

**Bronx Home Sales Surge**

# Existing Home Sales Fall Sharply In Hudson Valley in Second Quarter

By John Jordan

WHITE PLAINS—If Realtors are feeling a sense of déjà vu when it comes to current home sales activity, perhaps they are recalling how conditions were back in 2018 and 2019, which were both considered strong markets at the time.

However, the boom market of 2021, with surging sales and soaring prices throughout the region, has markedly changed in 2022. Realtors blame rising interest rates, a turbulent Wall Street and a 9.1% inflation rate—the highest rate of inflation in more than four decades—as chief reasons behind the drop-off in activity.

The residential market in the Hud-

son Gateway Association of Realtors’ market area, with the exception of the Bronx, saw sharp declines in sales transactions in the second quarter, most posting overall double-digit declines in volume, according to the second quarter home sales report released earlier this month by OneKey MLS.

While sales volume is down in the Hudson Valley counties, median sale prices continued to climb, fueled in large part by the low inventory of homes on the market. In Westchester County, second quarter single-family home sales of 1,583 declined 14.2% compared to the second quarter of 2021. However, when compared to the

**HGAR Market Area Home Sales**  
**Second Quarter 2022**

- Bronx County.....+6.0%
- Westchester County ....-5.4%
- Orange County .....-12.4%
- Putnam County.....-16.9%
- Sullivan County.....-17.4%
- Rockland County .....-24.3%

second quarter of 2019, single-family home sales in Westchester were up 5.5%. Condo sales in Westchester

for the second quarter of 2022 were ahead of 2021 by 4.7% and co-op sales came in 14.8% higher than the 2021 second quarter numbers. The single-family median sale price of \$885,000 was 6% higher than last year, the condo median sale price of \$450,000 was 11.1% higher than 2021, and the co-op median sale price of \$203,000 was 6.8% higher than the previous year.

In Putnam County, single-family home sales of 243 were down 19.8% compared to the second quarter of 2021, but when compared to 2019, the number of sales were identical. The median sales price of \$480,000 was 8.6% higher than the second quarter of 2021.  
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## Pattern Study Confirms NYC Migration to Hudson Valley

By John Jordan

NEWBURGH, NY—A recently released study by regional research group Pattern for Progress found that media reports and sentiments of area Realtors of a significant exodus of New York City residents to the Hudson Valley were indeed accurate.

The Pattern for Progress study released on July 8 found that during 2020—the first year of the COVID-19 pandemic—the Hudson Valley enjoyed a net gain of 33,394 residents from the five boroughs of New York City. Westchester County netted a gain of more than 15,000 New York City residents in 2020.

“Our analysis of migration during the beginning of the coronavirus pandemic puts real data behind the fact that more people moved into the Hudson Valley in 2020,” Pattern CEO Adam Bosch said. “The county-by-county data outlined in our report are

Hudson Valley / NYC Migration			
County	Inflow from NYC	Outflow to NYC	Net total
Columbia	1,091	154	957
Dutchess	5,906	951	4,955
Greene	566	127	439
Orange	5,849	1,785	4,064
Putnam	1,372	394	978
Rockland	4,751	1,312	3,439
Sullivan	1,665	461	1,204
Ulster	2,421	468	1,953
Westchester	25,021	9,616	15,405

Source: Internal Revenue Service

only part of the story, but they mark an important reversal in a trend that saw our region losing several thousand residents to migration every year for more than a decade.”

He continued, “Government, business, academic and nonprofit leaders across the region should try to understand the factors that will convince our new neighbors to stay in the Hudson Valley, and develop strategies that will help the region attract and retain more families in the years ahead.”

The report, “Moving In, Moving Out,” examined a new set of migration data released late this spring by the Internal Revenue Service. The data utilize information from tax returns to track domestic and international migration into the United States. Pattern officials stated that the IRS migration data are considered among the most accurate information for tracking the movement of people throughout the United States. The latest set of data tracks migration by analyzing address changes between tax returns in 2019 and 2020. It includes some returns that were processed through mid-July

2021 because of delays caused by the pandemic.

Pattern examined data from the nine-county region that includes Columbia, Dutchess, Greene, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester counties.

The following are key takeaways from the analysis:

- The nine-county region gained 105,716 people and lost 105,087 because of migration in 2019-2020, for a net gain of 629 people. That is not many, but the small increase is a

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## NAR Economist Predicts No U.S. Recession in 2022

By John Jordan

WHITE PLAINS—As business analysts and economists ponder the impact rising inflation and higher mortgage interest rates will have on the economy in the months ahead, *Real Estate In-Depth* talked with a senior economist and forecaster with the National Association of Realtors to get the association’s view of current market conditions.

In *Real Estate In-Depth’s* regular “Five Questions With” feature (see page 2) NAR Senior Economist and

Director of Forecasting Nadia Evangelou said that while recessionary fears persist, current conditions are very different as compared to the last recession in 2007-2008.

“In the housing market we have different conditions than we had back in 2007 and 2008 when there was an oversupply of homes (on the market for sale). Now, we have a severe housing shortage. To give you an idea, back in 2007, there were about four million homes (on the market). Today, there is a little over

1 million homes,” she said. “Now, we have more strict financing so borrowers can pay their mortgages. The conditions right now are totally different in the housing market compared to 2008 (the last recession). So, we don’t expect to have a recession in the near future.”

Evangelou noted that rising interest rates will price out more and more homebuyers. While this will prompt many to the rental housing market, she noted that rents are rising and will continue to increase in 2022. NAR reported recently that rents rose 6% as compared to last year and are rising at a 10% annual clip.

As for the for-sale housing market, she said NAR projects home sales nationwide will fall 9% this year, while home prices will rise approximately 8%, breaking a string of double-digit price appreciation gains the past few years.

For the commercial sector, it will be a mixed bag, with the office market continuing its recovery as more workers return to the office, she said.

**INSIDE SPOTLIGHT ON**



**Susan Greenfield see page 11**

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## QUESTIONS

## WITH

## NADIA EVANGELOU

Senior Economist & Director of Forecasting,  
National Association of Realtors

By John Jordan

With the Federal Reserve poised to ratchet up short-term rates by 75 to as much as 100 basis points later this month and inflation currently at a four-decade high of 9.1%, fears in the investment and real estate communities are that a recession could be on the horizon.

While the current economy differs widely from the last recession in 2007-2008 as this economy has strong consumer demand and low unemployment, rising costs that are causing the Fed's quick intervention is of great concern.

As housing activity has slowed, affordability has declined sharply in 2022. The National Association of Realtors reported recently its housing-affordability index fell to 102.5 in May, which was the lowest level since the index dropped to 100.5 in July 2006. All indications are that conditions will go from bad to worse for many first time homebuyers this year and into 2023.

Recent economic data prompted economists with the National Association of Home Builders earlier this month to forecast that rising inflation and higher interest rates will be key factors leading the U.S. into a "modest economic recession" next year.

In its bi-weekly e-newsletter *Eye on the Economy*, the NAHB Economics Group stated, "We foresee a modest economic recession in mid-2023 given tightening financial conditions and increased economic uncertainty. Higher interest rates will undoubtedly slow housing and business investment, acting as a drag on economic growth." The NAHB Economics Group headed by Chief Economist Robert Dietz added that the U.S. unemployment rate is expected to rise from near cycle lows to above 5% in 2023, "while broader-based inflation will ease further as the economy slows."

To provide some perspective, *Real Estate In-Depth* turned to the National Association of Realtors, specifically Nadia Evangelou, senior economist & director of forecasting, to answer "Five Questions" on the health and prospects of the residential and commercial markets this year.

Evangelou focuses on regional and local market trends including the effects of changing demographic and migration patterns to forecast housing activity. She has been involved in research and analysis about local housing affordability conditions and local solutions to increase housing inventory. She also studies the effects of federal policies on the real estate market for NAR. Evangelou holds a master's degree in Applied Economics from Johns Hopkins University, as well as advanced degrees in International European Economics and Public Administration.

**1 Real Estate In-Depth:** With the June inflation rate at the highest level in four decades, what impacts will this have on the residential and commercial markets going forward?

**Evangelou:** We see that inflation continues to run at a 40-year high. In the meantime, we see that inflation is affecting prices at the pump and at grocery stores, but has spread to housing as well. Owning and renting have become more expensive. Mortgage rates have increased more than two percentage points since the be-



ginning of the year. The monthly mortgage payment has increased by about \$500 since the first week of January when rates were about 3.2%. Rents are rising fast as well. As a result, potential first-time buyers need to spend more out of pocket on rent, they also need to spend more on mortgage payments if they want to buy a home. Meanwhile, nearly 20% of the first-time buyers already spent 60% and more of their income on rent. Therefore, rising rents and inflation make it more challenging to save the money needed to make the transition into homeownership for these renters.

But, that is one side of the coin. On the flip side, what you need to keep in mind is that real estate is a good shelter from inflation and it is more attractive in a more inflationary period. With a fixed-rate mortgage, the monthly payment remains the same (stabilizing housing costs). Homes also appreciate (in value) faster than inflation. Data has shown that, for example, commercial real estate, like other tangible assets, appreciates in value proportionally to inflation. Specifically, dividend increases from REITs have outpaced inflation in the past almost 20 years. If inflation is the result of strong economic growth, which is what is happening now, it is a good thing for commercial real estate.

Further, as many (home) buyers are priced out, we see that more people continue to rent. This trend benefits commercial real estate. However, as homebuying becomes less afford-

able, we expect the housing market to slow in 2022. In fact, home sales have dropped the last four months as many buyers can no longer afford to buy a home... We expect home sales to drop 9% in 2022, so we will have 5.5 million to 5.6 million homes sold in 2022.

**2 Real Estate In-Depth:** As the Federal Reserve continues to ratchet up short-term rates, where do you see the rates for residential and commercial mortgages by year's end and into 2023?

**Evangelou:** Inflation and mortgage rates are the two main drivers of the housing market. ... According to Freddie Mac, the 30-year benchmark fixed mortgage rate rose to 5.51% from 5.3% the previous week. And with the potential of more aggressive rate hikes from the Federal Reserve at the end of the month, mortgage rates will likely rise again further. However, I don't expect to see the same sharp increases (in rates) that happened in the spring. Why? When the Federal Reserve raised its short-term interest rates in March, mortgage rates surged about 80 basis points in the following three weeks. The 30-year fixed mortgage rate rose from 3.9% to 4.7% by the end of March. However, when the Federal Reserve raised its interest rates again in May by 50 basis points, mortgage rates increased by a level of 20 basis points and rates (eventually) fell to 5.1% by the end of May. The data shows that the effect of the Fed's rate hike on mortgage rates was smaller in May than in March and this is the trend from the last rate hike in June.

It seems that mortgage rates have already priced in the effect of some of the upcoming rate hike, so even with this increase of rates, mortgage rates will continue to be historically low. We believe that interest rates will surpass 6% sometime in July and reach 6.5% by the year-end.

**3 Real Estate In-Depth:** Do you believe a recession is in our future and if so, can you give a timeline and how severe will the downturn be?

**Evangelou:** Everybody is wondering if there will be a recession later this year. I am by nature optimistic, but data also shows that there is no evidence of a recession right now. Savings rates have come down a bit, but household and business balance sheets look good. From the job market, we see low unemployment. It is back to the pre-pandemic level of 3.6%. A lot of people are working, so they have income every month. ... In the housing market we have different conditions than we had back in 2007 and 2008 when there was an oversupply of homes (on the market for sale). Now, we have a severe housing shortage. To give you an idea, back in 2007, there were about four million homes (on the

market). Today, there are a little over 1 million homes. Now, we have more strict financing so borrowers can pay their mortgages. The conditions right now are totally different in the housing market compared to 2008 (the last recession). So, we don't expect to have a recession in the near future.

**4 Real Estate In-Depth:** While volume has decreased in the residential market, prices continue to rise. Do you see any relief in terms of decreasing rates of home affordability anytime soon?

**Evangelou:** Unfortunately, affordability will continue to decline. The outlook is for mortgage rates and home prices to continue to rise. Borrowing costs will continue to increase in the coming months, eroding affordability even further. However, as I mentioned before, I don't expect rates to rise as much as they did in the previous month. They will rise, but at a slower pace. Home prices will increase by about 8% for 2022 compared to 2021 when prices rose by 17%. We don't expect to experience another year of double-digit home price appreciation. We don't see (the lack of) affordability to ease anytime soon because the outlook is for both mortgage rates and home prices to continue to rise.

**5 Real Estate In-Depth:** On the commercial side, have increased costs impacted the volume of commercial financing deals and do you expect some multifamily and commercial projects delayed due to higher development costs?

**Evangelou:** We have higher interest rates and inflation and higher prices are having a mixed impact on demand for commercial real estate. The pace of construction has slowed in the industrial and retail markets as consumers have cut back on spending due to inflation. However, higher mortgage rates and the continued return of workers to the office have increased the pace of absorption of multifamily units and office space.

Moreover, we also see that due to high interest rates, investor acquisitions over the past 12 months based on the data we have for May 2022 have decreased somewhat compared to the same period during the first quarter of 2022; although the investment level is still above the pre-pandemic level. To give you an idea, the total acquisitions of multifamily, office, industrial and retail properties totaled about \$580 billion in the last 12 months ended May 31 (2022) and that was about 7% below from the 12 months ended March 2022.

On the whole, commercial real estate is still expected to do well, despite high interest rates and inflation. Keep in mind that rising mortgage rates are boosting rental demand. Rents are high and growing fast. Commerce continues to boost the demand for logistics space. As for the demand for office space, even though workers don't need to be back every day, we see that there is a continued return of workers to the office, even in hybrid modes like two or three days a week. ... Demand for office space is returning and we see the big cities, the urban areas are coming back to life.

