreading the News’

By Mary T. Prenon

By now, everyone probably knows that HGAR merged with the former Manhattan Association of Realtors (MANAR) in January. However, what everyone may not know about is the man behind the merger—Tony D’Anzica, JD, the founder and president of Dynamax Realty NYC in Manhattan.

D’Anzica was a member of the board of directors of the former MANAR and now serves as an HGAR director and representative of the association’s Manhattan chapter. “This merger was a truly unique situation in that there is more than one group serving the area,” he explained, naming the Bronx-Manhattan North Association of Realtors and the non-Realtor Real Estate Board of New



Tony D’Anzica, JD

Continued on page 15

ics of discussion ranged from the MLS, to RPAC to committee volunteers. “I want to applaud Dorothy for hosting this forum,” said Maria Clair-Howard, of William Raveis Real Estate in Yorktown Heights. “For the 18 years that I have been in this organization, this is the first time I have

ever seen any president make themselves available to the general members. I so appreciate the outreach.”

Botsoe promised that this is just the beginning and plans to hold these events again during the year. “We have to keep this positive energy going,” she added.



HGAR President Dorothy Botsoe (center), colleagues and friends at her most recent “Tea with the President” at the HGAR offices in White Plains.



From left: Desiree Beecham; William Barham; Deborah Habeeb Clark; Pip Klein; Linda VanDeWeert; HGAR President Dorothy Botsoe; Art Livesey; Karen Mills; Hazel Shurland and John Olivero at the “Tea With the President” event held at HGAR’s offices in Goshen.

2017 HGAR RPAC HONOR ROLL as recorded by NYSAR to March 2017

Thank you to the following Members who are leading the way in the 2017 RPAC campaign

Platinum R

Dorothy Botsoe, Dorothy Jensen Realty Inc., White Plains
Nancy Kennedy, Houlihan Lawrence Inc., Croton-on-Hudson
Paul Kennedy, Houlihan Lawrence Inc., Croton-on-Hudson

Golden R

Richard Haggerty, Hudson Gateway Association of Realtors, Inc.

Crystal R

Katheryn DeClerck, BHG Rand Realty, Goshen

Sterling R

Ann Garti, HGAR, Goshen
Marcene Hedayati, William Raveis Legends Realty, Tarrytown
Pamela Jones, Coldwell Banker Res. Brokerage, White Plains
Cynthia Lippolis, BHHS River Towns Real Estate, Croton-on-Hudson
Clayton Livingston, Coldwell Banker Residential Brokerage, Croton-On-Hudson
Holly Mellstrom, Julia B Fee Sotheby’s, Bronxville

President’s Club

Lazer Milstein, Realty Teams Corp, Pamona
Renee Zurlo, BHG Rand Realty, Central Valley

Capitol Club

Gary Connolly, HGAR, White Plains
Lawrence Curasi, Curasi Realty Inc. Montgomery
Michael Graessle, BHG Rand Realty, White Plains
Carol Kope, Dorothy Jensen Realty, White Plains
John Kope, Dorothy Jensen Realty, White Plains
Eydie Lopez, Dorothy Jensen Realty, White Plains
Jennifer Mallory, Keller Williams Hudson Valley, New City

99 Club

Barbara Barber, Janet Brand, Michael Criscuolo, Diane Cummins, Laurie DiFrancesco, Chloe Jensen, Molly Jensen, Melissa Lanza

Recap of Contributions Year to Date**
TOTAL: \$91,587 from 2,248 contributors

Goal: \$201,103 from 3,295 contributors

% of dollar goal: 46%

% of member goal: 68%

BOARDROOM REPORT

**A joint meeting of the Hudson Gateway Association of Realtors, Inc. (HGAR) and the Hudson Gateway Multiple Listing Service
December 14, 2016
HGAR offices, White Plains, New York**

Hudson Gateway Association General Activities

CEO Richard Haggerty delivered a status report on HGAR business. He stated that HGAR Annual Dues invoices have been emailed to all members. He noted that there was a \$10 increase in the total dues amount attributable to the New York State Association of Realtors ("NYSAR"), and that there was no increase in the HGAR portion of the dues. In addition, he advised that HGAR's merger with the Manhattan Association of Realtors, Inc. ("MANAR") was on track for a December 15, 2016 effective date and that all of the documents, which had been approved by both NAR and the New York Attorney General's Office, had been submitted for filing with the New York State Department of State. CEO Haggerty also reminded HGAR members present that the National Association of Realtors ("NAR") deadline for completion of mandated Code of Ethics training is December 31, 2016.

CEO Haggerty also referenced a new NAR policy for local Associations to follow with respect to pending Ethics Complaints at the time of a member's resignation from that local Association. The new policy is that the pending Ethics Complaint must be administered all the way through to a final decision rendered by the local Association's Board of Directors. After discussion, the Directors approved a motion that amended the HGAR Bylaws to reflect NAR's requirement of biennial Code of Ethics training commencing on January 1, 2017, as well as amending the Bylaws to reflect that any Ethics Complaints pending at the time of a member's resignation from HGAR would be administered up to and including a final decision to be rendered by the HGAR Board of Directors.

Communications and Member Services

Debra Budetti, reporting on behalf of the Communications Council, advised that the 2017 HGAR Installation Gala will be held on January 19 at the Tappan Hill Mansion in Tarrytown. The theme will be "We Are the World" and Dorothy Botsoe will be installed at that event as HGAR President for 2017. She further advised that the Young Professionals Network ("YPN") will be hosting a "Breakfast with Benefits" program on January 18, 2017 at HGAR's White Plains office. The theme for that breakfast will be "Better Nutrition for Better Productivity and Profits."

Education

Education Council Chairperson Gail Fattizzi provided a status update for the Council. She advised that the Education Council is awaiting New York Department of State approval for 1-hour CE courses. In addition, the Education Council recently affirmed a contract with Learning Library to offer NAR-based certification courses through HGAR.com. Lastly, HGAR will be hosting a "TechEdge" event in June 2017 sponsored by NAR. "Tech Edge" is a full-day professional development conference focused on how technology impacts the real estate businesses. Fattizzi was especially proud of the "TechEdge" event since NAR only selects a few local Realtor Associations per year to host this conference.

Legislative, Political and Legal Issues

HGAR Government Affairs Director Philip Weiden provided the Legislative Council report on behalf of Council Chairperson John Lease. He advised that he recently met with Peekskill Mayor Frank Catalina and discussed various issues affecting Realtors including transfer taxes, and recording and copying costs for city records. In addition, he alerted all Realtors present to be on the lookout for a "Call to Action" from NAR in 2017 relating to the Mortgage Interest Deduction provision of the federal tax code, which could potentially be imperiled. Realtors Political Action Committee ("RPAC") Chairperson Laurie DiFrancesco was pleased to report that although HGAR did not reach the recommended participation goal for RPAC in 2016, it did however exceed the recommended dollar goal. She pointed out that it was the third consecutive year that HGAR had reached its dollar goal. Chairperson DiFrancesco thanked her RPAC Committee members for their efforts and contributions throughout 2016.

Professional Standards

Leon Cameron, HGAR Professional Standards Administrator, delivered an update on behalf of the Professional Standards Council, advising that since the last HGAR Board of Directors meeting, two ethics complaints are under the appeal process. An Ethics Decision designated as 209-E was then presented to the Directors, a copy of which was provided to each Director. Time was given to the Directors to review the decision and the Directors then passed a motion confirming Ethics Decision 209-E.

Multiple Listing Service

HGMLS President Renee Zurlo called upon HGAR Secretary/Treasurer Jones to discuss an expenditure out of reserves that the HGAR Board of Directors authorized at a separate meeting just prior to the Joint Directors meeting. HGAR Secretary/Treasurer Jones reported that the HGAR Directors had approved a motion to expend up to \$12,500 out of reserves for the purposes of upgrading the sound system in the lobby area and classroom space at One Maple Avenue. The HGMLS Directors passed a motion approving the expenditure of \$12,500 from HGMLS Reserves to be spent specifically on upgrading the sound system at HGMLS's office at One Maple Avenue.

