

HGAR

ANNUAL REPORT

President's Message

Wishing all HGAR Members All the Best in 2020

As we start 2020 and I look back on the past year, I am filled with optimism. As Realtors, we are always faced with numerous challenges. Our business can be affected by so many things. The economy, politics, the news, business expansion and contraction, and interest rates, to name a few. However, we continue to move forward in a positive direction in this business we love so much. Last year exemplified that as we had a very busy year, and once again helped thousands achieve the American Dream.



My year as President of HGAR was a very busy one, and filled with so many positive experiences. On a personal note, the most positive of all of those was the many people I was able to meet from all over the state, the country and even the world. However, my job as HGAR President was not a personal one, it was a job that was to do what was best for our association.

That job, that role, was one that I took very seriously. Throughout the year, I repeated to our Board of Directors that we as a board are here to always do what is best for our members. I hope you believe, as I do, that we succeeded. I want to thank our Board of Directors for all their hard work throughout the year.

Our association grew, as hundreds of agents joined HGAR. In addition, we hosted numerous events throughout the year. There were opportunities for all of us to network, to learn and to grow our business. Our Member Appreciation Day hosted more than 1,000 agents. Lobby Day was once again a success as we traveled to Albany to meet with our elected officials. We raised 10's of thousands of dollars to support local charities, as our Foundation continues its' most worthy cause. There were fun times at pub nights, boat tours, game nights and more as we raised money for RPAC. We raised close to \$200,000 for RPAC in 2019. We had sessions on Fair Housing, Realtor safety, and even a Fashion Show. There were opportunities to learn with classes available on every topic. For all that we did in 2019, we should all thank our amazing staff for all they do for us every day, and I want to thank all of those that volunteered to be involved with our committees.

On a larger scale, our association developed a new strategic plan. We were very fortunate to have Ron Phipps, past NAR President, to serve as our facilitator. We had a committee that worked very hard to put together a plan that would provide direction for our association as we move forward in the upcoming years. We are now working on putting that plan into action. Once again, task forces were formed to work on putting together the details of the strategic plan, and I strongly believe that we are moving forward with very intelligent ideas and initiatives.

Our MLS is getting very close, with the Long Island MLS, to operating a regional MLS. Once this new MLS goes live (that should happen in the first quarter of 2020), it will be one of the largest in the county, covering the area from Long Island to the Catskill Mountains. With almost 40,000 users, we will be able to provide our clients with the most accurate, up to date information in the industry.

Lastly, one of the goals I had during the year was to increase the level of professionalism in our industry. I spoke on numerous occasions and wrote many articles about our job as Realtors. When we are working with buyers and sellers, we are assisting those clients with what is most likely the largest financial decision they will make in their lives. The importance of that can't be understated and it is our obligation to do so in the most professional manner with the highest level of integrity, while making sure that we are working in a manner that is not discriminatory in any way. I encourage all of you to start your 2020 with reading the Code of Ethics that we all pledge to follow as Realtors.

In conclusion, I want to say thank you all for giving me the honor and privilege to serve as your 2019 HGAR President. I am very confident that our 2020 President, Gail Fattizzi, will do an exceptional job for all of us this year. May your 2020 be filled with good health, happiness and continued success.

Ronald Marafioti



Richard K. Haggerty
Chief Executive Officer



Gail Fattizzi
President Elect



Barry Kramer
Immediate Past President



Irene Guanill
HGAR Treasurer



Crystal Hawkins Syska
HGAR Secretary



Clayton Livingston
Regional Director, Putnam



Reberta Bangs
Regional Director, Rockland



Theresa Crozier
Regional Director, Westchester



Eydie Lopez
Regional Director, Orange



Tony Danzica
Regional Director, New York County

FACTS & FIGURES

	2016	2017	2018	2019
MEMBERSHIP				
Realtors	10242	10812	11245	11702
Affiliates	142	218	253	250
Other Accounts	51	48	28	27
Total	10435	11078	11526	11979
Realtor Firms	1148	1198	1282	1306
Branch Offices	144	145	149	163
Total Sites	1292	1343	1431	1469