**Pattern Study Confirms NYC Migration to Hudson Valley** Continued from page 1

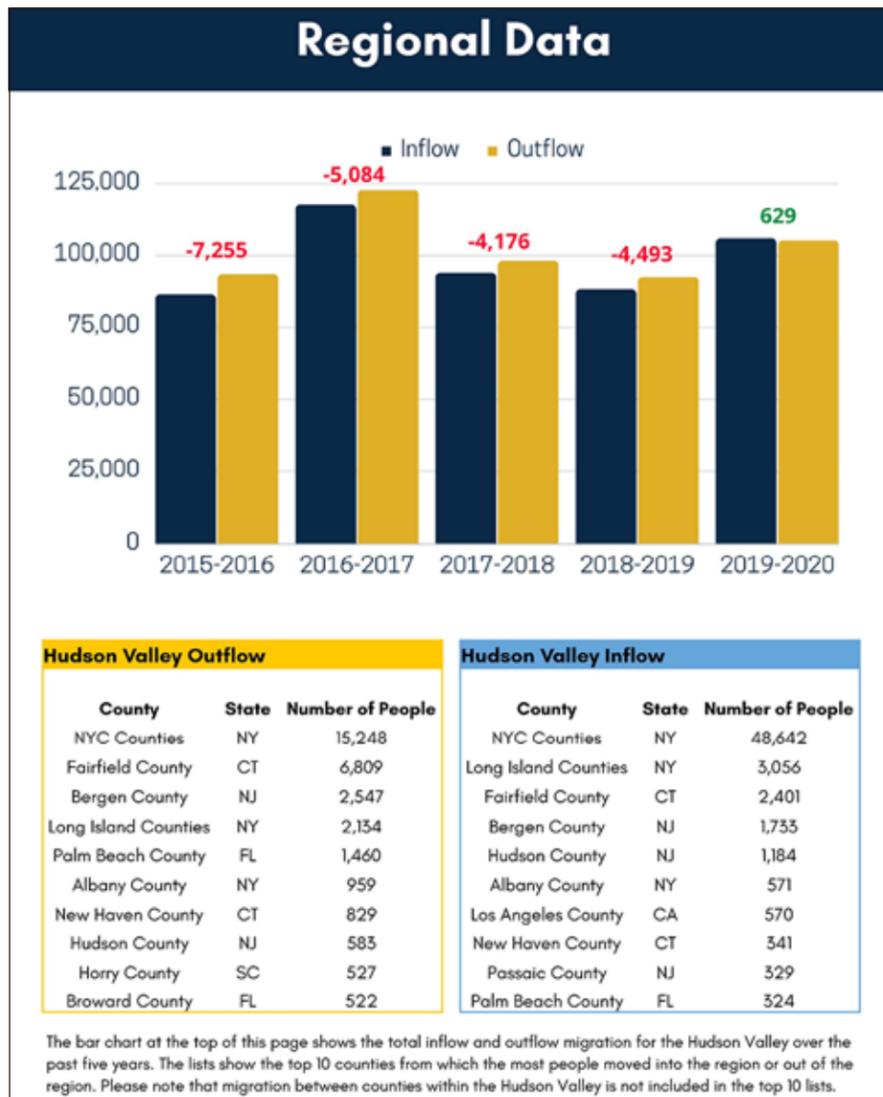
noteworthy reversal of huge population losses across the Hudson Valley in preceding years. From 2016-2019, the region lost about 5,000 residents during each reporting period. It lost a whopping 7,255 people during the 2015-2016 period alone.

- The data confirms that thousands of people moved out of New York City and into the Hudson Valley during the first months of the pandemic. A total of 48,642 people from the five boroughs of New York City moved into the Hudson Valley, and 15,248 moved out of the region and into the city, for a net gain of 33,394 people in the Hudson Valley.

- The data show a north-south divide across the region. Counties in the lower Hudson Valley (Westchester, Rockland, Orange) lost population due to migration, while counties to the north showed net gains in population.

Conclusions are hard to draw because these data include migration before and during the pandemic, but the divide could indicate a movement away from densely populated areas into smaller cities, villages, and rural towns, the report stated. This trend was well documented in real estate data that showed people leaving high-population areas because they feared that density put them at a greater risk of contracting the novel coronavirus, the report stated.

“The movement of people to and from the Hudson Valley is important to the future of our workforce, schools, housing and community vitality,” said Anthony Campagiorni, Chairperson of the Pattern Board of Directors. “Pattern has long provided analyses of demographic data so that our region can act on the basis of sound information. This report should help



leaders across the region learn about those who moved into the region and inform our collective efforts to attract more residents here in the future.”

The report said that the coronavirus may prompt more New York City residents to consider the Hudson Val-

ley. “The Hudson Valley has not seen a net-increase in migration since the few years that followed the terrorist attacks of 9/11. That inflow was driven by people who moved into the region from New York City, but generally continued their commute to jobs

in the city. That trend lasted for two to four years, after which migration shifted back to New York City.”

The Pattern report noted that this time migration trends could be different. “Work-from-home software is better and more common than it was in 2001. And discussions with regional leaders suggest that this new wave of residents are more attracted to the Hudson Valley’s small cities and villages than the wave that came 20 years ago. The region should be engaged in a discussion with our new neighbors to understand what they enjoy about the Hudson Valley, the services that are lacking, and what we might do to keep them here,” the report stated.

The top three counties for net migration population growth from New York City were Westchester County at 15,405, Dutchess County at 4,955, followed by Orange County at 4,064. The remainder of the Hudson Valley all posted positive net migration from New York City: Rockland County at 3,439, Ulster County at 1,953, Sullivan County at 1,204, Putnam at 978, Columbia at 957 and Greene at 439.

A full analysis of the regional, county-by-county, and New York City trends can be found by accessing the report on Pattern’s website at <https://www.pattern-for-progress.org>. The report was made possible by local governments, businesses, utilities, nonprofits and academic institutions that support Hudson Valley Pattern for Progress.

Hudson Valley Pattern for Progress is a policy, planning, advocacy and research organization founded in 1965. It serves a nine-county region that includes Columbia, Dutchess, Greene, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester counties.

**Existing Home Sales Fall Sharply in Hudson Valley in Second Quarter** Continued from page 1

2021. Rockland County experienced a steeper fall-off, with single family home sales down 22.8% and condo sales lower by 31.3%, however, when compared to the second quarter of 2019, the 2022 second quarter numbers were slightly ahead. The single-family median sales price of \$645,000 for the second quarter of 2022 in Rockland County was 17.3% higher than 2021.

In Orange County, the second quarter single-family home sales number of 846 was down 12.3% over the 2021 second quarter, and the condo sales number of 119 was off 4.9%. The single-family home median sales price was up 15.3% at \$415,000 and the median condo sales price of \$275,000 for the second quarter was a 25% increase over the 2021 second quarter. In Sullivan County the single-family sales number of 273 was off 19% over the previous year but was up more than 25% when compared to the second quarter of 2019.

The Bronx market was the outlier in the Hudson Gateway Association of Realtors market area in the second quarter of 2022 with overall sales up 6% from 12 months earlier. Single-family home sales increased 19.7% over the second quarter of 2021. The median sales price of \$617,500 was 9.3% ahead of last year.

HGAR President Anthony Domathoti said that the Federal Reserve’s push to raise rates to control inflation has impacted the overall market. Domathoti, who is Broker/Owner of EXIT Realty Premium in the Bronx, said that some first-time homebuyers are being

priced out of the market.

He also noted that contract retractions are on the rise because buyers monthly payments have increased to unaffordable levels. Domathoti advised buyers to persevere and that

Rand echoed sentiments by OneKey MLS that the current market is still strong, and is comparable to the sales volume posted in 2018 and 2019. **Editor’s Note:** For the full OneKey MLS report, with second quarter sales charts,

ry as a key issue in the current market.

“The supply and demand ratio at every price point has remained unsustainably high for several years. Inventory levels are expected to rise slowly, but right now remain historically low. Paired with current demand, prices should endure. Uncertainty in the economy, however, has caused buyers to be more cautious and discerning. As a result, sellers will have to pay close attention to pricing,” said Liz Nunan, president and CEO of Houlihan Lawrence.

The region’s luxury market has slowed as well and a closer look indicates that rising rates are having an impact, according to Houlihan Lawrence.

“Rising mortgage rates impact the decision to stay or move. The luxury buyer has the resources to absorb higher payments, however many would-be buyers who recently refinanced or purchased at a 3% mortgage are reluctant to trade their existing home and assume a significantly higher mortgage on a new purchase. Should their desire for a new home be stronger than practical implications, many don’t want to compete in such a supply-constrained market,” said Anthony P. Cutugno, senior vice president and director of private brokerage for Houlihan Lawrence.

He added that there are other factors that are causing some luxury buyers to stay on the sidelines at the moment. “Most new buyers want to put their personal mark on a new home, but material delays, supply chain issues and labor shortages keep homeowners out of the market,” Cutugno noted. “Low supply translates into competition, and sellers still have the upper hand. However, a sense of discipline has returned to the market as buyers contend with rising interest rates, stock market volatility and record high inflation.”

**“The seller’s market might be fading, but that doesn’t mean we’re going to see an immediate shift to a buyer’s market.”**

—Joseph Rand, chief creative officer, Howard Hanna | Rand Realty

conditions will eventually return to a more normal market.

When asked about why the Bronx is outperforming neighboring suburban markets, Domathoti said, “The Bronx is literally on fire,” noting that foreign investment has fueled the strong sales activity in the Bronx and he doesn’t see any major let-up going forward.

Joseph Rand, chief creative officer and managing partner at Howard Hanna | Rand Realty, said the second quarter homes sales numbers in the Hudson Valley “tell a clear story of a seller’s market cooling, chilled by a surge in interest rates and increasingly skeptical buyers scared off by what two years of double-digit appreciation have done to pricing in the region.”

see pages 4 and 5 in the “Focus on Finance” supplement in this edition of *Real Estate In-Depth*.

“The seller’s market might be fading, but that doesn’t mean we’re going to see an immediate shift to a buyer’s market,” Rand noted. “Indeed, we see several signs that the market might just be returning to a more normal, balanced state following an abnormally large two-year tidal wave of activity following the end of lockdown restrictions, a surge in pandemic-driven urban to suburban migration and the desire to lock in what were at the time historically-low interest rates.”

In terms of where he sees the home sales market going forward, he expects activity will track near 2019 levels. “As for prices, we believe that we won’t see double-digit price appreciation again this year, but expect that low inventory will continue to drive meaningful price increases through the rest of the year and into 2023,” Rand predicts.

Houlihan Lawrence in its second quarter reports pointed to low invento-



## PRESIDENT'S CORNER

By Anthony A. Domathoti  
HGAR President



## A Changing Market

July is here and we are well into the summer market.

Change is constant and as we evolve, we join forces, and share resources through this post pandemic times. Inflation is hurting every household budget and it is likely to hurt the nation's budget, too. The Federal Reserve's interest rate hikes, meant to counteract inflation, have already raised rates on the basket of federal government bonds by 1.9 percentage points.

Higher mortgage rates, which climbed past 6% recently, are likely to eventually curb the relentless escalation of home prices. Rising interest rates have shifted the foundation of the economy as well as the housing market.

But, their most immediate impact will be to force many buyers to put their dreams on hold as the cost of homeownership slips out of their financial reach.

Housing is a leading sector of the economy. It will typically decline before the rest of the economy, and we're seeing evidence of that now. It's going to be the first one to show weakness, and it's going to be the first sector to show a rebound.

Home prices and mortgage rates will continue to rise, home sales will drop as buyers are priced out of homeownership, and the housing market will continue to cool. However, first-time home buyers do have an uphill climb. New residential buyers are practically priced out of the housing market depending on their finances and debt-to-income ratio. On the other hand, a refreshing bright spot for frustrated homebuyers is that the number of homes on the market is expected to shoot up.

Despite the housing market challenges, 2022 could be a good year to purchase a home.

The good news is as interest rates rise, home valuations begin to stabilize. Inventory will eventually grow, a development that typically makes it easier to buy a home. All factors indicate the market will shift into a more

positive climate for house hunters or become a "buyer's market"—sooner or later.

Homebuyers have been struggling in a strong seller's market for the past couple of years. We are noticing the days of multiple offers are over. Buyers, once again, can negotiate a better price.

So, what can you do to minimize the effects of an increase in interest rates? Make sure your credit is

squeaky clean. Shop around for your mortgage and consider alternative mortgage programs. Find an infusion of cash to lower your loan amount. Adjust your expectations regarding size and location of your prospective home since any increase in

rates will affect everything from entry-level condos to luxury properties. Still, with the Fed anticipating raising rates in small increments through 2023, this may still be the optimum time to buy.

After reviewing the trends and forecasts for the remainder of the year, house hunters should see a normalization in the housing market soon. Demand will continue to decrease, making way for the inventory to recover and eventually increase. As a result, the best time to find a home may be now and into the fall.

As Realtors, let us renew our commitment to uphold our fiduciary responsibilities. I urge you to take charge of your business, no matter what is happening in your marketplace. Remember, negativity is contagious and a negative attitude is highly contagious, it's debilitating, and it will keep you from doing business. Are you willing to do what it takes to win in today's market rather than lose?

"Everything will be okay in the end. If it isn't okay, it isn't the end." —Paulo Coelho.

*Anthony Domathoti, AHWD, CRS, C2EX, SRS, ABR, is President of the Hudson Gateway Association of Realtors and is a licensed Real Estate Broker/Owner of EXIT Realty Premium.*

**The good news is as interest rates rise, home valuations begin to stabilize.**

## GATEWAY PERSPECTIVES

By Richard Haggerty  
HGAR CEO



## Exploring Global Opportunities

When Alejandro Escudero, Director of Global Strategy and Engagement for the National Association of Realtors, confirmed in 2018 that HGAR had been designated as the Ambassador Association to Portugal I was very excited, but I also had no idea what it truly meant to be an Ambassador Association. In 2017, NAR President Elizabeth Mendenhall had signed a Bi-Lateral Agreement with Portuguese International Realty (PIR), a trade association representing real estate professionals in Portugal.

PIR's Association Executive, Pedro Pereira, traveled to Washington DC in 2019 for the NAR Legislative Meetings in May, and we began the process of laying down the foundation for a successful partnership, with discussions of an in-person MOU signing and trade missions in the near future.

Unfortunately, the onslaught of COVID-19 in March of 2020 delayed many of those plans, but just as we did with so many other aspects of our lives during the age of the coronavirus, we shifted to a virtual environment. We conducted a virtual trade mission with PIR and we conducted information sessions on buying property in Portugal as well as buying property in the United States for PIR members. I provided an information session on the value of MLSs to PIR members. We also exchanged articles for our respective publications.

Fast forward to the end of 2021 and the beginning of 2022 and we again began to discuss the feasibility of a HGAR trade mission to Portugal. In March of this year President Anthony Domathoti led a team of HGAR leadership to the MIPIM conference in Cannes, France. While there, we were encouraged by NAR and an International Realtor Member from Portugal, (IRM) to connect with representatives of APEMIP, another association for real

estate professionals in Portugal. We also met with representatives from the city of Porto, the second largest city in Portugal, who were very enthusiastic to welcome us to Porto.

With our existing relationship with PIR and our new connections with APEMIP and the city of Porto, we were able to launch HGAR's first trade mission to Portugal the last week of June. To say it was a tremendous success is an understatement. There were constant opportunities to exchange ideas and best practices. There were visits to new construction sites and residential site visits, as well as tours and networking. We discussed the benefits of MLS and cooperation. We explored joint educational opportunities and partnership opportunities.

We all know the saying that real estate is local, but I would also argue that today, real estate is also global. Prospective home buyers are looking for opportunities in other markets, and global buyers are coming back to New York. Everyone who attended the trade mission came away with a renewed sense of being a part of a larger global real estate community.

I want to thank our Portuguese hosts for going above and beyond in welcoming us, including Ana Avelar, Secretary General of APEMIP, as well as APEMIP's President, Paulo Caiado. I want to also thank all of the attendees from HGAR who made the journey. Finally, I want to thank Pedro Pereira, our partner since 2018 who helped with the coordination and planning, and whose efforts truly made the trade mission the success that it was.

We look forward to welcoming our friends from PIR and APEMIP when they travel to Orlando for the NAR Annual Conference as we continue to develop a roadmap to create growth opportunities for all of our respective members.