Director of HGMLS Gary Connolly then provided an update on MLS Projects. He reported that the ShowingTime's "Faststats" product has been working well for HGMLS Participants and that Director of HGMLS Training Kristine DiFrancesco has submitted a 1-hour CE course to the New York Department of State on Faststats training. In addition, HGMLS staff will soon receive a test version of Corelogic's GoMLS app and that the app is expected to be introduced to HGMLS Participants in January 2017. Lastly, he reported that there are certain updates that must be made to Corelogic's Instant product before it is made available to HGMLS Participants.

Hudson Gateway Realtor Foundation, CID and WCR Reports

CEO Haggerty then provided a report on behalf of the Commercial and In-

vestment Division ("CID"). He reported that there was a recent presentation on November 17 entitled "Westchester's New Platinum Mile," which featured Ron Belmont, Supervisor and Mayor for the Town and Village of Harrison, along with Frank McCullough, Jr., senior partner, McCullough, Goldberger & Staudt, LLP. He further advised that the next meeting of CID will be on January 25 at 8:30 a.m. and will be CID's annual Commercial Real Estate Roundtable Breakfast.

Carol Christiansen then delivered a report on behalf of the Women's Council of Realtors-Empire Chapter ("WCR"). She advised that the WCR Installation dinner was a great success and featured the installation of Realtor Sarah Hughes as WCR-Empire Chapter President for 2017. In addition, WCR recently held a Member Appreciation breakfast on December 12 at Antipasti di Napoli in Briarcliff Manor.

Management, Financial & Membership Reports

Secretary/Treasurer Pamela Jones presented the Treasurer's Report on behalf of HGAR including the bank and investment summaries for December 1st and the Directors approved receipt of the Cash Reports.

Please welcome the following members to your area:

Designated Realtor

Roberta Axelrod
Time Equities Brokerage, LLC
865 West End Ave, 6E
New York, NY 10025
212-206-6049

Tony L. Danzica
Dynamax Realty NYC, Inc.
419 Lafayette St.
New York, NY 10003

Daniel I. Lenchner
1 Blue Hill Plaza
Pearl River, NY 10965
914-920-7571

Robert Pair
Harlem Lofts Inc.
272 Lenox Ave.
New York, NY 10027
212-280-8866

Jonathan P. Rich
28 Badami Dr.
Middletown, NY 10941
845-467-7877

Rachel Sarfati
Urban Living
1178 Broadway, Fl. 2
New York, NY 10001
212-689-6606

Leza Telesco
297 Main Street
Eastchester, NY 10709
914-494-1377

Affiliate

Vincent Aurigemma
Rhinebeck Bank
2 Jefferson Plaza
Poughkeepsie, NY 12601
845-527-0630

Lisa Cales
Walker Zanger
36 Midland Ave.
Port Chester, NY 10573
914-934-4610

Barbara M. Carlsson
Trustco Bank
33-35 Center St.
Ardsley, NY 10502
914-693-3254

Shawn Conley
Loan Depot
96 Purchase St.
Rye, NY 10580
914-921-0649

Dean Curtis
Loan Depot
96 Purchase St.
Rye, NY 10580
914-921-0649

Nicole Edwards
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845-527-0630

Randolph J. Freese
Wells Fargo Home Mortgage
701 Westchester Ave., Ste. 201E
White Plains, NY 10604-3002
914-285-1440

John Giacobbe, Esq.
Law Office of John A. Giacobbe
583 Davenport Ave
New Rochelle, NY 10805
914-614-2033

Nancy Monahan
Tank Master Environmental, Inc.
PO Box 576
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Frank Petruccio
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Jefferson Valley, NY 10535
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John Reidy
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777 Westchester Ave., Ste. 101
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914-614-7045

Tammy M. Wood
Powerhouse Paving
2 W. Beech St.
Islip, NY 11751
631-277-8400

Jon Yellon
Loan Depot
96 Purchase St.
Rye, NY 10580
914-921-0649

Realtor

Scott M. Adams
Berkshire Hathaway HS West. Prop., Eastchester

Masum Ahmed
Progress Realty Inc.

Albert Alfredo
Luxury Locations LLC

Taschima Allen
Coldwell Banker Signature Prop., Bronx

Ashley D. Allensworth
BHG Rand Realty, Goshen

Guadalupe Antonio
NY Future Homes Realty Co.

Whitney Bagliebter
William Raveis-New York, LLC, Chappaqua

Jennifer Baisley
Keller Williams Hudson Valley, New City

Elisabeth Balachova
Keller Williams NY Realty, White Plains

**Frederick B. Bond
Julia B. Fee Sotheby's Int. Realty, Bronxville

Heshy Breuer
Exit Realty Venture

**Andrea Bronner
Keller Williams Valley Realty, Woodcliff Lake, NJ

Velveta Brooks Taylor
NY Future Homes Realty Co.

Deborah Brown
Hanson Real Estate Partners

Cherryl M. Butler
Coldwell Banker Signature Prop., Valhalla

Josephine Capello
Marcella Realty LLC

**Milton Carr
Elite Premier Properties

Kizza Carter
ERA Insite Realty Services, White Plains

Colby A. Casoria
Exp Realty LLC

Geneva Cooper
Keller Williams Realty NYC Grp., Bronx

Gabriella L. Coppolino
BHG Rand Realty, New Windsor

Maria A. Coronado
Pachyderm Realty

Jessica Degnan
Keller Williams Hudson Valley United, Middletown

Patricia Dooley
Main Source Realty, Ltd.

Ewa Edibe
Grand Lux Realty Cerrone Inc., Ardsley

Shaya Eidelman
Mark One Real Estate

Shaya Eigner
Exit Realty Venture

Michael Eshetu
Westchester Choice Realty

Edwin Figueroa
All In One Realty LLC

Charles J. Fitzpatrick
Mancini Realty Inc.

Lisa D. Gonzalez
Exit Realty Private Client

Kai Hamilton
Portico Realty Group LLC

Jingwei He
Keller Williams Realty NYC Group, Bronx

Jose Hermoza
Exit Realty Private Client

Jaime Hernandez
BHG Rand Realty, Nyack

John C. Himonidis
American Colonial Corp

Lisa Huber
Keller Williams NY Realty, White Plains

Stetson Hundgen
Stetson Real Estate

Khayer Hussain
Baratta Realty

Patricia Hyer
Keller Williams Hudson Valley, New City

Susan Impellizzieri
Briante Realty Group, LLC

Farah Imran
Grand Lux Realty Cerrone Inc., Ardsley

Rawle Isaacs
Pantiga Group Inc.

Petal Joseph
Progress Realty, Inc.

Desmond R. Julian
Exit Realty Search

Harumi Kifune
NY Home & Living Inc.



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- Class Express: \$199
- Non-Member Price: \$300

Additional Classes:

- 4/12- Matrix 1: Introduction to Matrix with Kristine DiFrancesco
- 4/13- (NYSAR) GRI-8: Technology with Jeremias Maneiro
- 4/19- Matrix 2: The Next Step into Matrix with Kimberly Ware
- 4/19- Matrix 2: The Next Step into Matrix(NO CE) with Kimberly Ware
- 4/20- NEW Course! Infosparks & FastStats with Kristine DiFrancesco
- 4/20- NEW Course! Infosparks & FastStats(NO CE) with Kristine DiFrancesco
- 4/24- (NYSAR) PSA (Pricing Strategy Advisor) with Joe Wittington
- 4/26- Matrix 3: Matrix to the Max with Kimberly Ware
- 4/26- Matrix 3: Matrix to the Max (NO CE) with Kimberly Ware

West Nyack



THU APR, 20, 2017 9:30 AM – 1:15 PM
IN PERSON CLASS | CREDITS: 3 CE
INSTRUCTOR | LAURIE DIFRANCESCO

Fair Housing (“Munch & Learn”)

- Member Price: \$35
- Class Express: \$25
- Non-Member Price: \$50

Additional Classes:

- 4/1- All About Commercial Leases with Edward S. Smith
- 4/6- After Hours Program Starts
- 4/6- FSBO’s with Sharon Tucker
- 4/6- NEW Course! Infosparks & FastStats with Kristine DiFrancesco
- 4/6- NEW Course! Infosparks & FastStats(NO CE) with Kristine DiFrancesco
- 4/8- Commercial Green Course with Edward S. Smith
- 4/13- Crossing the Line in Fair Housing: NY/NJ with Adam DiFrancesco
- 4/17- Say Hello to a Good Buy + F.H. + Ethics + 1hr Agency with Linda D’Amico
- 4/20- Client or Customer: What’s the Deal? With Roberta Bangs
- 4/22- Selling Commercial/Investment Properties + F.H. with Edward S. Smith
- 4/27- NAR Mandated Ethics NY/NJ (includes 1hr. of Agency) with Laurie DiFrancesco

Goshen



THU APR 6, 2017 9:00 AM - 5:30 PM
IN PERSON CLASS | CREDITS: 7.5 CE
INSTRUCTOR | JOHN YOEGEL

Small Investment Properties

- Member Price: \$75
- Class Express: \$65
- Non-Member Price: \$90

Additional Classes:

- 4/12- Alternates to Foreclosure & REO’s- Overview on Short Sales with Carole McCann
- 4/25- NAR Mandated Ethics (includes 1hr. of Agency) with Ronald Garafalo

Putnam



MON APR 3, 2017 9:00 AM - 5:30 PM
IN PERSON CLASS | CREDITS: 7.5 CE
INSTRUCTOR | RALPH R. RAGETTE

**Only You Can Prevent Closing Fires
(includes 1hr. of Agency)**

- Member Price: \$75
- Class Express: \$65
- Non-Member Price: \$90

**For details and registration go to
www.HGAR.com/Education
www.HGAR.com/Education
(not HGAR.com)**

APRIL

CALENDAR

Tuesday, April 4th
Free Breakfast with Benefits
Common Myths About Section 8
White Plains, 9:30 a.m. – 11:00 a.m.

Wednesday, April 5th
New Member Orientation
West Nyack, 6:00 p.m. – 9:45 p.m.

HGAR Board of Directors
Goshen, 10:00 a.m. – 12:00 p.m.

Tuesday, April 11th
HGAR Board of Directors
West Nyack, 10:00 a.m. – 12:00 p.m.

Wednesday, April 12th
Discounted Defensive Driving Course
Goshen 5:30 p.m. – 8:30 p.m.

Wednesday, April 19th
Free Breakfast with Benefits
What’s Hot in Home Design Trends of 2017?
Walker Zanger Showroom, Port Chester, NY
New Member Orientation
White Plains, 6:00 p.m. – 9:45 p.m.

Thursday, April 20th
CID Breakfast Seminar
Building a Case for LEGOLAND
Goshen 8:30 a.m. – 10:30 a.m.

Tuesday, April 25th
New Member Orientation
White Plains, 10:00 a.m. – 1:45 p.m.

Thursday, April 27th
RPAC: Happy Hour at Brother Jimmy’s Barbecue
White Plains, 6:00 p.m. – 8:00 p.m





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Irene Amato
NMLS# 4214



Nancy Meserole, NMLS# 274305 | Dulce Nunez, NMLS# 1190332 | Jennifer Maldonado, NMLS# 64961 | Joel Colman, NMLS# 208726 | Doug Petri, NMLS# 39875 | David Best, NMLS# 68224



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LEGISLATIVE AFFAIRS

By Philip Weiden



Now is the Time to Fight For Mortgage Deduction

Reform of the Tax Code is important, but must not eliminate the tax benefits of homeownership. Since its inception over a century ago, the U.S. income tax system has recognized the positive effects of homeownership for families, communities, and society by granting certain tax benefits to homeowners. The result has been a home-owning society that is, in many respects, the envy of the world.

However a tax reform plan currently being considered in Washington is inadvertently threatening to decimate or even wipe out the tax benefits of owning a home for 95% of American families. Ironically, the proponents of this type of tax reform pledge to protect the Mortgage Interest Deduction (MID) by retaining it as one of just two itemized deductions that would not be repealed.

The down side of tax simplification is that it would eliminate the deduction for state and local taxes paid including property taxes. Under the plan the standard deduction would be doubled or tripled, greatly diminishing the number of taxpayers claiming deductions for MID. These two changes would largely erase the tax benefits of owning a home. For the great majority, buying would offer little or no more tax benefit than renting.

Large increases to the standard deduction reduce the relevance of the itemized deduction. Taxpayers claim the higher of the actual itemized deductions or the standard deduction. Elimination of most other itemized deductions, such as those for state and local taxes, would greatly magnify the effect of a higher standard deduction.

A small increase in the standard deduction might be justified and even a good idea, however doubling or tripling the amount, while at the same time eliminating most itemized deductions, would hollow out the incentive effect of the MID.

The tax incentive to buy a home has its first and largest impact on the first-time homebuyer. Having a strong and appropriate tax incentive to assist first time buyers has been instrumental in getting millions of homeowners into their first home. Most homeowners could lose equity and thus family savings as the value of houses would go down should the Mortgage Interest Deduction be eliminated,

Millions of homeowners could go underwater, meaning the home is no longer worth as much as is owed on its mortgage. Make your voice heard and fight this proposal.

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

Astorino, Local Officials Blindsided By Indian Point Closure Agreement

By John Jordan

PEEKSKILL—The overwhelming take-away from a recent state legislative committee public hearing on the Indian Point closure deal between New York

ing was a follow-up to a joint Senate-Assembly committee hearing on the Indian Point closure held in Albany on Feb. 28 (Editor's Note: see story on



The state legislative panel that presided over the Indian Point public hearing in Peekskill included from left: State Assemblyman Kevin Byrne and State Sens. Thomas Crocci, Terrence Murphy and Joseph Griffo.

State and plant operator Entergy Corp. was that state officials failed to forewarn key local stakeholders that a deal was in the works.

County and local officials also were in unison expressing concern that a plan to replace the 2,000 megawatts of power Indian Point 2 and 3 nuclear plants provide and the more than 1,000 jobs at the Buchanan plant is not in place.

State Senator Terrence Murphy hosted a public hearing at the Plumbers and Steamfitters Local 21 Meeting Hall in Peekskill, on March 2nd. The hear-

page 1). Other state representatives that presided over the Peekskill hearing included: State Assemblyman Kevin Byrne and State Sens. Thomas Crocci and Joseph Griffo.

At the session Sen. Murphy hammered home the apparent lack of transparency in the closure deal by asking key county and local stakeholders whether they were notified of the deal prior to becoming aware of the deal from a *New York Times* story on Jan.

Continued on page 16

BARRISTER'S BRIEFING

By Leon Cameron, Esq.



It's Time to Talk About Timeshares

We see the glitzy advertisements on television all the time. A low-cost timeshare offer beckons you away to a tropical or otherwise desirable location. Realtors and members of the public should always investigate to see if all that glitters is truly gold. The purpose of the article is to describe exactly what are the basic timeshare laws in New York and what consumers should know before purchasing one.

The definition of a timeshare is any arrangement for sharing ownership of a condominium, vacation home, or other interest in real estate where the joint purchasers may occupy the real estate during a specified period each year. If you ever receive a timeshare offer through the mail you should be aware that the offer is strictly subject to New York State law. For instance, under state law all timeshare advertisements must clearly use the term "timeshare" as opposed to "vacation club ownership" or "interval ownership."

Furthermore, any offer that promises a free or low cost tour, which includes a timeshare presentation, are required to declare that the complete offering terms are in a New York offering plan available from the sponsor. Additionally, sponsors wishing to market in our state are mandated to disclose all conditions, terms and material facts of the transaction in writing to all prospective purchasers. Also, sellers must also afford buyers of a timeshare a seven-day grace period within which to cancel the transaction after signing a contract of sale.

