**HGAR Celebrates 20th Anniversary of Real Estate In-Depth Newspaper**

By John Jordan, Editor

WHITE PLAINS – In 2016, The Hudson Gateway Association of Realtors celebrates the 20th anniversary of the launch of its flagship monthly newspaper, Real Estate In-Depth, and is also acknowledging the 90th consecutive year of publishing a membership newspaper/magazine, in addition of course to the 100th anniversary of the founding of the Realtor association.

For those sticklers for accuracy, we are publishing the 20th anniversary commemorative section for the newspaper a month early in December because the January 2016 publication will be deleted in HGAR’s Annual Report.

In early 1995, based on the work of several Westchester County Board of Realtors’ committees, most notably the Communications and Long Range Planning Committees, then WCBR Executive Vice President (now retired) P. Gilbert Mercurio and the organization’s Board of Directors decided the Board needed to produce an editorially driven cooperative of its then monthly newspaper Westchester Realtor. Along with newly hired Editor John Jordan and myself, the then HGAR long-time Graphic Design Consultant Bart D’Andrea of Meadow Art & Design and others, the Board began formulating an editorial mission statement as well as renaming and redesigning the publication.

For just about a year, the publisher and newspaper staff discussed what news should be in the newspaper each month and how it should be presented. It was decided that due to the changing market of its membership, the Board’s newspaper needed to expand from just covering Board-related news and announcements to a regional real estate publication that covered the major local, regional and national real estate and finance news of the day, as well as report on the activities of the Westchester County Board of Realtors and affiliated Westchester-Putnam Multiple Listing Service, Inc.

After nearly 12 months of planning, Real Estate In-Depth was launched in January 1996. Its first edition chronicled the news of the day which included a report on fourth quarter home sales activity in Westchester County, an executive statement from the then WCBR member Edwardina Lodes to the newly formed State Board of Real Estate and Governor Pataki’s announcement to the membership that the January 1996 issue of Real Estate In-Depth has grown from humble beginnings to a publication that is a must read for the WCBR membership and for all other real estate and finance industry officials alike. The tremendous surge in advertising support over the last year is due in large part to the fact that the paper is so widely read by Realtors and other real estate and finance professionals. I would just like to thank and acknowledge the foresight of WCBR to realize that a newspaper of this type was possible and could be successful.

“For all who have lent a hand, written a column, sold an ad, purchased an ad, taken a picture, drawn a cartoon, worked on the paper’s design, written a letter to the editor or just offered a word of encouragement, my heartfelt thanks. This newspaper has been a labor of love for me and I look forward to the next 10 years.”

Those sentiments ring true today. In terms of my journalism career, the 20-year relationship with WCBR, later WPAR, and now HGAR has been driven from the ground up, from creating Real Estate In-Depth, to promoting its name change to “Cuomo Tax.”

Since then, the newspaper has reported on the major real estate news and trends of the day, even scooped the dailies and the real estate trades press on occasion, while still serving the dailies and the real estate trades on occasion, while still serving the dailies and the real estate trades.

**How Things Changed 1996-2016**

<table>
<thead>
<tr>
<th>WCBR/HGAR Membership</th>
<th>1996</th>
<th>2006</th>
<th>2016 (Approx. 10,000/12/7/2015)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg. Price Single-Family Home</td>
<td>$260,000</td>
<td>$717,000 (3Q 2005)</td>
<td>$676,500 (3Q 2015)</td>
</tr>
<tr>
<td>Condominium</td>
<td>$150,000</td>
<td>$390,000</td>
<td>$373,000</td>
</tr>
<tr>
<td>Cooperative</td>
<td>$59,000</td>
<td>$185,000</td>
<td>$162,500</td>
</tr>
<tr>
<td>County Office Availability (Vacancy) Rate</td>
<td>16.6%</td>
<td>13.3%</td>
<td>24.2%</td>
</tr>
<tr>
<td>White Plains Office Availability (Vacancy) Rate</td>
<td>26.0%</td>
<td>14%</td>
<td>22.8%</td>
</tr>
<tr>
<td>Countywide Office Asking Rent (Class A)</td>
<td>$21,50</td>
<td>$26.27</td>
<td>$25.40</td>
</tr>
</tbody>
</table>

Average home prices were based on fourth quarter 1995 and third quarter 2005 and 2015 figures reported at the time by the Westchester-Putnam Multiple Listing Service, Inc. and HGAR.

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“The sky is the limit with what we can do with this publication in the future,” Mercurio added. “WCBR asks its members and leadership to keep us focused in our mission statement, which is: Our flagship communications paper is so widely read by Realtors and other real estate and finance professionals.”