HUDSON GATEWAY MULTIPLE LISTING SERVICE, INC.				
No. Participating Offices	1400	1455	1463	1486
No. Affiliates	44	45	149	155
Total Accounts	1444	1500	1612	1641

No. Single Family Sales				
Westchester	6219	6165	5883	5832
Putnam	1088	1019	1041	1048
Orange	3499	3836	3833	3672
Rockland	2050	2167	1921	2027
Total	12856	13187	12678	12579

Median Sale Price, Single Family House				
Westchester	\$ 623,350	\$ 642,000	\$ 650,000	\$ 655,000
Putnam	\$ 325,000	\$ 337,500	\$ 350,000	\$ 358,500
Orange	\$ 229,000	\$ 243,250	\$ 258,600	\$ 271,000
Rockland	\$ 425,000	\$ 440,000	\$ 460,000	\$ 455,000

PROFESSIONAL STANDARDS				
No. Arbitrations	1	4	2	0
Total amount arbitrated	\$ 6,250	\$103,475	\$26,753	\$0
Average claim per arbitration	\$ 6,250	\$25,869	\$13,376	\$0
No. Mediations	2	5	7	9
Total amount mediated	\$ 31,350	\$ 47,735	\$46,250	\$167,450
Average claim per mediation	\$ 15,675	\$ 9,547	\$6,607	\$18,606
No. Ethics Hearings	22	23	22	9
No. Appeals	2	2	3	0
No. Ombudsman sessions	1	0	0	0
Other actions w/o hearing	30	29	30	33
Total Actions	58	54	55	42

EDUCATION				
No. Classroom Courses	196	169	182	218
Enrollments	3380	2426	2704	2587
No. On-line Courses	36	36	77	48
Enrollments	1658	2033	2952	2470
No. Orientation Classes	32	34	34	34
Enrollments	1110	1173	1222	1283
Matrix MLS Training Classes	81	104	123	111
Enrollments	2288	1516	3149	1584
Total Courses	345	343	416	411
Total Enrollments	8781	7148	10027	7924

REALTORS POLITICAL ACTION COMMITTEE				
Amount Contributed	\$ 147,759	\$ 151,981	\$171,595	\$193,230
Percent of goal	102%	76%	78%	88%
No. Contributors	2173	2605	2862	2900
Percent of goal	66%	79%	84%	76%

Professional Standards and Grievance Committee Report

The Professional Standards and Grievance Committees had a very active year in 2019.

The Grievance Committee reviewed 42 ethics matters and 15 arbitration matters that either moved forward to the Professional Standards Council or were dismissed.

For the Council, there were a total of 9 ethics cases disposed of by the Council, with another 18 resolved prior to a hearing and 15 still pending a hearing as we move into 2020.

A total of 15 commission disputes were forwarded to the Professional Standards Council, with 9 commission disputes resolved prior to mediation or through the mediation process, and 5 arbitration matters still pending moving into 2020.

One matter was brought before the Board of Directors as a result of a member's failure to timely abide by an arbitration award and further discipline was determined by an empaneled body of Directors.

HGAR 2019 Annual Member's Day

More than 1,200 HGAR members attended the 103rd Annual Meeting and Member Appreciation Day at the DoubleTree Hotel in Tarrytown on Oct. 28.

This year's event featured keynote speaker Vernice "Fly Girl" Armour, the first African American female combat pilot and U.S. Marine. After returning from two tours in Iraq, she created the "Zero to Breakthrough" Success Plan, a personal flight plan designed to help people on the battlefield of business and life. Armour has been featured on Oprah Winfrey, CNN, NPR and many more.

Ned Sullivan, President of Scenic Hudson, was the guest speaker for the RPAC Luncheon. Under his leadership, Scenic Hudson has helped to preserve thousands of acres of critical open space and farmland throughout the Hudson Valley.

Former HGAR President Katheryn DeClerck presented the "Become a Pro at Homesnap," workshop, demonstrating the mobile app that lets Realtors share listings, use safety timers and perform rapid CMAs.