**Prospective home buyers are looking for opportunities in other markets, and global buyers are coming back to New York. Everyone who attended the trade mission came away with a renewed sense of being a part of a larger global real estate community.**

# REAL ESTATE IN-DEPTH

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## HGAR Joins Fair Street USA Event in White Plains

WHITE PLAINS—The Hudson Gateway Association of Realtors participated in the City of White Plains' Fair Street USA ribbon-cutting event held on June 29<sup>th</sup> at the White Plains Library Plaza.

Ten houses designed by members of the community, including one by the HGAR Fair Housing Committee, were painted by local artists and displayed as Fair Street USA.

Fair Street USA is a 3D interactive art exhibit and block party that combines a public education campaign with an interactive public art display. Visitors to Fair Street USA in the City of White Plains will learn about fair housing choice, the impact of housing discrimination on communities, and how to recognize and report fair housing concerns.



## Major Victory For Landlords

# Albany's Good Cause Eviction Statute Ruled Null and Void by State Judge

On June 30, 2022, the Supreme Court in Albany County found the “Good Cause” Eviction Statute to be null and void. The Supreme Court in *Pusatere v. City of Albany* found that Albany’s Good Cause Eviction law (Local Law F of 2021 [see <https://bit.ly/3Rt4yOa>]) was in direct conflict with and preempted by New York State law. The court’s decision is a major victory for landlords and property owners. The plaintiffs argued that Albany’s Good Cause Eviction law “attempts to regulate rental rates and tenant evictions at the local level, which is preempted by state law.” Even the name of the legislation, “Prohibition of Eviction Without Good Cause Law,” clearly evidences the existence of a conflict as there is no requirement under New York State law to establish “good cause” in order to evict a tenant.

### The Preemption Doctrine

The Preemption Doctrine restricts local governments from enacting legislation that is inconsistent with the state’s Constitution or with any laws of the state. The court in *Pusatere* explains that there are two types of preemptions that apply to local laws “[1] conflict preemption, which prohibits a local government from adopting a law that is ‘inconsistent with’ state law, and [2] field preemption, which prohibits a local government from legislating in a field or area of the law where the Legislature has assumed full regulatory responsibility.” The court further explained that “...conflict preemption occurs when a local law prohibits what a state law explicitly allows.” If there exists no inconsistency or conflict, then the legislation would be valid, and the preemption doctrine would not apply. However, the court in *Pusatere* found that Local Law F of 2021 was in direct conflict with New York State’s Real Property Law (“RPL”) and Real Property Actions and Proceedings Law (“RPAPL”).

### The Conflict with Albany’s Local Law F of 2021

Section 30-327 Local Law F of 2021 provided that “No landlord shall, by action to evict or to recover possession, by exclusion from possession, by fail-



ure to renew any lease or otherwise, remove any tenant from housing accommodation except for good cause as defined in Section 328 of this article.” Section 30-328 further provides:

“A. No landlord shall remove a tenant from any housing accommodation, or attempt such removal or exclusion from possession, notwithstanding that

i) the rate of the increase relative to the tenant’s ability to afford said increase, ii) improvements made to the subject unit or common areas serving said unit, iii) whether the increase was precipitated by the tenant engaging in the activity described at section 223-b (1(a)-(c) of the Real Property Actions and Proceedings

**The court ultimately held that since Sections 30-327 and 30-328 of Local Law F “altered substantive provisions and procedures of existing state law by imposing limitations and prerequisites to the commencement of an eviction proceeding that are not required under state law,” they were deemed null and void.**

the tenant has no written lease or that the lease or other rental agreement has expired or otherwise terminated, except upon order of a court of competent jurisdiction entered in an appropriate judicial action or proceeding in which the petitioner or plaintiff has established one of the following grounds as good cause for removal or eviction:

(1) The tenant has failed to pay rent due and owing, provided, however, that the rent due and owing, or any part thereof, did not result from a rent increase or pattern of rent increases which, regardless of the tenant’s prior consent, if any, is unconscionable or imposed for the purpose of circumventing the intent of this article. In determining whether all or part of the rent due and owing is the result of an unconscionable rent increase or pattern of rent increases, the court may consider, among other factors,

Law, iv) significant market changes relevant to the subject unit, and v) the condition of the unit or common areas serving the unit, and it shall be a rebuttable presumption that the rent for a dwelling not protected by rent regulation is unconscionable or imposed for the purpose of circumventing the intent of this article if said rent has been increased in any calendar year by a percentage exceeding five percent...”

The “Prohibition of Eviction Without Good Cause Law,” as the name of the legislation clearly intends, requires that a landlord must establish “good cause” as detailed in Section 30-328(A)(1) above in order to be able to evict a tenant, which is not a requirement of current New York law.

### The Rationale of the Court

The judge in *Pusatere* pointed

out that “[n]otably, there is nothing in the RPAPL that requires a landlord to show ‘good cause’ after a lease expires in order to be successful in a special proceeding to evict a tenant.” The judge further states that “To the contrary, RPAPL expressly permits eviction upon the mere showing that the terms of a tenant’s lease have expired.” The court points out that Local Law F not only added “good cause” requirements that did not exist under New York State law, it also restricted a landlord’s right to evict a tenant even where a lease had expired or there was no written lease. The judge pointed out that this was in direct conflict with the RPAPL.

The judge further explained that Local Law F was in direct conflict with Section 228 of the RPL. Under Section 228, a landlord is permitted to end a month-to-month tenancy on 30 days’ notice to the tenant. Again, the court points out that there is no requirement under Section 228 to “demonstrate good cause” in order for a landlord to terminate a tenancy. Additionally, under Section 226-c, a landlord may raise rents by 5% or more provided the tenant is given “adequate written notice” at the time of renewal for those tenants that have written leases, and upon “sufficient notice” for those tenants under month-to-month tenancies. Once again, the judge points out that under the current law “The landlord’s right to increase rent is not conditioned upon a showing of good cause.” Local Law F clearly conflicts with the RPL in that it “...allows a court to interfere with a landlord’s right to increase rent by determining ‘whether all or part of the rent due and owing is the result of unconscionable rent, increase or pattern of rent increases relative to the tenant’s ability to afford said increase.’” Local Law F adds additional requirements that clearly violate the doctrine of preemption.

The court ultimately held that since Sections 30-327 and 30-328 of Local Law F “altered substantive provisions and procedures of existing state law by imposing limitations and prerequisites to the commencement of an evic-

**Please turn to page 16**

## Foreign Investment in Existing-Home Sales has Climbed to \$59B

WASHINGTON — Foreign buyers purchased \$59 billion worth of U.S. existing homes from April 2021 through March 2022, an 8.5% increase from the previous 12-month period, which marked the end of a three-year skid in foreign investment in U.S. residential real estate, according to a new report from the National Association of Realtors released on July 18.

Foreign buyers purchased 98,600 properties, down 7.9% from the prior year and the fewest number of homes bought since 2009, when NAR began tracking this data. Overall, in the U.S., existing-home sales totaled 6.12 million in 2021—the highest annual level since 2006.

“For the second year in a row, restrictions and general caution tied to international travel during the pandemic slowed home buying by wealthier foreign buyers,” said NAR Chief Economist Lawrence Yun. “Even so, domestic home buying demand was exceptional and, therefore, boosted home sales nationally.”

NAR’s “2022 Profile of Interna-

tional Transactions in U.S. Residential Real Estate” surveyed members about transactions with international clients who purchased and sold U.S. residential property from April 2021 through March 2022. Foreign buyers who resided in the U.S. as recent immigrants or who were holding visas that allowed them to live in the U.S. purchased \$34.1 billion worth of U.S. existing homes, a 5.2% increase from the prior year and representing 58% of the dollar volume of purchases.

Foreign buyers who lived abroad purchased \$24.9 billion worth of existing homes, up 13.2% from the 12 months prior and accounting for 42% of the dollar volume. International buyers accounted for 2.6% of the \$2.3 trillion in existing-home sales during that time period.

The average (\$598,200) and median (\$366,100) existing-home sales prices among international buyers were the highest ever recorded by NAR—and 17.7% and 4.1% higher, respectively, than the previous year. The increase in foreign buyer prices

partly reflects the increase in U.S. home prices, as the monthly average existing-home sales price rose to \$374,300, up 10% from the prior period. At just over \$1 million, Chinese buyers had the highest average purchase price, and nearly a third—31%—purchased property in California.

“Affordability challenges along with the inability to find the right property were the top reasons given for prospective international buyers who showed interest but ultimately did not purchase a home in the United States,” said Yun.

China and Canada remained first and second in U.S. residential sales dollar volume at \$6.1 billion and \$5.5 billion, respectively, continuing a trend going back to 2013. India (\$3.6 billion), Mexico (\$2.9 billion), and Brazil (\$1.6 billion) rounded out the top five.

For the 14<sup>th</sup> straight year, Florida remained the top destination for foreign buyers, accounting for 24% of all international purchases. California ranked second (11%), followed by Tex-

as (8%), Arizona (7%), and New York and North Carolina, tied at 4%.

All-cash sales accounted for 44% of international buyer transactions, nearly twice the rate (24%) of all existing-home buyers. Non-resident foreign buyers (60%) were twice as likely to make an all-cash purchase compared to resident foreign buyers (30%). Nearly seven out of 10 Canadian buyers (69%) made all-cash purchases, the highest share among foreign buyers. Asian Indian buyers were the least likely to pay all-cash, at just 9%. Almost six out of 10 Chinese buyers (58%) and a quarter of Mexican (27%) and Brazilian buyers (26%) made all-cash purchases.

“Due to rising interest rates, overall home sales will decline in the U.S. this year. Foreign buyers, however, are likely to step up purchases, as those making all-cash offers will be immune from changes in interest rates,” Yun added. “In addition, international flights have increased in recent months with the lifting of pandemic-related travel restrictions.”



From left, Barry Kramer and John Crittenden



From left, Cynthia Lippolis, Gail Fattizzi, and Aaron Velez

**Broker/Owner/Manager Event**

# Hot Topic Roundtables: What You Should Know



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Rey Hollingsworth Falu, Broker/Owner/Manager Committee Co-Chair



From left, Jeanne Shields, Beatriz Alvarez and Dorothy Botsoe



Gary Legrande (front left) leads one of the breakout discussion topics.



Carol Christiansen, Broker/Owner/ Manager Committee Co-Chair



From left, Chris Pagli, Christina Stevens, Carol McCann, Rey Hollingsworth Falu, Carol Christiansen, Anthony Domathoti, HGAR President, Gail Fattizzi, Joseph Houlihan, Barry Kramer, Kathryn DeClerck and Gary Leogrande

# Hot Topic Roundtables: What You Should Know



Chris Pagli (center) leads one of the breakout sessions at the event.



Lou Budetti (center) participates in one of the mini-sessions at the event.

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# City of White Plains Completes 6.8 MW Community Solar Portfolio

WHITE PLAINS—The City of White Plains and DSD Renewables (DSD) have completed the construction of a nine-site, 6.8-megawatt (MW) community solar portfolio, the largest municipal solar energy deployment in Westchester County.

The portfolio is expected to generate 8,100 megawatt-hours (MWh) of energy annually, tripling the amount of solar energy produced in Westchester County and enough to power more than 700 homes each year. The New York Power Authority (NYPA) was the city's energy advisor for the project.

The portfolio consists of canopy, rooftop, and ground-mount installations at four parking garages, Gillie Park, the Ebersole Ice Rink, Gedney Way Recycling Facility, Water Storage Site and the Sanitation Complex. Energy storage systems totaling 1.76 MW / 8 MWh were also installed at the city's Recycling Facility and the Shapham Place parking garage.

White Plains Mayor Thomas Roach said, "The city partnered with New York Power Authority (NYPA) and Distributed Solar Development (DSD) to create a successful 6.8 MW community solar portfolio that will not only benefit residents today, but future generations. Public-private partnerships will drive the proliferation of clean-energy projects through New York State creating a robust renewable energy market. I am grateful to NYPA and DSD for their counsel and collaboration during this project."

He added, "We are in a climate crisis and are obligated to recognize the urgency and take deliberate action to build a sustainable, resilient planet.



The solar installation at the City of White Plains' Ebersole Ice Rink.

The City of White Plains will continue to serve as a sustainability leader by investing in and implementing renewable energy initiatives that will meaningfully reduce greenhouse gas emissions."

The city, as well as residents and local businesses subscribed to the community solar project, will receive a 10% discount for credits applied to their energy bill. Between energy cost savings and lease payments for hosting the systems, the installations are expected to deliver approximately \$1 million in value annually to the City of White Plains.

example for other communities looking to develop alternative clean energy options. Hopefully other municipalities will follow suit and help our state further advance its bold climate action goals."

The projects incorporated several infrastructure improvements, such as a new roof for the Ebersole Ice Rink and an innovative enclosed solar canopy storage area for the water department, which avoided significant capital spending by the city. The canopies across many sites feature a proprietary integrated water management system that manages water from rain and snow melt.

At the Gedney Way Recycling Facility, DSD's canopy team designed the first floating foundation canopy mounted on a landfill cap. Additionally, two canopy systems at the site incorporate sidewalls to store and protect city equipment.

"We're honored to be a part of a portfolio that has been so transformational for the City of White Plains," said David Eisenbud, Senior Director of Business Development for DSD's Origination group. DSD is headquartered in Schenectady, NY. "Our expertise and design capabilities have enabled us to overcome the challenges of delivering clean energy systems, with such significant energy capacity, to a dense urban area. This unique portfolio positions the city as a leader in solar adoption and shows other communities what is possible when it comes to clean energy."

Boston-based Perch Energy will manage the community solar subscriptions.

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# Pyramid to Begin \$40M Multifamily Project Near Galleria at Crystal Run Later This Year

WALLKILL—After securing approvals from the Town of Wallkill earlier this year, construction will begin later this year on a new 224-unit multifamily housing development across from Pyramid Management Group’s Galleria at Crystal Run shopping mall here.

Syracuse, NY-based Pyramid Management Group announced the project timeline on July 6. Pyramid is working with Long-Island based Eliviat Group on five acres of land directly across from the Galleria at Crystal Run that will be the site of the new market rate residential complex called “The Galleria Residences.” The project is expected to cost \$40 million to build and is scheduled to break ground later this year, with an expected completion date of June, 2024.

The development will feature a direct walkway connection to the Galleria at Crystal Run, feature four stories and underground parking as well as one acre of recreational space with a patio and pool for barbecues, relaxing and more. The amenity rich building also features a rooftop lounge and dog park, Pyramid officials stated.

The Galleria at Crystal Run is anchored by Target, Macy’s, Dick’s Sporting Goods and JC Penney, while offering more than 100 retail shops. The Galleria at Crystal Run offers six entertainment venues and 10 onsite eateries, such as AMC Theatres, Billy Beez, The Mystery Room, Urban Air Adventure Park, Ride & Thrill, Round

1 Bowling & Amusement, 110 Grill, Fuji Japanese Steakhouse, Peru Cuisine, and the new Allan’s Mediterranean Bar & Grill.

Pyramid Management also announced that earlier this month the first residents of its “Alexan Kingston” residential development in Kingston, MA took occupancy of their units. Trammell Crow Residential officially welcomed the first residents to the 282-unit market rate residential development immediately adjacent to the Pyramid-owned and operated Kingston Collection mixed-use complex.