**Some Major News Stories in Past 20 Years**

1996
- Pataki Presses for Repeal of Cuomo Tax
- Flat Tax Proposal Proves Controversial
- Donald Trump Build Golf Courses in County But backs Out of Davids Island Project

1997
- Westchester Realtors Rich Albert and Edwardina Lodes Named to Newly Formed State Board of Real Estate
- Pataki Vows to Veto Westchester’s Property Revaluation Bill

1998
- Office Developer Robert Martin Merges with Cali Corp.
- WPMLS Signs Contract with Maestro
- Westchester-Putnam Home Listings Go Online @ Realtor.com

2000
- Texaco to Lease Out Part of HG Building in Harrison
- Hurricane Floyd Ravages Parts of County
- GM Plan in Sleepy Hollow Delayed Again
- WCBR Introduces WCBR Net (Members-only website)
- WPMLS Approves Internet-based MLS System

2001
- Tishman Speyer Pulls Out of White Plains Project
- XMLWeb Launched
- Realtors Expect Slowdown to Take Hold After Terrorist Attacks
2002
XMLWeb Goes Online
Home Sales Break $500,000 Price Barrier

2003
Galleria and Westchester Pavilion Malls Sold
Fortunoff Opens $93 Million Development in White Plains
Forest City Ratner proposes $600 Million Project in Yonkers

2004
Realtors Score Quick KO of Property Transfer Tax Bill
RPW Buys Altria Complex in Rye Brook for $40 Million

2005
Supreme Court Ruling Sparks Cries for Changes in Eminent Domain Law
Realtors Outraged Over Federal Tax Reform Plan
Realtors Prepare for Soft Landing

2006
2005 Home Sales Sets New Record in Westchester County
Storms Cause Significant Damage To Homes, Businesses in Westchester
Classic Residence by Hyatt Shelves $350 Million Senior Development
$160 Million Trump Plaza Project (in New Rochelle) 'Topped Off'
$100 Million Biomedical Project Planned At Landmark at Eastview Complex

2007
Westchester Home Sales Dropped 13% in 2006
Yonkers Desegregation Case Nears End
$1 Billion Office Project in White Plains Shelved
Legislature Passes Education Bill, Enacts Local Transfer Tax
Controversial $600 Million Ridge Hill Project Breaks Ground
New Castle Considers Scaled Down Plan For Redevelopment of Reader's Digest

2008
GM Searches for New Developer for Lighthouse Landing
$1.5 Billion Yonkers Waterfront Plan Clears Hurdle
WCBR Moves to New Home in White Plains
Housing Correction Continues in Second Quarter
New Tappan Zee Bridge to Cost $16 Billion

2009
Fortunoff Store in White Plains to Close
Realtor Reaction Mixed to Obama Stimulus Plans
Westchester, Putnam Realtor Boards to Merge
Mayor Delfino Reflects on White Plains Renaissance
New, Castle Considers Scaled Down Plan For Redevelopment of Reader's Digest

2010
Henry Fries Takes Over as 2010 NYSAR President
Westchester Releases Fair Housing Plan
Feds, Monitor Still Critical of County's Fair Housing Plan
Realtors Conflicted on Direction of Home Sales Market

2011
Board Directors Approve Staff Transition Plan: Mercuro to Retire, Haggerty to Succeed Him
Experts Predict a Slow-Motion Real Estate Recovery
County Executive Calls for End of Tappan Zee Bridge Study
Astonino: HUD Says Housing Settlement Cost Has No Ceiling
Pols, Business Leaders Press for Mass Transit To Be Part of
New Tappan Zee Bridge Plan
Three Board Directors Approve Merger to Create New Realtor Association

2012
In Depth Goes Digital
Richard Haggerty Appointed CEO of Newly-Founded HGAR
County Executive Diana Proposes New $75 Million Government Center
Reports: Disney Publishing to Close White Plains Operations
HGAR Members Travel to D.C. To 'Protect the American Dream'
Life Time Fitness Breaks Ground On $40 Million Project in Harrison
PepeCo to Begin $240 Million Upgrade of Corporate Headquarters

2013
Tappan Zee Bridge to Cost About $4B to Build
Rep. Maloney Pledges Support for Mortgage Interest Deduction
Economic Development Takes Center Stage in Putnam
Investors Eying New Uses Along I-287
City (Yonkers) Scraps $3 Billion SFC Project

2014
GM Picks Developer for Former Sleepy Hollow Plant
HGAR's Endres Installed as 2014 NYSAR President
Rockland County Working with Novartis to Find New User for Suffern Plant
First Quarter Home Sales Rise Nearly 11% in HGAR Region
Neuhaus Tackles Budget Deficit, Valley View, Casinos, Government Center at CID Session
President Obama Visits Tappan Zee Bridge Site, Warns of Transportation Funding Crisis
22 Players Pay $1 Million For Casino Rights in NYS
PSC Orders Utility to Stop Pursuit of Desalination Plant in Haverstraw

2015
PepeCo to Vacate Somers Complex in 2016
Exclusive: Westchester Pavilion Mall to be Sold To Make Way for $275 Million Project
HGAR to Move Headquarters To The Source at White Plains
Annexation Votes Set Off Flurry of Lawsuits By Municipalities, Orange County, Kiryas Joel

In late October and early November 2011 in separate votes, the Rockland County Board of Realtors, the Orange County Association of Realtors and the Westchester-Putnam Association of Realtors approved the merger of the three organizations into what would become the Hudson Gateway Association of Realtors.