Dorothy Botsoe, also a former HGAR President, moderated a "Cultural Etiquette in Real Estate" panel discussion on the best ways to interact and do business with buyers and sellers from various cultures. The panel included Global Business Council members.

Chris Wirth, an HGAR Affiliate Member, hosted the "Maximize Your Time and Grow Your Real Estate Business" workshop. The owner of No Quit Living, Wirth demonstrated how Realtors can better manage their time for greater efficiency.

Some 75 exhibitors from the banking, home inspection, home improvement, insurance, health, technology and many other industries participated in the annual trade show.

The event concluded with a Celebration Cocktail Party, sponsored by A.S.A.P. Mortgage. O'Donnell & Cullen Property Tax Consultants served as the premier sponsor for the event.

Fair Housing and Cultural Diversity Committee

2019 was an important year for the Fair Housing and Cultural Diversity Committee.

Under the leadership of Co-Chairs Dorothy Botsoe and Eydie Lopez, FH&CD sponsored an extremely well attended conference in March on Fair Housing, "Play by the Rules", an honest and explicit look at the costs of ignoring Fair Housing laws, and information on how to protect yourself against discrimination claims. Two nationally renowned experts in Fair Housing laws and issues participated, Fred Freiberg, Executive Director for the Fair Housing Justice Center, and Sally Santangelo, Executive Director of CNY Fair Housing. The Fair Housing and Cultural Diversity Committee also co-hosted an International Night with our Global Business Council that featured international dishes prepared by members and dance demonstrations and talks by some local cultural organizations.

Education Council and School of Real Estate

The HGAR School of Real Estate had a successful year with classroom education, online education and workshops. The school had more than 7,900 attendees in classes ranging from Real Estate Salesperson Course, Brokers Course, NYSAR designation courses, New Member Orientation, Continuing Education (CE) classes, Matrix Classes and online classes. With the assistance of our phenomenal faculty and staff, the school introduced 19 new CE classes in 2019 and are introducing more new CE classes in 2020.

The Education Council hosted two excellent workshop/forums; titled: How to Boost your Business. They were held in White Plains and Goshen in 2019--top agents were on the panel and offered insight to the audience on how to boost their real estate business and keep the momentum going. We had more than 200 agents participate, and they very much appreciated the advice that the panel offered.

In late 2019, The Education Council initiated the Virtual Education Card which offers members, 22.5 hours of CE credit for \$175; saving the member \$50. This initiative replaced the Class Express Program, the feedback has been positive. The goal is to get the members who were exempt from CE to be able to utilize this program and obtain their CE credit at one of our three locations.

Important DOS Changes Regarding Continuing Education and Licensing: The amendment changes the course requirements for renewal. Effective July 1, 2021 all licensees will be required to successfully complete 22.5 hours of approved continuing education. The education must include at least 2.5 hours on the subject of ethical business practices, at least 1 hour of legal matters, at least 3 hours of fair housing and/or discrimination in the sale or rental of real property or an interest in real property and at least 1 hour of agency except in the case of the initial two-year licensing term for real estate salespersons, 2 hours of agency must be completed. The amendment also requires all brokers who are currently exempt from 22.5 hours of CE to take 22.5 hours of CE. This becomes effective July 1, 2021.



The 2019 Installation Gala was held at the Falkirk Country Club in Orange County



CID Breakfast seminar at the Hutchinson Metro Center in the Bronx.



HG Realtor Foundation volunteers at Habitat for

2019 Legislative Advocacy

Much of what is accomplished in the Legislative arena has its roots in the Realtors Political Action Committee. President Ron Garafalo and RPAC Chair Crystal Hawking Syska, and Vice Chair Richard Herska did not outstanding job leading a team of tireless volunteers. We raised more funds than ever before. We raised (\$35,100) at events such as the RPAC members day luncheon, which raised \$11,000; a night at Dave and Busters, which raised \$2,000; an RPAC wine tour, which raised \$6,825; a Happy Hour at Hudson Grille, which raised \$2,500; an RPAC Karaoke night, which raised \$1,500; a night at Tequila Grille which raised \$1,500; a cruise around Manhattan, which raised \$4,600; a night at Tilley, Foster Farm, which raised \$1,200; a night at Pax Romana, which raised \$2,000 and finally an RPAC phoneathon, which raised \$1,000 for a total of \$193,230.