Both the Kingston Collection and the Galleria at Crystal Run follow a similar diversification strategy executed by Pyramid that also brought the addition of hospitality to its Destiny USA flagship property in Syracuse and its Crossgates retail property in Albany.

“The opening of a residential complex at our Kingston Collection and ongoing development at the Galleria at Crystal Run, is really just the beginning of a much broader, portfolio-wide diversification strategy to bring popular, exciting new uses, such as residential, into the mix with our existing assets. We are pleased to be moving forward with additional residential projects across our portfolio,” said Stephen J. Congel, CEO of Pyramid Management Group. “Staying ahead of the curve is the key to our success



A rendering of the 224-unit “Galleria Residences” to be built on property adjacent to Pyramid Management Group’s Galleria at Crystal Run in the Town of Wallkill in Orange County.

and resilience as a company.”

In late June, Pyramid Management Group announced it had worked out a five-year extension on loans with its lender on its 2.4-million-square-foot mixed-use Destiny USA property in Syracuse.

“Destiny USA emerged from the pandemic maintaining its position as the dominant retail and entertainment destination in the region,” said Pyramid CEO Congel. “The resilience and strength of the shopping center, along with Pyramid’s continued efforts to reimagine, redefine and enhance the guest experience, enabled us to successfully extend the loan.”

According to a *Syracuse.com* report, the mortgage loans were for \$300 million and another for \$130 million and were due to mature on June 6, 2022. Pyramid had notified its lenders it would not be able to pay off

or refinance the debt by that date and the loans were sent to a special servicer, Wells Fargo, which began talks on a loan extension.

“Lenders had little choice but to extend the loans. The mall’s value has fallen, by one industry estimate, to just \$140 million, which is far less than the \$430 million balance on the mortgage loans and the approximately \$285 million in other debt on the mall,” the *Syracuse.com* report stated. “So, foreclosing on the mall and selling it would have meant a big loss for lenders.”

Pyramid Management Group is one of the largest privately-held real estate developers in the Northeast. Pyramid’s portfolio consists of 14 shopping, dining, entertainment and hospitality destinations located throughout New York and Massachusetts.

## Howard Hanna | Rand Realty Expands New Jersey Operations

OLD TAPPAN, NJ—Howard Hanna | Rand Realty announced on July 14 that it has increased its presence in the State of New Jersey, and specifically in Bergen County, with its merger with Lancia Realty of Old Tappan, NJ.

Lancia Realty, located at 12 Bi-State Plaza, Old Tappan, is now operating as Howard Hanna | Rand Realty Old Tappan.

“Adding an Old Tappan office to our already strong New Jersey footprint helps bolster our presence in northern New Jersey and gets us one step closer to being the #1 real estate company in New Jersey,” said Matt Rand, CEO at Howard Hanna | Rand Realty.

The acquisition of Lancia Realty brings with it experienced luxury agents to help strengthen the Howard Hanna | Rand Realty team.

“I am honored to be managing the Old Tappan office,” said Lisa Comito, Howard Hanna | Rand Realty Regional Manager for Northeastern Bergen County. “I look forward to working closely with new agents and combining our skill sets to provide the most efficient transactions and best service to our clients.”

The foundation of Lancia Realty was teamwork, relationships, community—and the innovation and success that comes from it. Their devotion to serving the community contributed to their success and made this merger a natural move with aligned values and shared vision with Howard Hanna | Rand Realty, officials with the brokerage firm stated.

“We are thrilled to be joining Howard Hanna | Rand Realty. The success of their company speaks volumes about their work ethic and values. They are dedicated to their agents, clients, and community and we look forward to joining this renowned team,” said Serina Lancia, former owner of ERA Lancia Realty.



Howard Hanna | Rand Realty officials cut the ribbon on its new office in Old Tappan, NJ.

Lancia has a proven track record of results. She joined ERA in 1997 and bought the business in 2007. She is a leader in the Bergen County real estate market. Her innovative marketing techniques, as well as her dedication to her business and putting her customers’ needs first, has proved to be her formula for success. Lancia will continue to be an active agent/broker for her valued customers, Howard Hanna | Rand Realty officials noted.

Justin Wrobel, General Manager of Howard Hanna | Rand Realty New Jersey, noted, “Lancia Realty joining Howard Hanna | Rand Realty is just another breakthrough for our company in the New Jersey Region.”

Howard Hanna | Rand Realty has more than 1,100 residential real estate sales associates serving New York, New Jersey, and Connecticut suburbs of New York City. Its 31 offices serve Bergen County, Passaic County, Hudson County, Morris County, Essex County, and Union County in New Jersey, Westchester County, Rockland County, Orange County, Sullivan Coun-

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**Howard Hanna | Rand Realty** reported recently that **Samantha Ortiz**, Associate Broker, has joined the leadership team as manager for the Howard Hanna | Rand Realty New City office alongside Senior Branch Manager, JP Endres.



**Samantha Ortiz**

"I am very excited about Samantha joining the team in New City. Samantha and I have over 30 years of top level performance, helping to propel the growth of our agents and their businesses. We are marrying our skill sets and experience, providing outstanding training, marketing, technology, and support for our agents," said JP Endres, Senior Branch Manager.

Ortiz has been a real estate broker for more than 30 years. In 1984 she joined the real estate industry working as a property manager, where she successfully managed 40 buildings throughout New York City. She then began selling and listing homes throughout the Hudson Valley. She has been very successful in the luxury market, where she has represented buyers and sellers in all neighborhoods of the Hudson Valley and surrounding areas.

Ortiz is fluent in Spanish and will be a tremendous asset to Spanish speaking agents, buyers, and sellers through every step of the home buying/selling process, Howard Hanna | Rand Realty officials stated,

"I am excited and honored to take on this new position. I am looking forward to working as a team with JP while elevating agents," said Ortiz. The addition of Ortiz to the team will help balance management duties while providing agents with more assistance and support.

"Samantha's knowledge, leadership skills, and impeccable reputation will make her a great asset to the team. We are very excited for the continued success of our New City office as JP and Samantha implement their dynamic strategies for continued growth," said Renee Zurlo, General Manager of the NY Region.

**Yonkers Mayor Mike Spano** announced earlier this month the appointment of diversity and inclusion specialist **Sonja Smash** as the city's first-ever Equity Officer. Smash will lead efforts to create new administrative procedures and policies that proactively implement strategies promoting equity and inclusion in the City of Yonkers.



**Sonja Smash**

"I am excited to welcome Sonja and this new position to our administration," said Mayor Spano. "As we continue to celebrate diversity in Yonkers, Sonja's expertise coupled with her enthusiasm will bring unlimited possibilities to better diversifying our workforce and ensuring our policies are accessible and equitable for all."

As the City of Yonkers Equity Officer, Smash will develop a Diversity, Equity, Inclusion and Accessibility (DEIA) strategy for the city to fully integrate into the city's culture, mission and operations and will recommend policies and programs related to recruitment, hiring, retention, promotion, training and outreach in support of DEIA. Smash also will collaborate with the City of Yonkers' Health Equity Taskforce in the city's approach to reducing and improving access to better health.

Smash joins the City of Yonkers with more than 10 years of human resources and diversity and inclusion experience. Currently, Smash serves as Director of Diversity, Equity, Inclusion and Belonging/Business Operations for Gigi Gilliard Development where she provides solutions-focused HR guidance and collaborates with cross-functional teams on key DEI initiatives and training. Previously, Smash was Chair of the Diversity, Equity and Inclusion Committee and served as Manager of Higher Education and Communications for Say Yes to Education. Smash holds a Bachelor of Arts and a Master of Science in Communications from the College of New Rochelle. She is also certified in Diversity & Inclusion by ESSEC, the National Equity Project and Rutgers University. Smash is currently pursuing a Diversity and Inclusion Professional Certificate from Cornell University.



**From left, Wilson S. Neely, Chairman of Historic Hudson Valley; Irene Ginsburg; Martin Ginsburg; Mark F. Rockefeller, Chair, Executive Committee of Historic Hudson Valley**

In recognition of **Martin and Irene Ginsburg's** significant contributions to the economic development, environmental protection, and cultural vitality of Westchester County, **Historic Hudson Valley** honored the couple at a dinner on June 23 at Abeyton Lodge, in Pocantico Hills. Martin Ginsburg is the founder and principal of Ginsburg Development Companies, which has its headquarters in Valhalla and operates throughout the Hudson Valley region.

More than 150 guests, including New York State Senate Majority Leader Andrea Stewart-Cousins; Mark F. Rockefeller, Chair, Executive Committee of Historic Hudson Valley; Wilson S. Neely, Chairman of Historic Hudson Valley; and Kimberly J. Huchro, Vice-Chair of Historic Hudson Valley and Founding Committee Chair, gathered to celebrate the Ginsburgs' many achievements, including the restoration and transformation of a 19<sup>th</sup>-century convent in Peekskill into the Abbey Inn & Spa. Since opening in 2020, the Abbey Inn & Spa has been profiled in the *New York Times*, named one of the best new hotels by *USA Today*, and has become one of the Hudson Valley's premier tourist destinations.

Rockefeller and Neely presented the Ginsburgs with an award recognizing their decades of work and their dedication to the area.

"As one of the most prominent real estate developers in the region, Martin and Irene Ginsburg have long been champions of the Hudson Valley as a world-class destination because of its natural beauty, historic significance, and extraordinary cultural institutions," said Waddell Stillman, president of Historic Hudson Valley. "With HHV's focus on preserving and contributing to this unique regional landscape, it is only fitting that we honor the Ginsburgs and their extraordinary adaptation of the former home of the Community of St. Mary, the oldest Episcopalian religious order in the United States."

The Women's History Institute, which was founded in 2016, illuminates the contributions of women in the Hudson Valley through critical research, popular events, and digital programs. Proceeds from the dinner support the programs of the Women's History Institute, including Summer Research Fellowships, educational resources for local students, and digital and virtual experiences for a global audience.



**From left, Michael Meccia, Matt McAllister, Ken Meccia (President of Statewide), Cathy Meccia, Rick Krasner, Nick Brockman, Tracy Forrest, Mitch Usavich and Karinta Martino.**

**Statewide Abstract** hosted its 4<sup>th</sup> St. Jude Scramble Charity Golf Outing on Monday, June 20<sup>th</sup> at Westchester Hills Golf Club in White Plains. Thanks to the generosity of the more than 100 golfers and multiple sponsors, the event raised \$78,000, an all-time high for the annual outing befitting **St. Jude Children's Research Hospital**.

"We are overwhelmed and overjoyed by the response to this year's golf outing! Raising nearly \$80,000 this year makes it our biggest year ever and the funds will go a long way

to supporting families dealing with their children's life-threatening illnesses. We are proud to support St. Jude year after year and we are grateful for the support we receive from the business community in Westchester," stated Ken Meccia, President of Statewide Abstract. Meccia also noted that it was thanks to the Chair of the St. Jude Golf Committee and Statewide Foundation, Matt McAllister, and longtime Statewide employee and Director of Regional Sales, Mark Okamoto, that the event was such an enormous success.

**Rand Commercial** reported recently that **Mary Codispoti** has joined its Team of Commercial Professionals in Rockland County.



**Mary Codispoti**

Codispoti earned her BBA in Marketing at Iona College in New Rochelle. Since then, she has gained a wealth of experience working at a variety of companies from large corporations like Pepsi-Cola to mid-sized and small companies. She has worked in positions of marketing research, sales, and promotions for consumer goods and even briefly in residential real estate, Rand officials stated.

She grew up with residential real estate, since her mother was a very successful broker in Westchester County. In more recent years, she obtained her real estate licenses in New York and New Jersey and has been working in commercial real estate. She currently works as a generalist, having handled leases and sales for retail, office, and flex properties. She has also worked as a buyer's rep for investors and owner/users, and as a tenant's rep.

Over the years, Codispoti has volunteered her services at neighborhood schools, Girl Scouts, Boy Scouts of America as Cubmaster, and family faith at church. She still is a volunteer for the Crohn's and Colitis Foundation of America and is a member and recent past President of the Ramapo Valley Rotary.

**Orange County Executive Steven M. Neuhaus** has announced that **Kerry Gallagher** has been named the county's Commissioner of Finance.



**Kerry Gallagher**

"Kerry has the experience, knowledge and personality to lead the Finance Department," Neuhaus said. "She is a consummate professional with a head for numbers and seeing the big picture. Kerry is a team player who is enthusiastic about leading the Finance Department and will do a great job."

Commissioner Gallagher will administer the county's finances, including banking, investment, debt issuance, payroll, accounts payable, property tax collection, and financial reporting. Gallagher, of Montgomery, previously served as Deputy Commissioner of Finance for four years. Prior to that, she was Deputy Commissioner in Orange County's Department of Health.

Gallagher was responsible for oversight of all fiscal administration, including both the Finance and Health Department's annual budgets, accounts payable, accounts receivable, grants administration, payroll, and the collection of Medicare and Medicaid revenue.

Prior to coming to Orange County government almost six years ago, Gallagher accumulated 13 years of progressive financial management

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# HGAR UPDATE

JULY 2022

## HGAR'S Portugal Trade Mission

# Trade Delegation Accomplished A Great Deal in a Glorious Setting

By Anthony Domathoti  
HGAR President

WHITE PLAINS—Why was it glorious? I would have to say it was mostly because of the great Portuguese people and their kindness, openness, and ability to make strangers (us) feel at home.

From meeting local Realtors to visiting existing and new developments, sharing opportunities for investment in our HGAR regions to learning more about investment opportunities in Portugal, the trade mission was very successful. We explored potential international business opportunities and

worked to help create networks of buyers, agents, and key government contacts in Portugal.

HGAR's Global Council provides our members the tools and resources to connect globally with real estate professionals throughout the world. On



From left, Anthony Domathoti, HGAR 2022 President, Pedro Pereira, Portugal International Realty (PIR) CEO, and Richard Haggerty, HGAR CEO

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## SPOTLIGHT ON

# Susan Greenfield A Woman of the World

By Mary T. Prenon

Years ago, Susan Greenfield pictured her career as a successful artist. Armed with a degree in art, she worked as an illustrator before discovering real estate. Fast forward to today, the former artist is now the new FIABCI World President and also a top real estate agent at Brown Harris Stevens in Manhattan.



Created in Paris, France in 1951, FIABCI is a worldwide business networking organization of real estate and related professionals including architects, developers, property and asset managers, lawyers and appraisers.

FIABCI members hail from more than 70 countries and organizations including the National Association of Realtors, Building Managers Association, Appraisal Institute, Council of Residential Specialists, Institute of Real Estate Management, Asian Real Estate Association of America and the Leading Real Estate Companies of the World. HGAR is a Principal Member of FIABCI-USA.

Admitting she entered the real estate industry on a whim, Greenfield noted it was the best

**“Language should never be an obstacle. Everyone warms to a smile.”**

—Susan Greenfield

decision she ever made. “At the time I had two small children and I need to make some extra money,” she recalled. After taking a part-time job as a receptionist in a “mom and pop” brokerage, she quickly decided to get her real estate license when she saw how well the other agents were doing. “In the first six months, I did over \$1 million in real estate sales—and that was back in 1972 when the average home price was \$25,000.” As a result, Greenfield became one of the brokerage’s leading salespeople, and the rest, as they say, is history.