Before buying a timeshare, consumers should know that they are likely entering into a financial and legal commitment that will bind them for the rest of their lives. It sounds dramatic, but holds true in most instances. Certain factors of the offering plan should be analyzed and weighed in the mind of the consumer:

In a "right-to-use" vacation-interval timesharing plan, a developer owns the resort that is made up of condominiums or units. Each condo or unit is divided into "intervals"—either by weeks or the equivalent in points. With this type of plan if the developer declares bankruptcy, the rights of all purchasers may be terminated.

Timeshares should be bought for recreational use and not for investment. The resale market for timeshares is quite limited and in some markets, does not exist at all.

Real estate brokers generally do not list timeshares. A timeshare purchaser may try to sell their timeshare on the open market, but this may bring the purchaser in direct competition with the sponsor.

The developer, or successor operator, fully controls the operation and maintenance of the facilities. Therefore, the facilities and services will be available only as long as the sponsor is able to provide them. In the nascent stages of the project, the failure of the sponsor to fulfill their obligations may require a small number of timeshare owners to cover the costs of the entire project.

After analyzing the potential prats and pitfalls involved, consumers should make financial comparison between the cost of the timeshare versus a comparable hotel or resort for the same period of time, factoring in the time value of money. While the purchase of a timeshare is largely a financial consideration, consumers in New York can be confident knowing that timeshare offerors are subject to strict state legal requirements. The New York Attorney General's Office offers additional information on timeshare purchasing on its website www.ag.ny.gov.

Editor's Note: The foregoing is for information purposes only and does not confer an attorney/client relationship. For a legal opinion or advice specific to your situation, please consult with a private attorney at law.

Leon P. Cameron, Esq. is the Director of Legal Services and Professional Standards Administrator for the Hudson Gateway Association of Realtors.

'Start Spreading the News'

Continued from page 11

York. "From our perspective, it was important to join with another Realtor association in order to have the resources and benefits available to us from a local, New York State and national association," he stressed.

Joining with some former MANAR members, D'Anzica met with other area Realtor associations before deciding to move forward with the deal with HGAR. "We had the best synergy with HGAR and we felt that this team had the kind of motivation to reach out to Manhattan and grow the market," he said. "Many of our members also have big footprints in the Hudson Valley and now we're looking to an exciting future for both Manhattan and its suburban areas."

Like many real estate professionals, D'Anzica started his career in a round-about way—as an attorney representing landlords, developers, property managers and tenants at one of New York City's largest real estate law firms. In that capacity, he was involved with everything from residential transactional work to foreclosures and landlord-tenant litigation.

"I guess I just became fascinated with the other side of the business—real estate," he said. "I kept hearing this voice in the back of my head saying 'Why are you here?' I always thought that if I was a property manager, I would definitely fix any problems so I could add more value to those properties."

For many years, he thought about leaving the law practice and jumping head first into real estate. After several years at the firm, he walked in one day and gave his two-week notice. "They were a bit shocked, then begged me to stay and gave me a raise. So, what could I do? I changed my mind and stayed," he quipped.

A few more years went by, but D'Anzica just didn't find it fulfilling. After his father passed away, he gave some more thought to changing careers. "My dad was a carpenter and worked hard all of his life to provide for his family," he recalled. "All he wanted to do was retire and enjoy his life and he just didn't get that opportunity. That's when I realized that you only live once."

Over the years, D'Anzica had already been preparing for a career change by investing in some properties in Syracuse. As an attorney, he also had a broker's license and scooped up a few single-family homes in foreclosure. Then he helped friends with similar pur-

chases and "one thing led to another." He added, "I felt like I had a lot more responsibility having to manage these properties so I knew when it was time to focus on this full time."

It was 2007 when he started his real estate and property management business in Syracuse. The market was about to crash and D'Anzica had just closed on several transactions for friends. "It took a while for the market conditions to change, but I was optimistic," he said. The next year he got a call from someone in California who was looking for an attorney and a property manager. To this day, he still handles business for this West Coast client.

In 2008, D'Anzica formalized a business partnership with Christopher Chow, another native New York attorney, and DynaMax Realty was born. The company continues to provide real estate brokerage and property management services in the New York metropolitan area and in central New York State.

"Of course, the cost of residential and commercial properties are vastly different in upstate New York," he admitted. "If you have cash to buy a multi-family in Syracuse, that amount probably wouldn't even be enough to pay a broker's fee in Manhattan!"

Getting involved with the Greater Syracuse Association of Realtors paved the way for his involvement with the former MANAR. "I became a fan of the Realtor brand because it's important to have a Code of Ethics," said D'Anzica. "It always makes you think about how we can all be better."

While he lives in Nassau County and works in Manhattan, D'Anzica continues to do business in Syracuse and commutes back and forth from upstate New York about once a month.

A graduate of the University of Illinois, College of Law, he also serves on the board of directors of its alumni association and as chairperson of its scholarship committee.

"I'm so excited to be involved with the HGAR Board of Directors and I'm looking forward to contributing something meaningful," he said. D'Anzica also serves on HGAR's education council. "My goal is to spend as much time as possible reaching out to former MANAR members and other Manhattan real estate professionals to welcome them into our association."

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Former Ramapo LDC Director Pleads Guilty in Bond Fraud Case

By John Jordan

WHITE PLAINS—The former executive director of the Ramapo Local Development Corp. N. Aaron Troodler pled guilty on March 7th to federal securities fraud and conspiracy charges in connection with the bond financing for the construction of what is now known as the Palisades Credit Union Park, and other projects, including the failed The Hamlets condominium project.

The guilty plea was based on indictments unsealed last April and superseding information that allege that Town Supervisor St. Lawrence and Troodler lied to investors in the town's and RLDC's municipal bond issues in order to conceal what the federal government charged was the "deteriorating state of the town's finances and the inability of the RLDC to make scheduled payments of principal and interest to holders of its bonds from its own money." The federal government stated that the alleged securities and wire fraud resulted in "investors in all town and RLDC bonds outstanding during the relevant time period, have, to date, suffered millions of dollars in losses." According to the U.S. Attorney, "Troodler defrauded both the citizens of Ramapo and thousands of investors around the country, helping to sell over \$150 million of municipal bonds on fabricated financials."

The same day as the unsealing of the indictments last April, the Securities and Exchange Commission announced civil fraud charges against Ramapo, the RLDC, St. Lawrence, Troodler, Town Attorney Michael Klein and Deputy Finance Director Nathan Oberman in connection with actions related to RLDC's bond financings.

St. Lawrence has pled not guilty to the charges. Troodler had pled not guilty but changed his plea on March 7th, according to an announcement by the U.S. Attorney for the Southern District. Troodler, 42, of Bala Cynwyd, PA, pled guilty to one count of securities fraud, which carries a maximum sentence of 20 years in prison, and one count of conspiracy, which carries a maximum sentence of five years in prison. He is scheduled to be sentenced on Sept. 18. According to a report in the *Journal News*, St. Lawrence's trial could begin by mid-April. St. Lawrence's attorney Michael Burke could not be reached for comment by *Real Estate In-Depth* at press time. He offered no comment on the Troodler guilty plea in the *Journal News* report.

U.S. Attorney Preet Bharara said of Troodler's guilty plea, "As we said at the time of his arrest, N. Aaron Troodler defrauded both the citizens of Ramapo and thousands of investors around the country, helping to sell over \$150 million of municipal bonds on fabricated financials. Today, Troodler has admitted to committing securities fraud. This guilty plea, in what we believe to be the first municipal bond-related criminal securities fraud prosecution, is a big step in policing and bringing accountability to the \$3.7-trillion municipal bond market."

The federal charges stem from the town's and Ramapo LDC's actions in connection with the bond financing for the construction of minor league baseball stadium Provident Bank Park, now operating as Palisades Credit Union Park, and other projects. The stadium is the home of the Rockland Boulders minor league baseball team and first opened in 2011. The RLDC also built the Ramapo Commons condominium project in Spring Valley.