Federal Issues: The Realtor community scored many victories at the federal level including preserving the mortgage interest deduction and extending the National Flood Insurance Program. Realtors also fought for and won an extension of mortgage debt tax forgiveness so that home owners will not owe any additional taxes when they sell their home on a short sale.

State Issues: At the state level, Realtors were able to defeat any transfer and mortgage recording taxes and fought for and won continuing education requirements to educate our members. Realtors also successfully pressed the legislature to make the property tax cap permanent and defeated a good cause eviction bill in the legislature that would have taken away a landlord's ability to evict a tenant who does not pay their monthly rent.

Local Issues: At the local level, HGAR continued to advocate for passage of a reason in writing requirement for co-op boards in the Westchester County Legislature so that boards must tell their prospective purchasers why they are being denied from housing if they receive a rejection letter. Support has grown for a requirement and we are hopeful the Board of Legislators will act in the New Year especially since there has been at least 230 rejections since the 2018 law went into effect.

Political Advocacy: HGAR representatives met with all the County Executives during the year to discuss the state of the counties. We also met with all of our state legislators during Lobby Day and arranged for individual meetings locally to advocate for HGAR's legislative agenda. We had productive meetings with both Senators Schumer and Gillibrand as well as Congressman Maloney and Congresswoman Lowey, who is retiring at the end of 2020.

Global Business Council

2019 was a year of great achievement for the Global Business Council in its second year of existence.

The Mission, "to provide HGAR members the tools and resources to connect globally with real estate professionals throughout the world". The Unify Message, "to offer a collaborative system of information and networking opportunities that creates an international bridge for doing real estate business throughout the world. We believe "Global is Local and Local is Global."

The Global Business Council oversees our Ambassador relationship with Portugal.

Under the leadership of Co-Chairs Emi Cacace and Robert Shandley, The Global Business Council hosted several events including the November Global Real Estate Summit NYC held in collaboration with 4 other Associations, an International Night with the Fair Housing and Cultural Diversity Committee and a visit to the United Nations in NYC in July. HGAR also sent a team to Cannes France for MIPIM in March 2019.

Several educational classes and programs were offered, including 5 CIPS Classes held at HGAR offices, a collaboration breakfast program with HGAR's CID Group, The Intersection of Real Estate & Immigration – EB- 5 Financing, a Feng Shui program, and a Cultural Etiquette Panel during the HGAR Member Day. The HGAR Global Business Council was also awarded the NAR Silver Global Achievement Award during the November NAR Conference and Expo in San Francisco.

HGAR 2019 Awards

REALTOR OF THE YEAR: Bonnie Koff, William Raveis Legends Realty Group, Tarrytown

AFFILIATE OF THE YEAR: Sander Koudjis, Great American Title Agency, White Plains

PRESIDENT'S AWARD: Richard K. Haggerty, and Ann Garti, HGAR

ALBERT P. SCHATZ LEGISLATIVE ADVOCACY AWARD: Barry Kramer, Westchester Choice Realty

EXTRA MILE AWARD: Tony D'Anzica, Dynamax Realty NYC, Inc., Manhattan

SPIRIT AWARD: Al Smith, Better Homes and Gardens Rand Realty, The Bronx,

STEPHANIE CRISPINELLI HUMANITARIAN AWARD: Roberta Bangs, Better Homes and Gardens Rand Realty, New City

UP AND COMING AWARD: Carmen Bauman, Green Grass Real Estate Corp., Bronxville

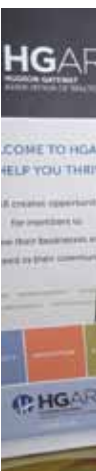
EDWARD I. SUMBER MEMORIAL AWARD: Nick Wolff, Better Homes and Gardens Rand Realty, White Plains



Global



HGAR Affiliates Manager



HGAR



HG Realtor Foundation Committee at "Runway for Hope" Fashion Show.