Greenfield began her foray into global real estate when she served as Vice President of Home Finding, a relocation firm. In 1979, she was re-

cruited by Merrill Lynch to start their own real estate brokerage—the former Merrill Lynch Realty Company. “At that time, I was the only one in the executive suite who came out of the real estate business,” she remembered.

She spent a decade there as Vice President of International Marketing & Sales for 480 real estate offices and 10,000 real estate agents across the U.S. It was during this time that she began to hone her international real estate skills, traveling to major global markets like Paris, Amsterdam, Monte Carlo, Hong Kong and many others. In 1990, she launched her own real estate company in Manhattan and Paris.

Six years later, she merged her firm into Brown Harris Stevens, with the stipulation that she resume selling. “At that point, I didn’t want to be part of management—I just wanted to do what I do best—sell,” she said. “I’m a great salesperson.”

With her new position heading FIABCI, Greenfield will be acting as the ambassador for FIABCI around the world, attending and speaking at various events.

To date, she has attended more than 18 world conferences. Her personal agenda for 2022 is to bring more young professionals into the global organization. “We need this younger generation because they have a lot to offer and I want to focus on our future,” she said.

Greenfield is already working on creating new FIABCI councils that will focus on other occupations such as architects, developers, technology experts, among others.

An active member of FIABCI for 40 years, Greenfield has held several leadership positions, including President of FIABCI-USA in 2017, as well as President of the New York Council on three separate occasions. She

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# 2022 HGAR RPAC HONOR ROLL

as recorded by NYSAR June 30, 2022

Thank you to the following Members who are leading the way in the 2022 RPAC campaign

### Platinum R \$10,000

Leah Caro, Park Sterling Realty, Bronxville\*  
Dorothy Botsoe, Dorothy Jensen Realty Inc., White Plains\*  
Anthony Domathoti, Exit Realty Premium, Bronx\*  
Perry Gault, Perry Gault Management, Bronx, NY (Posthumously)  
Richard Haggerty, Hudson Gateway Association of Realtors, Inc.\*  
Nancy Kennedy, Houlihan Lawrence Inc., Croton-on-Hudson\*  
Michael Schmelzer, Tyrax Realty Management, Inc., Bronx

### Golden R \$5,000 – \$9,999

Susan Goldy, Susan E. Goldy Inc., Bronx  
Irene Guanill, Century 21 Dawns Gold Realty, Bronx  
Mark Seiden, The Mark Seiden Real Estate Team, Briarcliff Manor\*

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

Tony, D'Anzica, DynaMax Realty NYC, Inc. NYC\*  
Janet Brand, Houlihan Lawrence, Briarcliff Manor

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

Donald Arace, Hudson United Mortgage, Elmsford  
Carmen Bauman, Green Grass Real Estate Corp., Bronxville\*  
Travis Bowens, Homebridge Financial Services, Rye Brook  
Layla Boyles, CENTURY 21 Realty Center, Monroe  
Paul Breunich, William Pitt Sothebys Int Rlty, Stamford  
Debra Budetti, ERA Insite Realty Services, White Plains\*  
Michael Criscuolo, Houlihan Lawrence, Irvington\*  
Carol Christiansen, McGrath Realty Inc., Mount Kisco\*  
Maureen Cronin, Cronin & Company Real Estate, Pine Bush  
Katheryn DeClerck, Howard Hanna Rand Realty, Goshen\*  
Angela Demaris, PrimeLending, Newburgh  
Ronald Garafalo, John J Lease Realtors, Middletown\*  
Michael Gibbons, Azimuth Global Realty Inc, Tarrytown  
Susan Greenfield, Brown Harris Stevens, NYC  
Anita Gupta, Chatham Management Company, Bronx  
Crystal Hawkins Syska, Keller Williams NY Realty, White Plains\*  
Joseph Houlihan, Houlihan & O'Malley, Bronxville  
Isaac Kohan, Sodana Extract, Brooklyn  
Pamela Jones, Coldwell Banker Realty, White Plains\*  
Barry Kramer, BHG Real Estate Choice Realty, Scarsdale\*  
Cynthia Lippolis, BHHS River Towns Real Estate, Croton-on-Hudson  
Clayton Livingstone, McGrath Realty Inc. Pawling  
Tana McGuire, eXp Realty, White Plains  
Ala “Lulu” Millicenco-Domathoti, Exit Realty Premium, Bronx\*  
David Mizrahi, FM Home Loans, Brooklyn  
Anthony Mormile, Orange Bank & Trust, White Plains  
Brian Phillips, Douglas Elliman Real Estate, Bronx  
Eli Rodriguez, Hudson Gateway Association of Realtors Inc., Bronx\*  
Matthew Schmelzer, Tyrax Realty Management Inc, Great Neck  
Vlora Sejdi, Keller Williams NY Realty, White Plains  
Christina Stevens, Laujel Realty Corp. Bronx

### President's Club \$500-\$999

Daniel Berger, William Raveis-New York LLC., Rye  
Kevin Dwyer, The Dwyer Agency, Mahopac  
Elizabeth Gonzalez, Century 21 Dawns Gold Realty, Yonkers  
Jessica Schoen, TEG Federal Credit Union, Poughkeepsie  
Maryann Tercasio, Howard Hanna Rand Realty, Central Valley\*

### Capitol Club \$250-\$499

Mark Aakjar, Marks Inspections, Ossining  
T. Teresa Belmore, Keller Williams NY Realty, White Plains  
Douglas B Benson, Corcoran Legends Realty, Tarrytown  
Kathleen Benz, Hudson Valley Credit Union, Poughkeepsie  
Mackenzie Forsberg, Genesis Realty Group LLC, Bronx  
Rey Hollingsworth Falu, Hollingsworth Real Estate Group, White Plains  
Brett Lando, Gahagan Lando & Wagner LLP, White Plains  
Sarah Hughes, Corcoran Legends Realty, Briarcliff Manor  
Harding Mason, Houlihan Lawrence, Katonah  
Roseann Paggiotta, Houlihan Lawrence, Yonkers  
Sandra Salguero, A.S.A.P. Mortgage Corp, Peekskill  
Maria Weiss, William Raveis, Armonk  
Kathy Zamechansky, KZA Realty Group, Bronx

### 99 Dollar Club \$99-\$249

Vincent Aurigemma, Dean Bailey, Roberta Bangs, Barbara Barber, Janet Brand, Emran Bhuiyan, Randall Calano, Felicia Copeland, Nicole Couturiaux, Linda Crispinelli, Laurie DiFrancesco, BrandiAlexis Dyer, Sandra Erickson, Kenyatta Jones-Arietta, Patricia Holmes, AnneMarie Kovacs, Joseph Lippolis, Eydie Lopez, Joan Marks, Diane Mitchell, Elizabeth Muniz, Danielle Noak, Olivia O'Toole, Darin (Nan) Palumbo, Altagracia Patalano, Kimra Pierre, Heather Pinieri, Valerie Port, Robert Shandley, Kerri Stretch,

### 2022 Contributions, Pledges \*

TOTAL: \$158,954, 62% towards goal

With 3127 contributors 68% towards participation goal.

Goal: \$255,201 from 4,631 contributors for a total of 36% of membership

## BOARDROOM REPORT

Boards of Directors

Hudson Gateway Association of Realtors, Inc.

May 25, 2022

at the HGAR Offices, White Plains, New York

# HGAR Management, Financial & Membership Reports

President Anthony Domathoti presented the President's Report, acknowledging the recent HGAR members who were inducted into the RPAC Hall of Fame, the strong turnout for Lobby Day, and the upcoming DEI Summit, to be held in June.

CEO Richard Haggerty then presented the CEO's Report, also addressing the upcoming DEI Summit; the introduction of Michael Neppel, the new Government Affairs Director; and Director of Events, Jennifer Quinones.

Treasurer Carmen Bauman presented the Treasurer's Report as of May 1, 2022, a copy of which was provided to the Directors. After review and discussion, the Directors approved the receipt of the Treasurer's Report, and it was filed for audit.

Treasurer Bauman next presented the Year End Financial Report for the year ending Dec. 31, 2021, a copy of which was provided to the Directors. CEO Haggerty provided additional insight and information relating to this report. Thereafter, discussion ensued relating to the reporting, including but not limited to possible reidentification of the Bronx building in future reports, changes in the payment chain for NAR and NYSAR dues, and the costs related to engaging a new accounting firm. After discussion the Directors approved a motion receiving the year end financials.

President Domathoti advised the Directors that there was a vacancy on the Nominating Committee, and pursuant to the HGAR By-laws he was appointing Leah Caro to serve on the Nominating Committee for the 2022 term. After discussion, the Directors approved Realtor Caro's appointment to the Nominating Committee.

Recognition Committee Chair Ron Garafalo, reported on the recent Recognition Committee meeting and its recommendation that all future awards created be approved by the Board of Directors, and after discussion the Directors approved this recommendation.

Recognition Committee Chair Garafalo next sought a motion from the Board of Directors to approve the creation of a Diversity, Equity and Inclusion (DEI) Award, and after discussion the Directors approved this motion.

Professional Standards Committee Chair Layla Boyles presented the latest Professional Standards Report. HGAR In-House Legal Counsel Brian Levine then presented four Ethics Decisions to the Board of Directors, designated as 289-E, 290-E, 291-E, and 292-E, copies of which had been provided to the Directors prior to the meeting. After individual review and discussion of the Ethics Decisions, the Directors approved individual motions confirming each Decision and the Recommendations of the respective panels.

Levine next reported on the recent meeting of the Citation Policy PAG relating to the creation of a HGAR Citation Policy and their recommendation that such a Policy be created, with further developments and recommendations to be forthcoming after future meetings.

Government Affairs Director, Michael Neppel and Eli Rodriguez, Director of Advocacy, provided a Legislative Committee update, a Lobby Day recap, and provided insight into the new state redistricting and its potential impact.

Freddimir Garcia, Diversity, Equity & Inclusion Officer, reported on the upcoming DEI Summit, entitled "Discover Learn Act" which will take place on June 13<sup>th</sup> and 14<sup>th</sup>, in Mahwah, NJ.

CEO Haggerty reported on the Leadership Accelerator Program, discussing the success of the program, member upcoming graduation, and their recent video project.

Rey Hollingsworth Falu, Broker, Owner, Manager Committee Chair, updated the Board of Directors on recent activity and informed the Board of its next event on July 11, 2022.

There being no further business before the Board of Directors, the meeting was adjourned

## Designated Realtor

Scott Bloom  
Bloom Real Estate Group LLC  
1270 Ave of the Americas, 8FL  
New York, NY 10020  
917-327-2109

\*\* Alan Gerson  
Phantom Realty NYC LLC  
825 Northern Blvd Ste 303  
Great Neck, NY 11021  
347-405-3787

Gencian Gjoni  
Alphabet Realty LTD  
51 Pondfield Rd.  
Bronxville, NY 10708  
914-337-2272

Robert Hanson  
Winners Circle Properties LLC  
360 Violet Ave  
Poughkeepsie, NY 12603  
845-889-4188

David Katina  
EstMax Realty  
8 Fillmore Ct.  
Monroe, NY 10950  
845-395-8122

Stephen B. Kaufman  
Stephen Kaufman Real Estate  
3397 East Tremont Ave.  
Bronx, NY 10461  
646-216-8408

Kyle J. Kirchoff  
Kirchoff Brokerage LLC  
45 Eastdale Ave North  
Poughkeepsie, NY 12603  
845-635-2000

\*\* Jennifer Mangione  
Grist Mill Real Estate  
265 Main St.  
Saugerties, NY 12477  
845-246-3200

Abdul R. Muid  
Ivey North LLC  
1 Dock 72 Way  
Brooklyn, NY 11205  
34-489-9216

Benjamin L. Schwartz  
Metropolitan Property Services  
141-50 85th Road  
Briarwood, NY 11435  
718-658-5636

Nechamya Werzberger  
BNW Realty  
12 Christine Dr.  
Chestnut Ridge, NY 10977  
347-560-8655

## Realtor

Jessica Aguilar  
Jackson & Associates Realty

Marc Altschul  
Metropolitan Property Services  
Michael Ambrosio  
Coldwell Banker Realty, Katonah

Damian A. Arochukwu  
Keller Williams NY Realty

Sami C. Bakjaji-Neacsu  
Howard Hanna Rand Realty,  
New City

Leticia Barnes  
Keller Williams Realty NYC  
Group

Brittany Barry  
Keller Williams Valley Realty

Dominic Berlinger  
Ronin Real Estate

\*\* Jared Bernacchia  
K. Fortuna Realty, Inc.

Maria Boyd  
Century 21 Galvez

Joyce Brown  
Hudson Valley Home Connection

Korneliya Bruce  
Keller Williams Realty Group

Michael Bryant  
Century 21 Future Homes Realty

Sandra Bullock  
R2M Realty Inc.

Jacob Carnabuci  
Exp Realty, White Plains

Elizabeth Carriera-Fernande  
K Fortuna Home Dream Realty

Jennifer Castillo  
Coldwell Banker Signature Properties, Valhalla

Jessica Chan  
Han Tang Realty, Inc.

Denise M. Charles  
Howard Hanna Rand Realty,  
Nyack

Robert Chinga  
Damico Group Real Estate

Paul Chirichella  
DC & SF Inc.

Michael S. Cohen  
Real Broker NY LLC

Michael Connolly  
Century 21 E & M Williams Realty

\*\* Richard C. Countryman  
BHHS Hudson Valley Properties

Anthony Crews  
Keller Williams NY Realty

Nikki Croutch  
RE/MAX Town & Country

Collin J. Cummings  
Keller Williams Realty, Chester

Donald Daly  
Opulence Realty Group

Nael K. Dassin  
Joyce Realty Corp.

Wilmer M. De Los Santos  
ARA1 Realty Group, LLC

Jonathan Dessner  
Metropolitan Property Services

Miriam Driot  
Barnes New York

Anastasia E. Dutton  
Corcoran Baer & McIntosh, Nyack

Catherine Eliasson  
Keller Williams Realty, Chester

Stuart Emanuel  
Coldwell Banker Realty, Dobbs Ferry

Tia Emrick  
Madison Allied LLC

Dolores Falco  
HomeSmart Homes & Estates,  
Montgomery

Victoria Feeney  
Christies International Real Estate, Chappaqua

Roseanne Ferrara  
Grand Lux Realty Benchmark Inc.

Daurily Flores Rosado  
ROD Brokers Inc.

Jason Frankel  
Compass Greater NY, LLC, Rye Brook

Glenford A. Fraser  
Keller Williams Hudson Valley,  
Middletown

Shloime Friedman  
eRealty Advisors, Inc.

Lisa Ganton  
Keller Williams Realty, Chester

Becky Gao  
Keller Williams NYC

Aaron Gestetner  
Exit Realty Venture

Dawn L. Gibson  
Weichert Realtors, Rye

Fui L. Goh  
Level Group Inc.