The federal government stated that while the fraud predated the construction of the stadium, the town's fiscal problems were caused largely by the \$58-million

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Palisades Credit Union Park

Astorino, Local Officials Blindsided By Indian Point Closure Agreement

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6, several days before the official announcement by Gov. Andrew Cuomo and Entergy on Jan. 9th. Among those who testified that they were not informed of the deal included Westchester County Executive Robert Astorino, Buchanan Mayor Theresa Knickerbocker, Cortland Town Supervisor Linda Puglisi, Hendrick Hudson School District Superintendent Joseph Hochreiter, as well as a host of union leaders who

gap. He also revealed that the district was about to roll out a \$14-million capital plan in January, but those plans were shelved once the plant closure deal was revealed.

Hochreiter discussed the dire possibilities that lie ahead for the district, including significant tax increases and the possibility of an oversaturated housing market caused by businesses and families who decide to leave the area



From left, Buchanan Mayor Theresa Knickerbocker, Cortland Town Supervisor Linda Puglisi and Hendrick Hudson School District Superintendent Joseph Hochreiter

represent workers at the Indian Point Energy Center.

County Executive Astorino said at the hearing that despite sending a letter to Gov. Cuomo requesting a meeting to discuss the Indian Point closure and plans to mitigate the impact of the shutdown, he had yet to hear from the governor on his request.

Astorino said that the decision to close Indian Point "puts the economic and environmental future of our region at risk. I am here to ask for your help in getting credible answers to how the state plans to do the following: replace Indian Point's power generation; mitigate against the negative impacts to our power grids; lessen the CO2 emissions from generating replacement energy; supplement \$31 million in local tax revenues that will be lost and counter the economic devastation that results if New York powers down a multibillion dollar economic engine."

Buchanan Mayor Knickerbocker discussed the tremendous fiscal impact the closure will eventually have on the town and wondered if the Indian Point plants could be converted to gas-fired generation facilities.

Cortland Town Supervisor Puglisi also discussed the tremendous economic impact the closure would have on the area and related that the closure poses the biggest challenge to the region since 9-11.

She said the fact that the town was not notified of the plant closure was "disappointing, but we must go forward."

Hendrick Hudson School District Superintendent Hochreiter said that the school district would upon the plant closures face a \$29.7-million funding

due to the fear of the unknown impacts the plant closures will cause.

Marsha Gordon, president and CEO of The Business Council of Westchester, in her testimony pointed to a study commissioned four years ago by the business organization that concluded that closing the Indian Point Energy Center would have a catastrophic impact on the region resulting in higher electric rates for businesses and consumers, more power outages, a rapid rise in carbon emissions and cause a devastating blow to Westchester's economy. Among the study's chief conclusions included: higher electric rates and carbon emissions, the loss of more than 3,300 direct and indirect jobs; representing more than \$200 million in lost wages, and the loss of approximately \$75 million per year in combined property taxes.

"Four years later, these issues remain valid. Yet, the governor and those who have relentlessly advocated for closing Indian Point have yet to begin to address how Westchester County and the region will deal with the five critical issues," Gordon said. "It is imperative that all key stakeholders including members of the State Legislature press for answers to these questions. Once Indian Point is closed, what is the governor's plan to deal with: the electric supply reliability, the increase of electric rates and the environmental and economics holes that will occur once Indian Point is closed? As we work to attract new businesses to Westchester and encourage existing businesses to stay and grow, we will need detailed answers. Sadly, those discussions should have occurred before the governor's announcement that the plant would be closing."

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Gov. Cuomo Touts Initiative to Accelerate \$150M Project by Woodbury Common Exit



Gov. Andrew Cuomo

By John Jordan

WOODBURY—Gov. Andrew Cuomo made a stop at the New York State Thruway Authority Harriman Maintenance facility in Orange County on Feb. 26th to tout his expedited \$150-million reconstruction of the Route 17 Exit 131 and adjacent New York State Thruway Harriman exit. The first dirt on the long-delayed project that will greatly improve traffic to the highly popular Woodbury Common Premium Outlets will begin this November.

The project entitled the “Woodbury Transit and Economic Hub” will be completed five years ahead of schedule; moving up the expected completion of the design-build project from 2024 to 2019, Gov. Cuomo said. The project will further bolster Woodbury Common’s booming tourism sector and strengthen the local economy—create more than 600 jobs and significantly reduce congestion in the Mid-Hudson region, he noted at the press conference.

Gov. Cuomo announced plans to expedite the long-delayed project as part of his State of the State message back on Jan.10. The project calls for the New York State Department of Transporta-

tion to expand the Route 32 corridor, replace the Route 32 bridge over Route 17, reconfigure the ramp leading to the New York State Thruway (I-87), and add a solar-powered bus station, an expanded commuter parking lot, and an Intelligent Transportation System that adapts to changing traffic conditions. Each of these enhancements, including the addition of cashless tolling, will improve access and allow for increased commercial activity.

The project had been on the drawing boards for more than a decade, but had been pushed back and was not expected to begin for some time until the governor decided recently to fast-track the project.

“This design-build project will significantly accelerate completion of a streamlined, state-of-the-art transportation network at a critical juncture, creating hundreds of jobs and growing the regional economy by improving access to this vital commercial corridor,” Gov. Cuomo said. “The overhaul of these roads and traffic patterns, along with the addition of cashless tolling and enhanced public transit options, will ease congestion for those who live, travel, work, eat, and shop here, while supporting the future growth of the Mid-Hudson region.”

On Feb. 3, the New York State Department of Transportation issued a Request for Qualifications for the design-build project. The due date for the Statement of Qualifications from the interested firms is March 14th, according to state documents. NYSDOT will review the qualifications of the design-build firms and announce a short list of qualified firms in mid-April. Those firms will then be allowed to submit proposals on the project, with the project awarded and work scheduled to begin in November 2017. Work on the project is anticipated

to be completed in November 2019.

State transportation officials stressed the importance of the project that will also provide better access to the Montreign Casino and Resort in Sullivan County that is currently under construction and possibly to the LEGOLAND New York theme park in Goshen, which is now in the approval process.

NYSDOT Commissioner Matthew J. Driscoll said, “This design-build project will improve motorist and pedestrian safety for all who live, work, and shop here, helping to ensure the economic competitiveness of the Hudson Valley region for generations to come. We look forward to getting shovels in the ground on this project later this year.”

Bill Finch, acting executive director of the New York State Thruway Authority, added, “Building upon the 2016 implementation of cashless tolling at the Tappan Zee Bridge, the conversion at the Harriman Toll Barrier will enable motorists to experience safer and more convenient travel in the Mid-Hudson Valley. This state-of-the-art technology, which is being used on many roads and bridges around the nation, will also ease congestion and help the environment by reducing idling, and the Thruway Authority is proud to be a part of this project.”

As a part of the project, the New York State Thruway Authority will implement cashless tolling at the Harriman Toll Barrier, ensuring that motorists driving through this interchange would be able to pass through more quickly. The authority will convert the toll barrier for northbound traffic seeking to access Woodbury Common and New York State Route 17 exit of the Thruway to cashless tolling. For southbound traffic from the Thruway’s



A rendering of some of the planned improvements to the Harriman toll interchange adjacent to Exit 131 of Route 17.

ticketed portion of the system, two toll lanes would remain in place.

Major elements of the project include:

- Improved access to Woodbury Common Premium Outlets.

- Replacing the Route 32 bridge over Route 17, which will include standard Interstate height clearance over Route 17.

- Reconstruction and expansion of Park and Ride facilities, which will include a bus stop and solar-powered bus station to promote public transit.

- Reconfiguring the Route 17, Exit 131 eastbound ramp leading to the Thruway.

- A new interconnected and adaptive traffic signal system along Route 32 to minimize delays and enhance access to local businesses and schools.

- Intelligent Transportation Systems to adapt to changing traffic conditions and optimize signal responses.

Orange County Executive Steve Neuhaus described the project as “one of the most important projects for the Hudson Valley.” He added, “With this exciting development, we are one step further in transforming the corridor from a burden into a vital asset. I look forward to working alongside our partners at the state, federal and local level of government to get this critical project completed and to keep moving our region and our economy forward.”

Congressman Sean Patrick Maloney, a member of the House Transportation and Infrastructure Committee, and other state political leaders were also on hand for the event.