2019 HGAR Board of Directors



Etiquette Panel at 2019 Members Day.



Members Day RPAC Luncheon



affiliate Members at Broker Owner event.



HG Realtor Foundation check presentation to Christ Church of Ramapo.



Fair Housing event



Global Real Estate Summit in NYC



Greater Newburgh Humane Society



Broker Owner Manager meeting on OneKey MLS.

Summary of Events 2019

Date	Event
HGAR	
1/17/19	HGAR Installation Gala
10/28/19	HGAR Members Day & Expo
11/13/19	HGAR Manhattan North Happy Hour
12/4/19	HGAR Board and Volunteer Holiday Reception
Breakfast with Benefits	
1/15/19	LinkedIn Bootcamp
3/12/19	Social Media Bootcamp
3/21/19	Real Estate Deal Killers
3/26/19	Secrets of Top Selling Agents
4/11/19	Property Tax Due Diligence
4/12/19	Social Media Bootcamp
5/16/19	Retirement Planning
6/7/19	LinkedIn Bootcamp
7/26/19	Social Media Bootcamp
9/6/19	Retirement Planning
9/19/19	Buyers Who Want Fixer-Uppers
9/20/19	Education Forum
9/26/19	New Tax Laws
10/11/19	Navigating the Healthcare System
10/18/19	Basement Basics
10/23/19	Education Forum
11/6/19	Agent to Tycoon
Broker/Owner/Manager Meetings	
4/2/19	Broker Event - Risk Management
9/16/19	Realtor Safety Policy Do's & Don'ts
10/10/19	New Regional MLS
Commercial & Investment Division	
1/23/19	2019 Commercial RE Roundtable
2/28/19	Westchester Clean Energy
3/7/19	Intersection of Immigration & Real Estate
4/5/19	Opportunity Zones
5/21/19	Clean Energy Alternatives
6/6/19	Women in Commercial RE
8/7/19	New Rent Laws
9/17/19	What's New at WP Hospital
11/21/19	The New New Rochelle, Luis Aragon
Fair Housing & Cultural Diversity	
3/9/19	Affordable Housing Expo
4/29/19	Fair Housing Event - Play by Rules
11/18/19	International Night (With Global Bus. Council)
Global Business Council	
3/7/19	Intersection of Immigration & Real Estate
3/12-15/2019	MIPIM
4/9/19	Fung Shui Presentation
7/23/19	UN Visit
11/4/19	Global RE Summit (HGAR + 4 Associations)
11/18/2019	International Night
Hudson Gateway Realtor Foundation	
2/11/19	Project Beauty Event
3/18/19	Pub Night
4/4/19	Fashion Show
5/21/19	Pub Night
7/16/19	Pub Night
9/16/19	Pub Night
10/7/19	Bingo Night
11/6/19	Pub Night Mamajuana
12/5/19	Holiday Party
Member Perks	
5/7/19	Discounted Defensive Driving Class
9/10/19	Discounted Defensive Driving Class
10/2/19	Discounted Defensive Driving Class
RPAC	
1/31/19	New Year Networking Mixer
2/27/19	Networking Mixer
3/21/19	Happy Hour & Networking
4/29/19	Networking and Karaoke
5/7/19	Lobby Day
6/4/19	Winery Tours
7/25/19	Happy Hour & Networking
8/28/19	Happy Hour & Networking
10/10/19	Networking on the Sea
10/28/19	Members Day Luncheon with Speaker
Regional Events	
3/25/19	Legal Update
5/9/19	Tour of Orange Co. Govt Building
9/25/19	Regional Orange County Networking
9/26/19	Regional Westchester County Networking
12/13/19	Holiday Party in Goshen
Other	
10/24/19	NY Real Estate Expo Booth + Panel
12/9 - 12/13	NYSAR Triple Play/OneKey MLS Booth



RPAC Wine Tour

Hudson Gateway Association of REALTORS, Inc. 2019**President**

Ron Garafalo

President Elect

Gail Fattizzi

Treasurer

Irene Guanill

Secretary

Crystal Hawkins Syska

Regional Director/New York County (Manhattan)