Tens of thousands of Realtors from across the country, including a large contingent from HGAR, traveled to Washington, DC in May 2012 for the "Rally to Protect the American Dream."

We would like to extend our best wishes and congratulations to the Hudson Gateway Association of Realtors on the 20th Anniversary of Real Estate In-Depth.

Thank you for providing the Real Estate Community with one of the most invaluable and insightful resources available in the Hudson Valley and New York.

We offer:

• Real Estate Brokerage and Real Estate Agency Law
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• Real Estate Brokerage Firm Sales, Acquisitions and Operations
• Commercial and Residential Real Estate Transactions
• Commercial and Residential Leasing

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Milestones Matter

By Richard Hagerty
HGAR Chief Executive Officer

With this December 2015 edition of Real Estate In-Depth we celebrate the 20th anniversary of our Realtor Association’s flagship publication. It is a most worthy success in our Association’s long line of real estate and membership publications. How long, you ask? Try 90 years!

20th Anniversary

Continued from page 25

Regular Contributors to Newspaper
Derek Alger, writer (deceased)
Mary Prenan, writer
John Jordan, writer, editor
Adrienne Cardona, circulation, mailing
Mananna Nichols, circulation
Gary Connolly, circulation
David Arnold, advertising
Harriet Lerner, writer, advertising sales
Mike Dardano, advertising
Maria Ladley, advertising
Myron Miller, editorial cartoonist
Julian Block, tax columnist
Edward I. Sumber, legal columnist
John Dolgetta, legal columnist
Linda Sands, technology columnist
John Vrooman, technology columnist
Donald Arace, mortgage columnist
Irene Amato, mortgage columnist
Jeff Strauss, mortgage columnist
Edna Haber, mortgage columnist
Jeff Partes, mortgage columnist
Ann Garti, writer, copy editor
P. Gilbert Mercuno, writer, columnist
Richard Haggerty, writer, columnist
Philip Weiden, legislative columnist
John Vecchiotto, photography
Tari Vitalani, Membership, RPAC, Calendar (deceased)
Eileen Taus, Education
Bart D’Andrea, art director
Jennifer Maher, columnist
Roseanne Lionetti, RPAC, Calendar
Leah Wamcke, advertising bill processing
Christopher McKiff, legislative columnist

WCBR/WPAR/HGAR Presidents 1996-2016

1996 - Arthur G. McCartney (deceased)
1997 - Ron Reid
1998 - Savo Fries
1999 - Savo Fries
2000 - Marilyn Piffer (deceased)
2001 - Donna Tierney (deceased)
2002 - Carol Koep
2003 - Carol Koep
2004 - Carol Koep
2005 - J.P. Endres
2006 - J.P. Endres
2007 - Harding Mason
2008 - Harding Mason
2009 - Leah Caro
2010 - Leah Caro
2011 — Michael Grassle
2012 – Nancy Kennedy
2013 – Katheryn DeClerck
2014 – Diane Cummins
2015 – Drew Kessler
2016 – Marcene Hedayati

President-elect)

Hurricane Sandy in October 2012 caused extensive damage in the New York metro region and in the Hudson Valley.

BRAVO

Douglas Elliman salutes Real Estate In-Depth for their outstanding work on behalf of our local real estate community:
We look forward to your continued success in the years to come.

RealEstatedInDepth.com
ERA Insite Realty Services Celebrates 30 Successful Years!

Starting out, owners and founders Debra & Louis Budetti could never have imagined that 30 years later they’d have 3 thriving offices, over 100 agents, an award-winning relocation division, the largest web site for rental properties in the area, and an enviable reputation. In between, there have been many challenges but they still manage to make it fun, and to take a personal interest in every agent and client that they work with.

The firm is headquartered in the same North White Plains location they started in. After numerous mergers and acquisitions, even during downturns in the market, they now have additional locations in Bronxville and Thornwood, and serve clients from the Bronx up to Dutchess County as well as into Fairfield County, CT.

In addition to building their business on a foundation of outstanding service and integrity, they have also focused on community outreach and support, as an extension of their own personal beliefs.

It is with tremendous gratitude and appreciation to all their agents, administrators and business partners who have helped, supported, shared, learned and laughed with them, that Debra and Lou celebrate their 30 years of success!