Merlin Seeks 20-Year PILOT Deal For LEGOLAND New York Project

By John Jordan

GOSHEN—The proposed developer and operator of the \$500-million LEGOLAND New York theme park here announced on March 1 that it will seek a 20-year Payment in Lieu of Taxes deal from the Orange County Industrial Development Agency.

Merlin had originally proposed a 30-year PILOT deal, but now is looking to finalize the 20-year accord after the shorter-term agreement was suggested by the Orange County IDA and was evaluated as part of the agency’s study of the project’s impacts by KPMG.

“We hold in high regard the work of the Orange County IDA and the expertise of KPMG,” said Phil Royle, LEGOLAND New York head of project & community relations. “While we believe our initial proposal of a 30-year PILOT would have generated tremendous economic benefits to the Town of Goshen, the Goshen School District and Orange County, we respect public feedback and are modifying our request to a 20-year agreement. The updated proposal will provide even greater economic benefits to the community.”

The KPMG report noted that the 20-year PILOT will generate \$87 million in payments over a 30-year period, compared to Merlin’s initial proposal, which would have generated approximately \$61 million in payments over a 30-year period. According to the report, based on attendance of two million patrons, the property will generate \$8.25 million in sales tax revenue each year from ticket, food and merchandise sales at the theme park.

Other highlights of the KPMG report include estimates of approximately 800 construction jobs to build the project and a total of 1,300 annual jobs (500 full-time, 300 part-time and 500 seasonal) with an initial total payroll of \$46 million per year.

The “20-year PILOT is a lot more lucrative and brings more revenue to all the taxing agencies a lot more quicker than the 30-year PILOT,” said Orange County Executive Steve Neuhaus. “It also, if you add the cumulative value, is better for the communities. It’s something that I think the Town of Goshen wanted in the first place after they saw the 30-year PILOT proposal when it first came out. So, I support it.”

Maureen Halahan, president and CEO of The Orange County Partnership, said of the revised PILOT offer by the LEGOLAND New York developer, “Merlin and the Orange County IDA have worked tirelessly to negotiate a PILOT that will maximize the benefits to the schools and the community while also having the ability to retain the company, making it profitable for LEGOLAND to succeed. Months of hard work was invested and KPMG just released their report stating the economic benefits to our county. It’s positive and worth the read.”

Merlin Entertainments announced last month that it would relocate and reconfigure Exit 125 of Route 17 to help alleviate traffic on local roads in connection with the project that is now in the approval process before the Town of Goshen. The Exit 125 proposal, which still must receive approval from the New York State Department of Transportation, could run as high as \$25 million to complete, Orange County Executive Neuhaus told *Real Estate In-Depth*.

Legoland’s Royle will be the keynote speaker at the April 20th meeting of the Hudson Gateway Association of Realtors’ Commercial Investment Division. The session, which will begin promptly at 8:30 a.m. will be held at the HGAR Goshen offices at 9 Coates Drive.

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Michael Rackenberg



Jim Higgins



Teresa Marziano



Terry Baxendale



Peter Wells

RYE BROOK— Houlihan Lawrence Commercial Group, the commercial arm of leading real estate firm Houlihan Lawrence, reported recently that it expanded operations into Connecticut.

Agent Michael Rackenberg has been named the team leader for the office that will service communities throughout Fairfield County, including New Canaan, Greenwich and Stamford. He will be joined by agents: Terry Baxendale, Jim Higgins, Peter Wells and Teresa Marziano.

“Connecticut, much like New York, is experiencing renewed momentum in the commercial market from industrial, retail and health care industries,” said Thomas LaPerch, managing director of Houlihan Lawrence Commercial Group. “We’re eager to meet these needs and introduce new buyers and sellers to our growing team of highly skilled, successful real estate professionals.”

Rackenberg will oversee the agents, working between the company headquarters in Rye Brook and the firm’s residential brokerage office in Greenwich, CT.

“This is an important move for Houlihan Lawrence Commercial Group, as it allows the company to expand its commercial services into the lucrative Connecticut market,” said Rackenberg. “I am committed to leading this new team to success by ensuring the utmost in honesty and integrity to clients.”

The new team has already secured deals throughout Connecticut. Baxendale arranged the sale of 62 Mason St. in Greenwich for \$2.8 million. The historic building was originally listed

for lease, but Baxendale brought a prepared buyer to the opportunity. Additionally, Wells has brokered leasing deals in Greenwich at both 86 Greenwich Ave. and 125 Mason St., the company reported.

Houlihan Lawrence Commercial Group specializes in investment opportunities, office condominiums and leasing, industrial and retail sales and leasing, land acquisition and development as well as municipal approval consultation. The group has 25 highly experienced agents across New York City, Westchester, Putnam, Dutchess and Fairfield counties.

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Urstadt Biddle Sells Westchester Pavilion for Nearly \$57 M

By John Jordan

WHITE PLAINS—The former home of the Hudson Gateway Association of Realtors—the Westchester Pavilion Mall—has changed hands and is expected to be demolished shortly for a new high-rise mixed-use development.

Greenwich, CT-based Urstadt Biddle Properties sold the vacant existing 185,000-square-foot Westchester Pavilion mall to Maple and Broadway Holdings, LLC, a subsidiary of Lennar Corp. through its Lennar Multi-Family Communities, LLC subsidiary, for \$56.6 million. The deal was announced on March 1.

In Sept. 2015 the Westchester County Industrial Development Agency Board granted incentives totaling more than \$14 million in sales and mortgage tax exemptions for the project to be developed by Lennar Multifamily Communities. Last month the City of White Plains granted approval for the project.

The project calls for 756,300 square feet of residential space and approximately 95,600 square feet of retail space. The project will create 2,895 construction jobs and 72 permanent jobs. The development will feature 707 residential units, 10% of which have been earmarked as affordable.

Willing L. Biddle, UBP's president and CEO, said Urstadt Biddle acquired the Westchester Pavilion in 2002 and operated it for more than 10 years as a power center mall. In 2013, with the expiration of certain large pending leases, the firm concluded that the property had great potential to be redeveloped into a much larger retail/residential mixed-use project.

"This dream could not have become a reality without the cooperation and support of Mayor Thomas Roach and the White Plains Common Council who understood our plan and ultimately supported a re-development of the prop-

erty to include two high-rise buildings containing over 700 apartments above 75,000 square feet of lower floor retail," said Biddle.

He said that with the sale to Lennar Multi-Family Communities, the Miami-based developer would follow through on his firm's dream of "building a beautiful, new mixed-use complex that will bring new life and vitality to the south-east end of White Plains."

He added, "We know the site has tremendous potential, and we expect that Lennar's project will be a success for the community. The sales price is a substantial premium over the price that we paid for the property, and when this premium is combined with the strong annual return we made operating the property, it is clear that the Pavilion was a very good investment for our company." The company acquired the 99% leased shopping center from the State of Wisconsin Retirement Fund for \$39.9



The Westchester Pavilion mall in White Plains will be demolished to make way for a mixed-use development featuring rental apartments and retail space. FILE PHOTO

million in December 2002.

Officials with Lennar Multifamily could not be reached for comment.

The Hudson Gateway Association

of Realtors relocated from its offices at the Westchester Pavilion and officially opened its new headquarters last July at the Source at White Plains.

Oros Named New Director of Economic Development

WHITE PLAINS—Westchester County Executive Robert P. Astorino announced on March 7th the appointment of George Oros as the new Director of Economic Development. Phil Oliva, the Deputy Director of Communications, succeeded Oros as Chief of Staff. Both appointments were effective March 13.

William Mooney III, the current director of Economic Development, announced last month that he was leaving the post in March to take a position in the private sector with Signature Bank. Mooney has been with the Astorino administration since 2010.

"While we are sorry to see Billy leave our county team, I want to take this opportunity to thank him for his commitment and dedicated service and wish

him success and happiness in his future endeavors," Astorino said.