\*\* Deandre Golding  
Keller Williams Village Square Realty, New Jersey

Anette Gurbatri  
Cooperstone Realty Group

Robert M. Heely  
Arc Real Estate Advisors, LLC

Kasia Hernandez  
RE/MAX Town & Country, Fishkill

Renoir E. Holguin  
Besmatch Real Estate

\*\* Valerie Jahn  
Corcoran Baer & McIntosh,  
Warwick

James Eduardo  
RMD Property Management Corp.

Ronald Jennings  
Corcoran Baer & McIntosh,  
Warwick

Letitia Johnson-Ledan  
Besmatch Real Estate

Sean Jones  
Century 21 Future Homes Realty

Josiah Joseph  
Keller Williams Realty, Chester

\*\* Jennifer Kane  
Four Seasons Realty Group

Lana Kaufman  
Blooming Realty

Nadir A. Khan  
Century 21 Kafcos Realty

Bora Lee Kim  
Corcoran Group

Nico Knight  
Exp Realty, White Plains

Anna Kochanova  
Moda Realty LLC

Christopher A. Kohler  
Level Group Inc.

Lori Kolesar  
Howard Hanna Rand Realty,  
Warwick

Victoria Korhammer  
Stetson Real Estate

Rene A. Kovac  
United Real Estate LLC

Zev D. Kraus  
Exit Realty Venture

Cindy Kyong  
Keller Williams Village Square Realty, New Jersey

Linda Lamberti  
Coldwell Banker Realty, Rye

Kristen Lee  
RE/MAX Town & Country, Fishkill

Benjamin A. Leopold  
Triforce Commercial Real Estate LLC

Choy K. Liew  
RE/MAX Top

Hall Ljesjanin  
Metropolitan Property Services

Robert A. Logozio  
Tassone Realty Corp.

David Lopez  
River Realty Services, Inc.

Amanda Luckow  
Yaffa Realty LLC

Liana Lugo  
Sheppard Hale & Associates Inc.

Antoneil Lyne  
ARA1 Realty Group, LLC

Shaun Lyons  
Metropolitan Property Services

Mark MacEntee  
Keller Williams Realty, Chester

Hannah Mackay  
Houlihan Lawrence, Inc., Briarcliff Manor

Phil J. Maffetone  
Bizzarro Agency LLC

Matthew A. Markman  
R New York

Amy E. Marsico  
Houlihan Lawrence, Inc., Rye

Josefina M. Martinez  
X-Cap Realty LLC

Salvador Martinez  
Century 21 Dawns Gold Realty

Mallory Matuseski  
Exp Realty, White Plains

Yamil Mayi  
RE/MAX Boutique Realty

Angela Mazzola  
Keller Williams Realty Group

Ava McBean  
Keller Williams Hudson Valley,  
Kingston

Matthew McLaughlin  
Howard Hanna Rand Realty,  
Warwick

Liza E. Mejia  
R New York

Scott Miller  
Elite Premier Properties

Beatriz Moitinho  
Keller Williams NYC

Miguel J. Molinar  
R New York

Wendy Morel  
Howard Hanna Rand Realty,  
Goshen

Benjamin J. Morris  
Real Estate Brokerage of America

\*\* Sandra K. Morris  
Keller Williams Hudson Valley,  
Middletown

Martha Munoz  
X-Cap Realty LLC

Matthew J. Murnane  
Houlihan Lawrence, Inc., Jefferson Valley

Anastasia Oberkircher  
Keller Williams Village Square Realty, New Jersey

Anthony J. Odorisi  
DKC Realty Group LLC

\*\* Tania Ogungbemiro  
Century 21 Scala Group

Chrisalis Olivero  
John Edwards Real Estate, Inc.

Jenifer Orefice  
Corcoran Legends Realty, Briarcliff Manor

Josef Orlansky  
Rodeo Realty Inc.

Arben Osmanaj  
Houlihan Lawrence, Inc., White Plains

Errol Palmer  
De Penn Realty

Brandon Parrilla  
Howard Hanna Rand Realty,  
Central Valley

Craig Patterson  
Howard Hanna Rand Realty,  
Central Valley

Helen Grace Pekson  
Han Tang Realty Inc.

Kristina Pepdjonovic  
Howard Hanna Rand Realty,  
New Rochelle

Wendy Petrelli  
Keller Williams Hudson Valley,  
Middletown

Shawn E. Pitt  
Exp Realty, White Plains

Anita Pokhoy  
HomeSmart Homes & Estates,  
White Plains

Solange Ponceano  
Prestige Management Inc.

Elizabeth Quick  
Serhant LLC

Harrison Ragone  
BCP Real Estate Group

Ivan Rahman  
RE/MAX In The City

Thomas Re  
Douglas Elliman

Real Estate, Katonah

Lauren Reisner

Scope Realty Bx

Stephanie Reynoso  
K. Fortuna Realty, Inc.

Chariel Rivera  
Weichert Realtors. Monroe

Alyssa Rodriguez  
Howard Hanna Rand Realty,  
Goshen

Melvin Rodriguez  
Ortiz Home Selling Team LLC

Giuliana R. Rojas  
Cursasi Realty, Inc.

Isabella Romano  
Keller Williams NY Realty

Adam Romanowski  
Keller Williams Realty, Chester

Michael Romero  
Top Tier Realty, LLC

Alexis Rondon  
Exp Realty, White Plains

Scarle L. Rosa  
Damico Group Real Estate

Itai Rubin  
Houlihan Lawrence, Inc., Briarcliff Manor

Jolee Sabella  
Coldwell Banker Village Green Realty, Red Hook

Amal J. Salameh  
ERA Insite Realty Services,  
Pleasantville

\*\* Romulo E. Samaniego  
Coldwell Banker Realty, Rye

Anthony Sanfilippo  
RE/MAX Town & Country, Yorktown Heights

Rosemarie Santana  
Corcoran Legends Realty, Briarcliff Manor

Hector Santiago  
Hope Platinum Realty

\*\* Vincenza Scanzo  
Realty Executives Exceptional

Michelle Schwab  
Halo Realty Properties LLC

Noam Shahar  
eRealty Advisors, Inc.

\*\* Anne Sirkin  
Terrie OConnor, New Jersey

Elisa Sisca  
Joyce Realty Corp

Christopher Slocum  
Keller Williams Realty NYC Group

Taylor St. Valliere  
Corcoran Group

Ramona Stefani  
OneSource Residential

Richard Stingone  
Keller Williams NY Realty

Mercedesz Stumpf  
Coldwell Banker Realty, Katonah

Raven A. Tait  
Yaffa Realty LLC

Jose Tecorral  
SPIRALNY

David Todd  
Exp Realty, White Plains

Justin Tompkins  
Tompkins Realty

Ahmed Toure  
Zaymara Real Estate Group LLC

Emerald Turner  
Century 21 Full Service Realty

Angel A. Urena  
Bailey Mgmt. Enterprises Corp.

Christine Urena  
Halo Realty Properties LLC

Marlyn Valdez  
Howard Hanna Rand Realty,  
Bronx

Jacqueline Vassell  
Exit Realty Group, Bronx

Joseph T. Visconti  
RE/MAX Prestige Properties

Angela White  
Exp Realty, White Plains

Sierra L. White-Yates  
Exp Realty, White Plains

Evan Wildfoerster  
Howard Hanna Rand Realty,  
Central Valley

Monique Wilkerson  
Joseph Baratta Company Realty

Aiyanna E. Womack  
Keller Williams Realty NYC Group

Ning G. Xue  
RE/MAX Top

Raphael Ziegler  
Fuerst & Fuerst Inc.

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

*\*\*Secondary Member*



**HGAR Classes are Being Offered  
LIVE & Via Zoom**

Please contact our Member Success Team  
with any questions!  
[support@hgar.com](mailto:support@hgar.com) /914-681-0833

**August 2022  
LIVE Course Calendar!**

\*Course qualifies for the Virtual Card

**White Plains:**

- August 8-** Matrix 1: Introduction to Matrix\* with Katheryn DeClerck  
HomeSnap: Who to Provide Exceptional Service w/ Fastest Growing Mobile Platform\* with Katheryn DeClerck
- August 15-** Matrix 2: Next Step into Matrix\* with Katheryn DeClerck  
(Transaction Desk) Instanet Forms & AuthentiSign\* with Katheryn DeClerck
- August 17-** CORE Day\* with Robin White, John Dolgetta & Gary Leogrande
- August 22-** Matrix 3: Matrix to the Max\* with Katheryn DeClerck  
RPR 101: The Basics of RPR and RPR Mobile\* with Katheryn DeClerck

**Goshen:**

- August 24-** CORE Day\* with Carole McCann, William O’Keeffe & Peter Mallon



**August 2022  
Zoom Course Calendar**

- August 2-** Condos & Coops: From Contracts to Closings\* with Alex Wolf (NEW CLASS!)
- August 8-** HomeSnap: How to Provide Exceptional Service w/ Fastest Growing Mobile Platform\* with Katheryn DeClerck
- August 10-** Fair Housing for Today (CORE Requirement)\* with Carole McCann  
RPR 101: The Basics of RPR and RPR Mobile\* with Katheryn DeClerck
- August 11-** Pricing Strategies For Listings and Listing Presentations\* with Katheryn DeClerck
- August 16-** Ethical Business Practices (CORE Requirement)\* with Peter Mallon
- August 24-** RPR 201: Servicing Sellers with RPR Comp Analysis and Market Reports\* with Katheryn DeClerck
- August 30-** 2022 Legal Update (CORE Requirement)\* with William O’Keeffe  
Agency Update (CORE Requirement)\* with Carole McCann

**\*\*License Renewal Requirements ARE CHANGING as of September 21, 2022\*\***

*Effective September 21, 2022, as part of the 22.5 hours of continuing education required to renew both real estate salespersons and brokers will be required to complete at least 2 hours of instruction pertaining to implicit bias awareness and at least two hours of cultural competency training. Implicit bias is defined as the attitudes or stereotypes that affect an individual’s understanding, actions and decisions in an unconscious manner. Cultural competency is defined as understanding cultural norms, preferences and challenges within our diverse communities.*

**CALENDAR**

**AUGUST 2022**

**August 4**  
**RPAC Dinner Cruise**  
Skyport Marina, New York, 5:30PM - 10:00PM

**August 10**  
**Breakfast with Benefits – “Social Media Marketing”**  
Via Zoom, 9:30AM – 10:30AM

**August 15-17**  
**C5 Summit**  
New York Marriott Marquis, New York

**August 16**  
**Breakfast with Benefits: “How to Strategically Purchase a Home in Today’s Market”**  
Via Zoom, 9:30AM – 10:30AM



## Two HGAR Members Appointed to NAR Posts

The New York State Association of Realtors recently sent out this congratulatory message acknowledging the NYSAR members who were appointed as 2023 chairs and vice chairs of National Association of Realtors' committees and forums. Among the appointees were two former Hudson Gateway Association of Realtors Presidents Dorothy Botsoe and Crystal Hawkins-Syska.

### IN MEMORIAM

## Maureen Mushlit

The Hudson Gateway Association of Realtors is saddened to inform its membership of the passing of longtime Orange County Realtor Maureen (Biggane) Mushlit of Newburgh, formerly of Warwick and Goshen, on Wednesday, July 6, 2022. She was 80 years old.

A Realtor for more than 40 years, Mushlit was passionate about helping young families achieve their dreams of home ownership. She was a Realtor with RE/MAX Benchmark Realty Group in New Windsor, Century 21 Peck in Warwick; Thomas E. Griffith Real Estate in Goshen and ADS Realty Group in Middletown. She was a former member of the Orange County Association of Realtors and was named its Realtor of the Year in 2006. She was also a huge supporter of Habitat for Humanity where she spent many hours volunteering her time and mentoring others. She was well known for her skilled use of power tools and her well organized paint room. She later enjoyed working in the Habitat ReStore.

The daughter of the late John and Margaret (Dempsey) Biggane, she was born on March 23, 1942, in Manhattan. She grew up in Sunnyside, Queens, and summered in East Durham, NY, working at her parents boarding house. She graduated from Saint Agnes High School in 1958. She moved to Goshen in 1970. Mushlit enjoyed volunteering for numerous organizations including being a Den Mother and Assistant Troop Leader for Troop 65. She enjoyed watching her family as they grew, gardening, making homemade grape jelly, and teaching the neighborhood children how to swim. She loved

entertaining all her children's friends and was eager to help and support anyone who needed it.

Survivors include her children: Michael (Michelle) Mushlit of Newburgh; James (Deane) Mushlit of Manchester, ME; Kate (Paul) Malkan of Minisink; Jennifer (Bruce) Lewia of Kennebunk, ME; and Monica Mushlit of Middletown; as well as her 15 grandchildren, Connor, Riley, Erin, Paul and Fiancé Melanie, Alex, Sean, Stephanie, Mackenzie, Mary-Elizabeth, Amanda, Bryan and wife Kim, Molly, Skyler, Lilly Wei and Kasey Mei; and two great grandchildren, Azariah and Kohen. One sister, Shelia Keenan of Goshen, and niece, Coleen Macaluso.

In addition to her parents, she was predeceased by her former husband C. James Mushlit. Private cremation has taken place at Cedar Hill Crematory. A Mass will be offered at 10:00 am on Saturday, July 23, 2022 at St. Francis of Assisi Church, 145 Benkard Ave., Newburgh, NY 12550. Followed by a celebration of life at Pamela's on the Hudson, 1 Park Place Newburgh, NY 12550. Maureen's request was that her friends and family get together and celebrate her life.

In lieu of flowers the family is asking that donations be made in Mushlit's memory to Habitat for Humanity. You can donate to Habitat for Humanity of Greater Newburgh in Maureen's name by going to <https://habitatnewburgh.org> or by sending a check to Habitat for Humanity of Greater Newburgh, 125 Washington St., Newburgh, NY 12550, or by calling (845) 568-6035 x105.

## Howard Hanna | Rand Realty Expands New Jersey Operations

Continued from page 9

ty, Dutchess County, Ulster County, and the Bronx in New York and Fairfield County in Connecticut. Rand also owns and operates Rand Commercial, a commercial real estate brokerage, and Hudson United Home Services, which provides residential mortgage lending, title services, and personal and commercial insurance.

Howard Hanna Real Estate Services

is the largest privately held real estate broker in the United States. The full-service real estate company has nearly 500 real estate, mortgage, insurance, title, and escrow service offices across 13 states, including Allen Tate Realtors in the Carolinas and F.C. Tucker Company in Indiana, with more than 14,000 sales associates and staff, including many of the industry's top-producing real estate agents.



## BARRISTER'S BRIEFING

By Brian S. Levine, Esq



# Listing Agreements: Making Sure it's Valid and Correct

Preparing and executing a listing agreement is common for many agents; almost too common. Because agents are used to the process, because they are excited to get a listing, and because they are anxious to get the property on the market, sometimes things are overlooked. It's important that you take your time to ensure that a listing agreement is properly filled out and executed. Here are some tips for your review.

### All Owners to Sign Listing Agreement

Based on DOS opinion, in executing a listing agreement, an agent should verify ownership of a property and ensure that all parties needed to transfer title sign the listing agreement. Without approval of all parties to list the property, you cannot sell/transfer title. This becomes critical in the situation of a divorce and/or after the death of an owner. If both married parties own the property and only one party signs the listing agreement, the other can refuse to sell. Similarly, in the situation where a homeowner passes away, you need to ensure that the person listing the property is authorized to sell/transfer title. This person will be designated in a will and/or by the court (an executor/ executrix or administrator), so ensure that the party listing the property has all the correct and authorizing paperwork before listing the property.

In general, it is assumed by cooperating brokers and the public that the agent has full authority, permission, and cooperation of all owners in the sale of the entire property. If you fail to get all the owners to agree to list the property, technically an agent can only market and sell the share of the property the signer of the listing agreement owns; meaning that if the agent is marketing that they are selling the entire property and they cannot, this could expose the agent to civil and criminal liability, violation of DOS regulations (incompetence and misleading advertising), and the Code of Ethics. Additionally, there may also be a claim by the buyer/tenant's agent for the cooperating commission against the listing broker. In short, all the parties who are required to transfer the property must sign the listing agreement.

### Setting Compensation

The DOS provided an opinion regarding Standard of Practice 16-16, stating: "...it is the seller, not the real estate broker, who has the right to establish the amount and terms of compen-

sation offered to cobrokers, subagents or buyer's agents." Further, NYSAR has indicated that brokers should not have their own policies as to compensation and they should not implement an "office policy" as to compensation being offered to cooperating brokers.

All compensation must be consented upon by the seller. Such compensation, whether to the listing broker or to the cooperating agent, must be clearly stated, in writing and should set forth who from the cooperating side will be compensated (buyer's agent, broker's agent, seller's agent, etc.).

### Terms of Showings

Similar to compensation, it is only the homeowner that establishes the terms of showings. Showing requirements can be wide open or very restrictive; however, those requirements can only be established by the homeowner and they must be in writing, so it is wise to obtain them when the listing agreement is executed (they can even be included in the listing agreement). These requirements can only be modified by the homeowner. Such requirements can include:

- Requiring the listing broker to be present at all showings.
- Requiring the showing of identification of all individuals entering the home.
- Requiring prequalification (Note: while a homeowner can request preapproval by a specific lender of

their choosing, they cannot require that this specific lender be used in the transaction).

- The refusal to permit specific buyers from viewing the property (so long as its non-discriminatory).

It is important to note that, per a DOS opinion, a homeowner cannot refuse access to a specific buyer's agent unless there is a documented history of problems with that agent (i.e., police report, DOS complaint, ethics complaint, etc.). Further, while collecting the names of prospective buyers may assist the listing agent, the request to collect the names must come from the homeowner, not the agent, as collection of such names are based upon the homeowner's interests only. Lastly, be reminded that state-required Standard Operating Procedures are not applicable to listing agreements.

### Office Exclusives And 'Coming Soon'

Listing Agreement should include written approvals/waivers relating to MLS exposure. Such approval and/or

**Please turn to page 15**

# New York City Breaks Ground on \$454M Public Health Laboratory Project in Harlem

NEW YORK—On July 6, city officials broke ground on the new NYC Public Health Laboratory, which will be located adjacent to the Harlem Hospital complex on 137<sup>th</sup> Street. The project has been valued at approximately \$454 million.

New York City Economic Development Corporation is managing the construction on what will be a cutting-edge facility operated by the Department of Health and Mental Hygiene (DOHMH) and tasked with protecting and promoting the health of all New Yorkers and keeping the city at the forefront of disease response and investigation.

“We can’t afford to wait for the next pandemic to strengthen our public health infrastructure,” said New York City Mayor Eric Adams. “The NYC Public Health Laboratory will bring a state-of-the-art facility to Harlem to serve and protect the public health of all New Yorkers. I look forward to working with the DOHMH and NYCEDC to build this nation-leading laboratory to keep New Yorkers safe and healthy for generations to come.”

“The New York City PHL is the greatest public health lab in the world and, throughout our city’s history, the scientists who work there have heroically responded to health emergencies, infectious diseases, and are a pillar of disease prevention and surveillance,” said Health Commissioner Dr. Ashwin Vasan. “This vital piece of public health infrastructure demands better physical infrastructure, which this state-of-the-art laboratory complex will have. We’re proud that PHL



A rendering of the new NYC Public Health Laboratory in Harlem.

will be an embodiment of New York City as the public health capital of the world, and will lead in innovation and training the next generation of public health laboratory scientists.”

“We are working to ensure our best and brightest have the state-of-the-art facilities they need and deserve to continue their groundbreaking and lifesaving efforts on behalf of our city,” said NYCEDC President and CEO Andrew Kimball. “During the pandemic, our scientists never wavered in their efforts to track COVID-19 or other viruses. This new lab will offer them the tools and resources needed to identify future health threats, while the lab’s new location will benefit public health equity, which has never been more vital.”

The 10-story, 240,000-square-foot

building, designed by Skidmore, Owings & Merrill, was designed with staff wellness in mind, and will comply with New York City’s new, ambitious resiliency and sustainability regulations. The \$454-million building will be designed to meet LEED version 4 Silver and be a resilient structure with all critical building systems located above the current 100-year flood plain.

Construction of the new building began in June of 2022 following the demolition of three existing buildings and is expected to be ready for occupancy in 2026.

DOHMH and NYCEDC secured \$25 million from the Department of Citywide Administrative Services (DCAS) to make the new lab one of the most energy efficient, sustainable and

high-tech laboratories in the country. Some of the energy conservation measures in the new Public Health Laboratory will be ultra-efficient laboratory equipment, solar photovoltaic panels and chilled beams. It will also have a cogeneration plant to provide significant energy and cost savings.

The new Public Health Laboratory participated in the city’s 80x50 program, which is committed to achieving an 80% carbon emissions reduction by the year 2050.

The NYC Public Health Laboratory was the world’s first municipal bacteriological laboratory. In the century since its first campaign to control diphtheria in New York City, the Public Health Lab has expanded to provide a variety of clinical and environmental laboratory testing services to detect and characterize disease causing organisms.

Since the 1960s, the Public Health Lab has occupied 11 floors of a 335,000-square-foot, 14-story building, across the street from Bellevue Hospital at 455 First Ave. The Public Health Lab has expanded over the years, and the more than 200 staff members now provide a variety of clinical and environmental laboratory testing services including community testing for tuberculosis and sexual health associated diseases; antibiotic resistance testing; food borne disease investigations; outbreak response (Ebola, Legionnaires’ disease, COVID-19, monkeypox); whole genome sequencing; beach water and wastewater pathogen monitoring; and biothreat agent testing.

## Listing Agreements: Making Sure it’s Valid and Correct

Continued from page 14

waivers pertain to Office Exclusives and “Coming Soon” situations. For Office Exclusives, all listing agreements must be accompanied with a waiver from the homeowner that the property will not be placed on the MLS. For “Coming Soon” listings, the homeowner must affirm that the listing will go active on a date certain, but prior to that date it will receive limited marketing and no showing will be permitted. Once the listing goes live, the property will be widely marketed and will be fully available for showings.

### Conditions/Limitations Of Offers

Homeowners can establish how offers are presented. This could mean how the offers are physically presented (i.e., in person, once a week, all at once, etc.) and whether they will permit the buyer’s agent to be present at that time. Again, such conditions must be in writing. Best practice is to establish these conditions at the time of the listing agreement being executed. Limits, such as minimum price for offers to be presented, certain unacceptable terms, and certain qualifying terms must all be in writing.

### Other Considerations

Remember to completely fill in all areas on a “fill-in-the-blank” listing agreement. If something is left blank, draw a line or an “X” through that section and have your homeowner initial it. Keep in mind that unless you are an attorney, you should not be modifying prepared contracts beyond filling in necessary information.

Additionally, be reminded that certain conditions/language must be included or cannot be included in NY

listing agreements. For instance, 19 NYCRR§175.15 requires that no listing agreement can be automatically renewed. Also, the Commission Escrow Act requires that specific language be included in all listing agreements relating to how commission deposits and disputes are to be handled. OneKey MLS listing agreements contain language, among other things, that refer to the Home Equity Theft Protection Act, Equal Opportunity in Housing (19 NYCRR§175.24—relating to the prohibition on discrimination in real estate), as well as information relating to the Property Condition Disclosure Form and the inclusion of definitions for “exclusive right to sell” and “exclusive agency.”

Lastly, if you are listing a property on OneKey MLS, be reminded that as a Participant/Subscriber, you affirm that the materials you upload onto the MLS are not protected by any copyright and you are giving certain rights to the MLS. Make certain that this information is in the listing agreement. If the homeowner is not aware or does not agree to such rights being provided, the broker/agent may be held liable.

### Conclusion

Listing agreements are binding contracts and should be meticulously prepared. Make sure that you understand all parts and what they mean. Do not rush through them and make sure that you explain all the provisions to your client. If done properly, they are the foundation of a strong relationship.

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



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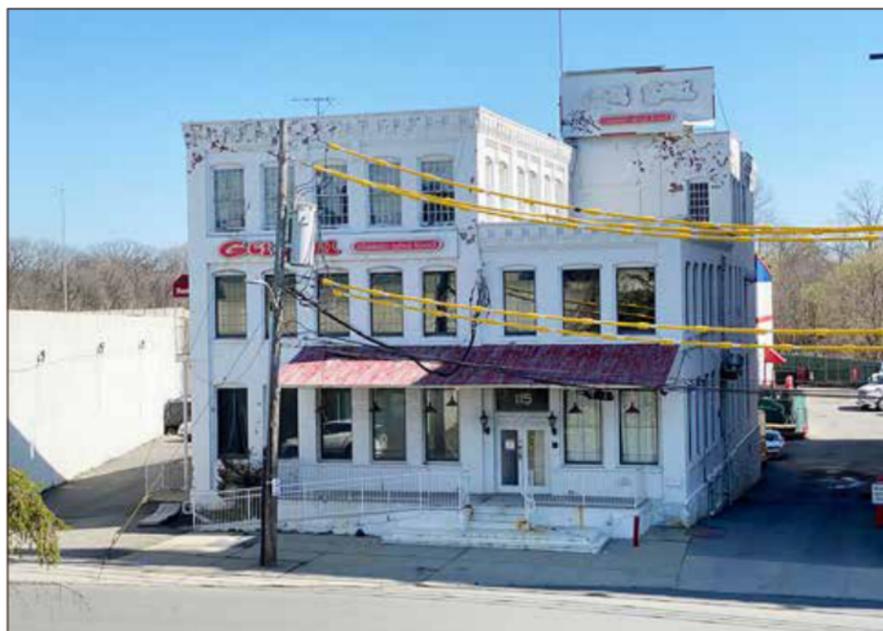
# Prime New Rochelle Development Site Offered for Sale Via Bankruptcy Auction

NEW ROCHELLE— Commercial brokerage firm Newmark announced on June 28 the pending bankruptcy auction of a prime development site at 115 Cedar St. in New Rochelle.

The site, which measures 19,706 square feet, is zoned for as-of-right commercial use and can span up to 137,942 square feet of buildable space. Newmark Executive Managing Director Ronald Solarz and Associate Jonny Yuran have been retained as exclusive agents by the bankruptcy estate of the property owner and approved by the U.S. Bankruptcy Court to solicit competing bids.

The property's zoning designation provides diverse future uses that will appeal to a broad group of investors and developers. The site can accommodate office, hotel, medical laboratory, storage, or warehousing and distribution space. Potential uses include: health and recreational clubs, restaurants, bars or nightclubs, motor vehicle rental agencies or dealerships that cater to the well-established suburban population in the immediate surrounding area, Newmark officials stated.

"New Rochelle's development-friendly climate has led to rapid growth over the past several years," said So-



115 Cedar St., New Rochelle

larz. "This auction offers the rare opportunity to acquire a prime New Rochelle development site at a substantially discounted basis and begin construction of a new building, ideally-timed to be delivered as the market fully rebounds over the next 24-36 months."

A "stalking horse" contract has been approved by the bankruptcy court for \$4.8 million, against which other offers will compete to acquire the property. Initial bids will start at \$4.95 million with a 5% good faith deposit and a 10% winning bid deposit.

The site has undergone extensive due diligence, including geotechnical, environmental, engineering and mechanical, electrical and plumbing (MEP). If a bidder envisions a hospitality use for the site, current ownership has assembled a complete set of drawings for a 146,000-square-foot hotel and entertainment complex featuring two restaurants and a full-scale catering facility.

The property's LI-H zoning designation allows for an as-of-right 137,942 square feet of development on the 19,706 square foot parcel and provides for a diversity of future uses that can appeal to the broader universe of investor/developers. The site has existing entitlements for hotel development offering potential buyers the competitive advantage of existing plans and approvals for an extraordinary hotel and entertainment complex.

115 Cedar St. offers proximity to the core downtown area and Main Street. It is immediately adjacent to I-95/ New England Thruway and a few blocks from US Route 1 and the New Rochelle Metro North/Amtrak Train Station.

Qualifying bids for the property were due on July 15 with final bids from qualified bidders due on July 19.

## NAR Selects Rental Beast as its Rental Space Software Provider

CHICAGO—The National Association of Realtors has announced that Rental Beast is its exclusive recommended software provider in the rental space. Under the agreement with the Somerville, MA-based firm, NAR members receive free access

to "Apply Now by Rental Beast," the secure FCRA-compliant online rental application and tenant screening engine.

"NAR Realtor Benefits aims to provide products and services that deliver value and empower Realtors

to succeed in their businesses," said Rhonny Barragan, NAR vice president of strategic alliances. "Rental Beast created a lead-to-lease platform which brings seamless entry into the multibillion-dollar rental industry and its clientele, and we are thrilled to provide this benefit to our members."

NAR members will also receive unlimited access to Rental Beast University, the digital education platform designed by industry experts.

Rental Beast is also integrated with many MLS platforms and association websites. NAR members within these partnerships receive additional access to rental-centric listing management tools, including listing add/edit, comprehensive rental search, rental listing syndication, rental lead generation and qualification, and renter-to-buyer conversion.

"We are proud to be NAR's exclusive provider of rental solutions," said Ishay Grinberg, founder and CEO of Rental Beast. "This partnership will help Realtors better serve their clients and U.S. consumers everywhere by partnering them with the nation's more than 113 million renters. With our

tools, Realtors can also build relationships with potential home buyers by serving as their trusted advisors in the rental process."

Rental Beast is a leading real estate technology firm with an end-to-end SaaS (Software as a Service) platform designed to empower real estate professionals and the nation's most comprehensive database of more than 10 million rental properties. Sourced directly from property owners, updated in real-time, and offering a fulfillment-grade rental dataset, the Rental Beast database provides real estate professionals with an unparalleled view of all properties and owner types. Rental Beast achieved notable success as a member of the 2022 REACH Canada cohort, a unique technology scale-up program managed by Second Century Ventures, NAR's strategic investment arm.

To claim this benefit, NAR members can sign up for a free account at [nar.realtor/rental-beast](http://nar.realtor/rental-beast). Once activated, the account will allow Realtors to initiate applications for any rental property and access Rental Beast University content anytime.

## Albany's Good Cause Eviction Statute

Continued from page 5

tion proceeding that are not required under state law," they were deemed null and void. The court further held that since the remaining provisions of Local Law F were enacted solely to support Sections 30-327 and 30-328, the entire law was held to be invalid.