As Director of Economic Development and Special Adviser to the County Executive, Oros will oversee all of the traditional management responsibilities for the Office of Economic Development, the Industrial Development Agency, and the Local Development Corporation. He will also continue to be part of the senior level staff that advises the County Executive and will work on select initiatives and policy matters, such as the public-private partnership proposed for Westchester County Airport, the federal Affordable Housing Settlement, the closing of Indian Point and other projects.

As Chief of Staff, Oliva will oversee the legislative agenda for Westchester at the federal, state and county levels. He will also coordinate intergovernmental relations with municipalities and supervise constituent services.

Prior to joining the administration as Chief of Staff when Astorino took office in January 2010, Oros served 14 years as a County Legislator, including being elected Board Chairman and Minority Leader. A lawyer by training, Oros had a private law practice for more than 25 years. He is a graduate of Pace Law School and Pace University, where he obtained a Bachelor in Business Administration, majoring in marketing.

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2017 Special Supplement Schedule

APRIL **Westchester County Supplement +
Hudson Valley Real Estate Report**

JULY **Hudson Valley Real Estate Report**

AUG. **Hudson Valley Supplement**

SEPT. **Orange County Supplement**

OCT. **Putnam County Supplement +
Hudson Valley Real Estate Report**

DEC. **Rockland County Supplement**



The Latest on Social Media Automation Tools, E-Mail Finding Tools and NAR's Free 'Field Guides'

The RazorSocial.com site is a powerful resource that I encourage you to investigate. The content that you will find there focuses on social media and marketing technology. I'm confident that if you invest some time to browse the site you'll find numerous articles/blog posts that will interest you. The article/post... "7 Terrific Time Saving Social Media Automation Tools that you have to use!" recently caught my attention. The article provided an efficient overview of some tools/services that alone (or together) could prove to be very useful to agents and/or offices that want to up their social media game.

Tip: Pay attention to the comments area that is found below the site's articles/posts. Why? Because you will find that by reading through the comments, you will often come across comments that provide additional information, insight, tips, resources, etc. that in some way relate to the topic at hand. Here's a link to the above-mentioned article, and while you're checking it out also take a look at the additional information/commentary that's available in the comments area...

www.razorsocial.com/social-media-automation

Tools to Help You Find Someone's E-mail Address

Fortunately, when you want to find someone's e-mail address there are quite a few tools available that can help you achieve the goal. Unfortunately, I haven't been able to identify any tools that guarantee their ability to find someone's e-mail address. Additionally, I've noticed that many of the e-mail address discovery tools/services that are available allow you to use the service for free, but only to a limited extent. When I Googled "best e-mail address discovery tools" (and variations of that text) I was impressed with the quantity and quality of the search results. The following are links to articles that discuss/highlight several e-mail address discovery tools...

www.growhack.com/2016/07/how-to-get-anyones-email-address

www.smallbusinessideasblog.com/find-email-addresses

What to Do When Your Phone Gets Wet

Whoops! Your phone just fell into a puddle, a pot of water in the sink, the toilet, got washed in the washing machine, etc...it happens! What should you do? What shouldn't you do? What I suggest you do (before your phone mistakenly finds its way into an accidental water submersion situation is to familiarize yourself with an article titled "Oh No! I Dropped My Phone in The..." that you can find at the askbobrankin.com website. Quick tip...When your phone gets wet, don't do the one thing that most people do...don't try to turn on the phone to see if it still works! For a more detailed discussion on the topic, please review the article mentioned above at the following web page...


www.askbobrankin.com/oh_no_i_dropped_my_phone_in_the.html

Better Glue Repairs

What type of glue should you use to glue...metal to wood, ceramic to wood or rubber to glass? To help you answer these types of questions you should visit the thistothat.com website (think..."glue this to that"). When you get to the website you

TECH TALK

By John Vrooman
john@johnvrooman.com



will be presented with a simple interface where you select the two types of materials that you want to glue together and then click on the "Let's Glue" button. When you do this, you'll then be presented with a/some recommended product(s) and information related to your submitted gluing project. I would recommend that you bookmark the thistothat.com website so that it will be available to you the next time a gluing situation arises. Here's a courtesy link to this handy online tool...
www.thistothat.com

Check out NAR's 'Field Guides'

Have you ever looked to see if any of NAR's free "Field Guides" may cover and provide useful information on topics that might interest you? If not, I think you should browse the list of available Field Guide topics to see if any of them might interest you. When I browsed the list, I identified quite a few. Most of the Field Guides have 2016 dates associated with them, so they are still relatively current. A link to an archive of older Field Guides is also available. The following are the titles of a few Field Guides that caught my interest and may catch yours as well: Quick Real Estate Statistics; Marketing Tips for REALTORS®; Drones & Real Estate; Sale Leasebacks & Synthetic Leases; Effects of Low-Income Housing on Property Values; Real Estate Crowdfunding; and Using Digital Video as a Marketing Tool. Quite a few additional Field Guides also caught my interest, but I'm not going to list them all here.

Instead, you can browse the list of available Field Guides here...

www.nar.realtor/field-guides

Reminders

This column (and many previous ones) are made available for your viewing convenience and reference at www.realestateindepth.com/technology (The "Technology" section of the *Real Estate In-Depth* website.)

If you have comments, suggestions, tips, questions or just want to say "Hi," you are invited to contact me at john@johnvrooman.com. I always enjoy hearing from you!

John Vrooman is an experienced Realtor who enjoys staying on top of real estate, technology, gadgets, marketing, new media and small business trends/developments. John gathers information from a diverse range of resources and enjoys sharing tips, thoughts, and discoveries with others—using a "something for everyone" approach. John has been authoring this column since August 2000 and is an Associate Broker with Better Homes & Gardens Rand Realty's White Plains office.



Exciting News!

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Will NY State Ever be Business Friendly? Putnam County Can Lead by Example

PUTNAM POSTING

By Jennifer Maher



2016 was a record-breaking year for non-business-friendly regulations with the onerous minimum wage increase and the most generous family leave mandate in the country. Heather Briccetti, president and CEO of The Business Council of New York State, said, "These mandates, combined with the lack of any meaningful, broad-based business climate reforms, left our state's small, medium and large job creators

wondering when Albany was going to get back to business and start working for them."

This year isn't starting out much better, with the new state window tint law taking effect. This new law puts the burden on auto shop owners to buy a new expensive tool and elongates the time required to make inspections. Both of these will cost businesses more money, which of course the bill does not take

into consideration. Why is New York always creating new ways to make doing business more difficult? Other state proposals have also raised concerns, such as limits on employers' political advocacy, new labor law requirements, additional "pay equity" requirements, and more environmental mandates and restrictions.

Putnam County has taken a turn for the better when it comes to business legislation. The Putnam County Chamber of Commerce has successfully worked with the legislators to eliminate and prevent laws that do not promote a healthy business climate in our county. We have a County Executive who is committed to the success of our small businesses. Still, we really need to hear from the business community itself. The

Chamber's 2017 Legislative Priorities Committee is creating a Legislative booklet for upcoming roundtable discussions with village, town, county, state and federal elected officials. Join us for the committee meeting on Wednesday March 15th from 11:30 a.m. to 1 p.m. and the Elected Officials' Forum to discuss the legislative priorities scheduled on Sunday, April 2 from 1 p.m. to 3 p.m. Both sessions will be held at Spain Cornerstone Park in Carmel.

Jennifer Maher served as the 2015 vice president of the Hudson Gateway Association of Realtors and currently serves as the 2016 vice president of the Hudson Valley Chapter New York State Commercial Association of Realtors and chairwoman of the Putnam County Chamber of Commerce.

Former Ramapo LDC Director Pleads Guilty in Bond Fraud Case

Continued from page 16

total cost of the stadium. "The town paid more than half of that cost, despite the rejection of the town's guarantee of bonds to pay for construction of the stadium in a town-wide referendum in (August) 2010 and St. Lawrence's public statements that no public money would be used to pay for the stadium," the U.S. Attorney's office stated.

When the RLDC issued \$25 million in bonds to build the stadium in 2011, the federal government charged the town inflated the size of its General Fund by including a "fabricated" more than \$3.6-million receivable in the General Fund from a land sale from the town to the RLDC.

In addition, St. Lawrence allegedly inflated the General Fund with another false receivable for \$3.08 million from 2010 through 2015 in connection with the RLDC's agreement to purchase property known as "The Hamlets" from the town for \$3.08 million, the U.S. Attorney stated in the superseding information. That sale never closed because the land turned out to be a habitat for rattlesnakes. According to the U.S. Attorney, "Rather than take the receivable off the town's books—and reduce the size of the General Fund balance by \$3.08 million, thereby creating a negative balance—St. Lawrence claimed the receivable had to do with the RLDC's purchase of another property from the town that had already taken place. To keep it on the books, St. Lawrence then caused the Town Attorney to tell the town's auditors over a period of years that the receivable would be paid back within a year, which was required if the receivable was going to stay in the General Fund. Without this fake receivable alone, the town's General Fund balance would have been negative for years."

In May 2013 after the Federal Bureau

of Investigation conducted a search of Town Hall in connection with the investigation, the federal government charged that Supervisor St. Lawrence inflated a receivable from the Federal Emergency Management Agency to reimburse the town for expenses from Hurricanes Irene and Sandy. St. Lawrence claimed that the town was going to receive \$3.145 million from FEMA when the town hadn't even submitted those claims to FEMA yet, the U.S. Attorney stated. Without St. Lawrence's inflation of this receivable alone, federal court documents state that the projected General Fund balance for 2012 would have been negative when the town sold bonds in May 2013.

The indictment also alleges that St. Lawrence inflated the General Fund balance by making more than \$12 million in transfers from the town's Ambulance Fund to the General Fund from 2009 to 2014. The group of properties in Ramapo that pays into the Ambulance Fund is different from the group of properties that pays into the General Fund. Under state law, transfers between funds with different tax bases can only be loans. St. Lawrence told the auditors that the two funds had the same tax base to justify the transfers, according to the U.S. Attorney.

According to the indictment and the Superseding Information the federal government charged that St. Lawrence and Troodler misled bond investors that the RLDC was making the payments on its bonds from its operating revenue, specifically proceeds from running the baseball stadium and selling condominiums at a development it had built. "That was important to investors because it led them to believe that the town would not have to pay off the RLDC's \$25 million bonds. It also made the RLDC's

bonds look less risky. The RLDC actually made those payments from money Troodler borrowed from the bank or

money he obtained from the town at St. Lawrence's direction," the U.S. Attorney's Office stated.

New Members

Continued from page 12

Kimberly R. Kirklind
NY Future Homes Realty Co.

Sari Kobak
Houlihan Lawrence Inc., Millbrook

Ilya Kosilov
N. Tirado Realty LLC

Ramo Kucevic
Keller Williams NY Realty, White Plains

**Jillian Laga
Keller Williams Valley Realty, Woodcliff Lake, NJ

William Lawlor
McClellan Sotheby's Int. Realty

April J. Lazier
Harold Lazier Jr.

Jie Liu
Keller Williams Hudson Valley United, Middletown

Hershy Loker
Keller Williams Hudson Valley, Rockland

Denise Lynch
Keller Williams Hudson Valley, New City

Rosa Madeira
McClellan Sotheby's Int. Realty

**Nicole B. Madison
Coldwell Banker Res. Brokerage, New City

Lee Evan Margolies
R2M Realty Inc.

Juliana Marini
Coldwell Banker Signature Properties, Bronx

Lisbel Marmolejos
J. Philip Real Estate LLC, Pelham

Valerie Martinez-Friedber
J. Philip Real Estate LLC, Pelham

Naomi Mayor
BHG Rand Realty, Yorktown Heights

Crispin McRae
Besmatch Real Estate

**Digiiovanni V. Melendez
Coldwell Banker Res. Brokerage, New City

Wanda Mendez
Grand Lux Realty Cerrone Inc., Ardsley

Oksana Mikhailova
Keller Williams Realty Partners, Bedford Village

Ezra A. Mizrahi
Keller Williams Realty, Chester

Mohammed Moosa
Heritage Real Estate Service

Eris Nahoum
Weichert Realtors, Monroe

Walter Nolan
PWV Realty, LLC

Samantha Nunes
BHG Rand Realty, Stony Point

**Rachel Okul
Exit Realty Search

Angenis Olivares
Keller Williams Realty Group, Scarsdale

Elyn J. Osorto
Century 21 Dawns Gold Realty

Elizabeth M. Paulo
Century 21 Alliance Realty Group, Wappingers Falls

Lori A. Pecoraro
Keller Williams Hudson Valley, New City

**Ruth Pfeffer
Charles Rutenberg Realty, Inc., Plainview

Glaucimara Piazza
Keller Williams NY Realty, White Plains

Elizabeth Pittman
Houlihan Lawrence Inc, Rye

**Melissa Riley
Keller Williams Realty Partners, Yorktown Heights

**Elizabeth Roberts-Carrichner
Keller Williams Valley Realty, Woodcliff Lake, NJ

Amanda Rodriguez
Keller Williams Hudson Valley, New City

Kelly Rosati
Keller Williams Realty NYC Group, Bronx

Jeremy Rosenblatt
Century 21 Full Service Realty, New City

Moses Rottenberg
Keller Williams Hudson Valley, New City

Brandy Russell
BHG Rand Realty, Yorktown Heights

Maria A. Sabe
Coldwell Banker Res. Brokerage, Rye

Anthony D. Saddler
Besmatch Real Estate

Shevar Salmon
Keller Williams Realty NYC Group, Bronx

Sugar Sanchez
Keller Williams Realty NYC Group, Bronx

Jacqueline Santiago
BHG Rand Realty, Goshen

Laurence Saperstein
Platinum Drive Realty, Inc.

Daniel Schatz
Albert P. Schatz, LLC

Mary A. Shallo
Houlihan Lawrence Inc., Jefferson Valley

Jeffrey Shapiro
HomeSmart Homes & Estates

Susan Shields
Keller Williams Realty NYC Group, Bronx

Cyrus Shojai
Lucille Esposito Realty

Mark Siegel
Keller Williams Realty Partners, Yorktown Heights

Sashika Silvera
Keller Williams Realty, Chester

Christopher Simao
Howard Penn

Darius Simmons
Keller Williams Realty NYC Group, Bronx

Justin Simmons
DKC Realty Group LLC

Robert Solari
Albert P. Schatz, LLC

Tara Sorine
Westchester Choice Realty, Inc.

Michelle A. Stoker
Weichert Realtors, Orange

Giovanni Taormina
Charles Rutenberg Realty, Inc., Bronx

Gabriel Thomas
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Elizabeth Vega
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Fred Waring
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Sabrina Weinstein
Keller Williams Hudson Valley, New City

Kevin Wickersham
Keller Williams Realty Partners, Yorktown Heights

Natasha Wood
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*Indicates individual holds current membership and is opening up as a new firm as Broker/Owner.

**Indicates individual will hold Secondary Membership.

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Realtor Foundation Pub Night, Harrison Tavern, March 7



From left, Bonnie Koff, Alicia Albano and Steven Gagnon



From left, Lorenzo Signorile, Veronica Meola and Anthony Lando



From left, Alicia Albano and Stephanie Ligio

PHOTOS BY JOHN VECCHIOLA



From left, Dave Moore, Gail Fattizzi and John Kiyak



From left, John Copulos, Leah Caro and Kevin Kearns



From left, Maryann Tercasio, Christina and Chris Carbone and Ann Garti (Photo Credit: Robert Shandley)



From left, Beatriz Alvarez, Diane Brendel, Dorthe Deuble, Denise Gutman-Tenner, Liz Boucher and Tammy Payne



From left, Veronica Franciosa, Nancy Meserole, Donna Doria, and Viora Shala



From left, Lin Crispinelli, Phyllis Lerner, and Bonnie Koff



More than 125 people attended the first Realtor Foundation Pub Night of 2017 at the Harrison Tavern.



Donald Arace of HomeBridge Financial Services and his band "The Attic" donated their time to provide music.



From left, Mark Aakjar, Giovanni Gonzalez and Gary Leogrande



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