### Other Municipalities and the Fate of Good Cause Legislation

Other municipalities such as Poughkeepsie, Newburgh, Beacon and Hudson have passed similar "good cause" eviction laws and their fate remains unknown at this time. Although, it is likely that each of these statutes may suffer a similar demise as the primary element of each of these laws is that "good cause" be established by landlords in order to be able to evict a tenant. According to *The Real Deal* (see <https://bit.ly/3NZbnEk>), before the Pusatere decision, tenant advocate groups were attempting to use a local, "incremental" approach to passing "good cause" legislation. However, with the decision in Pusatere, it is now likely that the "local" tactic will be abandoned and the push for the enactment of a statewide "good cause" eviction law will again be the focus of tenant advocate groups and progressive lawmakers. In 2021, the passage of a statewide "good cause eviction" in the legislature was not successful. Landlord and property owner advocates should now be prepared to counter those efforts on the state level.

Legal Column author John Dolgetta, Esq. is the principal of the law firm of Dolgetta Law, PLLC. For information about Dolgetta Law, PLLC and John Dolgetta, Esq., please visit <http://www.dolgettalaw.com>. The foregoing article is for informational purposes only and does not confer an attorney-client relationship and shall not be considered legal advice.

## Legal Updates

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

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

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

### LEGAL UPDATE SESSIONS

- » August 16
- » September 20
- » October 26
- » November 21
- » December 12



New York State Association of REALTORS®, Inc.

For information or to register for a legal update, visit [nysar.com/education/legal-update](http://nysar.com/education/legal-update)

**PEOPLE** Continued from page 10

experience in the private sector. The Commissioner of Finance position is subject to confirmation by the Orange County Legislature. County Executive Neuhaus will present Gallagher for confirmation in the coming weeks.

**R2M Realty Inc.** reports that New York licensed salesperson **Sandra Bullock** has joined the Nyack-based firm. She is a native New Yorker, born in New York City and raised in Rockland County. Bullock is a graduate of North Rockland High School and obtained her Bachelor of Science in Finance from St. Thomas Aquinas in Sparkill. She has more than 30 years' experience in finance/accounting. Bullock is not new to real estate. She was licensed originally in 2004 and worked under Weichert Realtors in Pomona for approximately 10 years. Now, recently retired, Bullock has joined the team at R2M Realty, Inc. (Ready 2 Move).



**Sandra Bullock**

**Joe Cubias**, regional vice president of Weichert, Realtors, announced that



**Beth Sciliano**

the **Monroe office** has been recognized for outstanding achievement at the regional level in May.

The Monroe office, which is managed by **Lydia Hendricks**, had the most listings in the Weichert sales region for the month. The region is comprised of locations throughout Rockland, Orange, Dutchess and Westchester counties, and New York City.



**Isabel Tamazian**



**Lydia Hendricks**

Cubias also announced that the Rockland County Regional office and two top-producing sales associates were recognized for outstanding achievement at the regional level in May.

The Rockland County Regional office, which is managed by Karen McCabe, had the highest dollar volume and the most sales and revenue units in the Weichert sales region, which is comprised of locations throughout Rockland, Orange, Dutchess and Westchester counties, and New York City.

Individually, **Beth Siciliano** had the most revenue units and sales in the region. **Isabel Tamazian** had the most listings for the month.

**Howard Hanna | Rand Realty** has recognized its many agents and teams for being among this year's top performers of America's Best Real Estate Professionals for 2022.

RealTrends + Tom Ferry America's Best Real Estate Professionals is now honoring America's finest real estate agents and teams from all across the country, for its 10<sup>th</sup> year. Almost 24,000 U.S. real estate sales associates from every state are featured in America's Best. They are the top 1.49% of more than 1.6 million licensed Realtors nationwide.

"This is an outstanding achievement for our agents and teams and we are honored to have them as part of our company. This accomplishment is a true testament to their hard work and dedication and we look forward to their continued success," said Matt Rand, CEO of Howard Hanna | Rand Realty.

The following agents were recognized by RealTrends: Individuals by Sales Volume: **Margo Bohlin, Nancy Blaker Weber, Joseph Simone, Terry May, Barri Plawker, Donna Gennaro, Jeanne Beckley, Linda DeFilippo, Trudi Iglesias** and **Marion Bruhns**; Individuals by Transaction Sides: **Sandra Spector** and **Ann Hansen**; Teams by Transaction Sides: **The Gene Lowe Team**, Teams by Sales Volume: **The Gene Lowe Team, The Kirkwood-Cadmore Group** and **The Palianto Group**.

The firm also offered congratulations for its recognition by RealTrends to **Richard Smith** and **Paul Adler** from its affiliate company Rand Commercial.



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105-107 Adee Street | Port Chester, NY  
Listed by Mike Rackenberg



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FOR SALE | \$1.2M

1966 Crompond Road | Cortlandt Manor, NY  
Listed by James Doorhy



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THREE CONTIGUOUS UNITS

FOR LEASE | \$18 PSF + \$3 ELECTRIC

2B John Walsh Boulevard | Peekskill, NY  
Listed by Richard Aponte



**24,000 SF MEDICAL/OFFICE BUILDING**  
WITH WAREHOUSE NEAR I-84/I-87

FOR LEASE | \$12 PSF NNN

24 Carpenter Road | Chester, NY  
Listed by Don Minichino



**DEVELOPMENT/RETAIL/OFFICE**  
OPPORTUNITY IN HEART OF TOWN

FOR SALE | \$1.3M

12 Maple Avenue | Armonk, NY  
Listed by Garry Klein



**BRAND NEW RETAIL SPACE WITH GREAT**  
VISIBILITY IN HEART OF DOBBS FERRY

FOR LEASE

66 Main Street, Unit A | Dobbs Ferry, NY  
Listed by Teresa Marziano



**FULLY FUNCTIONING HISTORIC INN**  
WITH ENDLESS OPPORTUNITY

FOR SALE | \$4.2M

106 Sharon Road | Lakeville, CT  
Listed by Kim Galton



**HIGHLY VISIBLE FULLY BUILT-OUT**  
RESTAURANT W/ DRIVE THRU POSSIBILITY

FOR LEASE | \$47 MG

316 Boston Post Road | Port Chester, NY  
Listed by Mike Rackenberg & Bryan Lanza



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FOR LEASE

97 North Water Street | Ossining, NY  
Listed by Andy Grossman



**GAS STATION WITH 4 AUTO BAYS ON A**  
0.36 ACRE CORNER LOT

FOR SALE | \$2.395M

40 Halstead Avenue | Harrison, NY  
Listed by Silvio Cangiani



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23 Saw Mill River Road | Yonkers, NY  
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HGAR Affiliate of the Year 2016  
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# Orange County Partnership Launches Program to Secure Key Information on Available Properties Countywide

By John Jordan

GOSHEN—Termining it as one of the most important efforts it has launched in more than 20 years, The Orange County Partnership officially unveiled its “Site Inventory Program” (SIP) that will, over the coming months, seek municipal government input from across Orange County to determine all available properties that could be developed in their respective jurisdictions.

The goal of the initiative announced late last month is to identify properties that have suitable infrastructure and regulatory approvals so the Partnership can market to industries best suited for those parcels.

The Site Inventory Program was first announced at the Orange County Partnership’s MVP Annual Breakfast program held last month at The Barn at Villa Venezia in the Town of Walkill. Orange County Partnership President and CEO, Maureen Halahan said the initiative will be headed by Conor Eckert, Senior Development Officer & Vice President of Business Attraction, and Kaitlynn Lancellotti, Director of Business Retention and Expansion for the Orange County Partnership.

The Site Inventory Program will seek to take advantage of some of Orange County’s key growth industries—food & beverage processing, advanced manufacturing, clean energy and life sciences—that the Partnership believes will be investing and creating jobs in the county over the next two decades.

The Orange County Partnership scheduled its first SIP session with



**Orange County Partnership President and CEO Maureen Halahan said the Site Inventory Program is one of the most important initiatives the organization has launched in the past 20 years.**

the Town of Walkill on June 22. Participants included Town Supervisor George Serrano along with town department heads that were able to provide information on suitable properties that are on and off-market, as well

deavors the Partnership has launched in my more than 20 years with the organization,” Halahan said. “Information such as available infrastructure is key to attracting diverse industry. Knowledge is power and the Site In-

ventory Program “will reverse engineer the site selection process through visiting communities across the county and meeting with key leaders to gain expert understanding of sites, infrastructure, the timeline for approvals and we will be able to use this information to understand which sites and which communities can accommodate strategic sectors.”

Eckert stressed, “This is a way that we can have the answers to a prospect’s questions before they even ask. This program is pro-active not reactive and this will arm us with information so we can go out to site selectors and prospects and pitch sites because we know which communities have a site, the infrastructure and the political support for our growth sectors.”

Lancellotti said the SIP will take a global look at the county and then undertake a “deep dive” into each municipality to see what each community wants in terms of new business development and where in their town, village or city they would welcome new business investment. “We are going to these meetings asking municipal leaders what their vision

**“Knowledge is power and the Site Inventory Program will provide the intelligence we need to market sites to specific industry clusters. This program will clearly set Orange County apart from its competition.”**

—Maureen Halahan, President and CEO Orange County Partnership

as their zoning, infrastructure, tax and regulatory approval requirements. The SIP’s focus is to secure information on properties that could accommodate new development of 20,000 square feet or more in communities across Orange County.

“I believe the Site Inventory Program is one of the most important en-

ventory Program will provide the intelligence we need to market sites to specific industry clusters. This program will clearly set Orange County apart from its competition.”

Eckert said that the Orange County Partnership believes that a diverse economy is key to the county’s future growth and sustainability. With that

is for their commercially zoned priority growth corridors so that we can market accordingly to the desired industry sectors” Lancellotti said.

In the coming weeks and throughout the summer, the Orange County Partnership hopes to hold SIP sessions with various municipalities throughout Orange County.

## Trade Delegation Accomplished A Great Deal in a Glorious Setting

Continued from page 11



HGAR’s Portugal Trade Mission delegation, on a property tour of Belas Clube de Campo, a golf club community in Belas, Portugal.



HGAR’s Trade Mission delegation enjoyed a luncheon alongside the Tagus River in Lisbon

the trip, we shared market information mutually and created positive synergies for future opportunities and ventures.

We have to learn to try outside of what has been done, outside of what we have learned, in order to have a chance to get completely different outcomes. As HGAR forged into Portugal, I believe this is why we need pioneers who open the way. We also need explorers who try every different direction of thinking and acting with the one risk—the risk of failing.

As our industry grows and transforms, we have to do it with friends.

We’ve got to have an ecosystem; we’ve got to have partners like Pedro Periera of PIR, Paulo Caiado of APEMIP and Mayor Rui Moreira of the City of Porto.

A very special thank you to Portugal International Realty (PIR)’s Association Executive Pereira, who planned, hosted and coordinated the entire trade mission. Special thanks to APEMIP’s President Caiado and Ana Avelar, Secretary General of APEMIP for being gracious hosts, as well as the Mayor of Porto for hosting the HGAR delegation.

Viva Portugal!



Panoramic view of the city of Lisbon and Saint George’s Castle in the distance.

From left, Richard Haggerty, HGAR, CEO, Anthony Domathoti, HGAR 2022 President, Ana Avelar, Secretary General, APEMIP and Paulo Caiado, President, APEMIP



# Yonkers, Westchester to Acquire Waterfront Properties; Spending \$20M to Create Park in Southwest Yonkers

YONKERS—On July 6, Yonkers Mayor Mike Spano announced the city had reached an agreement to purchase eight parcels of land along the Hudson River in the Ludlow section of the city to be developed into a new waterfront park. The City of Yonkers and Westchester County have committed a total of \$20 million towards the project.

The City of Yonkers and Westchester County will develop the property, to be purchased for \$13 million, along with adjacent parcels to create 3.8 acres of dedicated parkland, making it the largest expansion of the Yonkers Parks system in decades. Yonkers has included \$10 million in its capital plan for purchase of the property and construction of the park. Westchester County also has pledged \$10 million toward the purchase and development. In addition, the county anticipates contributing a parcel at the north end of the adjacent Wastewater Treatment Facility toward the park.

“With the purchase of this land, southwest Yonkers will once again regain access to our most precious asset, the Hudson River,” said Mayor Spano. “Plans are being developed now to create a new park that will feature an additional boat launch, playground, open green space and more. Thanks to our partnership with Westchester County, we continue to return our waterfront to our residents and improve our quality of life.”

Westchester County Executive George Latimer said, “Yonkers residents deserve riverside park access the same way that all Westchester

residents do—and this key initiative in conjunction with the city will expand that access. With this new announcement by the mayor, I am looking forward to implementing our shared vision, and more importantly, seeing the enjoyment it will bring to the residents of Ludlow Park and beyond.”

“The waterfront property purchase is yet another positive step forward for Yonkers, now the third largest city. Once this property is developed, it will enhance the beautification of our great city. Our goal is to continue on the path of a better Yonkers,” stated Majority Leader, Yonkers City Councilmember, Tasha Diaz, District 3.

“I am thrilled to know this waterfront access in southwest Yonkers will become a reality,” added Yonkers City Councilmember, Corazon Pineda-Isaac, District 2. “Not only will this waterfront park be a benefit for current Ludlow Park residents, but it will also attract others to the waterfront in southwest Yonkers and add open, green space in a much-needed area, especially for deserving area residents who have to contend with a County Wastewater Treatment Facility in their own neighborhood. This partnership between the city and Westchester County will be beneficial to our Yonkers families, our community and to the city as a whole.”

The 2.95 acres of land purchased from property owner Anthony Mauro currently serves as a private bus depot. The Yonkers City Council approved the purchase at its meeting on June 29, authorizing \$140,000 for the initial down payment.



The project will create nearly four acres of waterfront parkland in Yonkers. PHOTO CREDIT: CITY OF YONKERS

## Susan Greenfield

Continued from page 11

was also one of the founders of the CIPS designation (Certified International Property Specialist), and one of the first CIPS instructors for NAR. She has taught the course throughout the U.S. and Europe.

Her involvement with FIABCI can be traced back to the early 1980s, when she and some of Merrill Lynch’s Florida agents attended a real estate show in London. It was at this event that she learned about FIABCI and decided to get involved. “My personal love is Cannes, France—especially in the summer,” she revealed. “Of course, I love travel and meeting new people everywhere.”

She also initiated NYSAR’s Global Business Council and headed the first trade mission to Italy. While she fully admits she’s not fluent in any other languages, Greenfield said that has never stopped her from forging ahead into new places—often traveling alone. “Language should never be an obstacle,” she said. “Everyone warms to a smile.”

She holds the FIREC FIABCI designation and CRS NAR designations and in 2018, she was awarded the FIABCI Medal of Honor. This September, Greenfield will be hosting a Trade Mission to New York City for international visitors that will include panel discussions and property tours throughout the city. She is expecting more than 50 people from all over the world to attend.

“This has been such a wonderful, rewarding career,” she added. “In fact, it’s the only career that I know of where a woman who has a family can really make a great living. The secret is to always keep learning. The harder you work, the better you’ll do and you’ll definitely get all that you put into it.”

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