Tony D'Anzica

Regional Director/Putnam

Clayton Livingston

Regional Director/Orange

Eydie Lopez

Regional Vice President/Rockland

Roberta Bangs

Regional Vice President/Westchester

Theresa Crozier

Immediate Past President

Barry Kramer

HGMLS President

Renee Zurlo

Directors

Carmen Bauman

Tammy Teresa Belmore

Dorothy Botsoe

Debra Budetti

Katheryn DeClerck

Anthony A. Domathoti

Rey Hollingsworth Falu

Richard Herska

Maurice Owen-Michaane

Roseann Paggiotta

Mark Seiden

Robert Shandley

Al Smith

Maryann Tercasio

Maria Weiss

HGMLS BOARD OF DIRECTORS 2019**President**

Renee Zurlo

Vice President

Chirag P. Shah

Secretary

Jeffrey G. Farnell

Treasurer

Nancy Kennedy

Immediate Past President

Leah Caro

HGAR President

Ron Garafalo

Area Directors**Westchester**

Gary Leogrande

Putnam

J. Philip Faranda

Orange

Lawrence Curasi

Rockland

Rosemarie Pelatti

At Large Directors

Maryann Tercasio

Kevin O'Shea

Maurice Owen-Michaane

Joseph Houlihan

Louis Budetti

Maureen King

Brad Kimmelman

Mary Stetson

Broker Directors

Paul Breunich

Louise R. Colonna

Denise Friend

Lydia Hendricks

Liz Nunan

HGAR/HGMLS**Chief Executive Officer**

Richard K. Haggerty

HGAR/HGMLS Legal Counsel

John Dolgetta, Dolgetta Law, PLLC

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

Maryann Tercasio

Vice President

Drew Kessler

Secretary Treasurer

Bonnie Koff

Trustees

Roberta Bangs

Theresa Crozier

Gail Fattizzi

Harding Mason

Jeanne Shields

Kerri Stretch

Richard Haggerty

Chief Executive Officer, HGAR**2019 COUNCIL & COMMITTEES LEADERSHIP AND VOLUNTEERISM**

HGAR salutes Bonnie Koff, William Raveis Legends Realty Group as our Realtor of the Year and Sander Koudijs, Great American Title Agency as our Affiliate of the Year. They represent the very best that the real estate industry has to offer. Also, hundreds of member volunteers participated in the dozens of HGAR, Hudson Gateway Realtor Foundation and HGMLS Committees and special projects.

Though we have space only to list the leaders, we thank each and every single member who made HGAR and its affiliated organizations as useful as they could possibly be to the membership.

Communications Council

Debra Budetti, Chair

Recognition/Awards Committee

Theresa Crozier, Chair

Broker/Owner/Manager Committee

Rey Hollingsworth-Falu, Co-Chair

John Olivero, Co-Chair

Education Council

Phyllis Lerner, Chair

Irene Guanill, Vice Chair

Faculty Committee

Roberta Bangs, Chair

David Moore, Vice Chair

Legislation Council

Leah Caro, Co-Chair

Clayton Livingston, Co-Chair

RPAC Committee

Crystal Hawkins Syska, Co-Chair

Richard Herska, Co-Chair

Professional Standards Council

Roberta Bangs, Chair

Grievance Committee

John Kope, Chair

Mediation Committee

Leah Caro, Co-Chair

Kevin O'Shea, Co-Chair

Fair Housing Committee

Dorothy Botsoe, Co-Chair

Eydie Lopez, Co-Chair

Global Business Council

Robert Shandley, Co-Chair

Emi Cacace, Co-Chair

Finance Committee, HGAR

Irene Guanill, Chair

Leadership Committee, HGAR

Barry Kramer, Chair

HGMLS, Finance Committee

Nancy Kennedy, Chair

Hudson Gateway Realtor Foundation Committees

Gail Fattizzi, Program

Committee Chair

Bonnie Koff, Fundraising

Committee Chair

NAR Directors

Barry Kramer

Gail Fattizzi

Irene Guanill

Ron Garafalo

Crystal Hawkins Syska

NYSAR Directors

Ronald Garafalo

Roberta Bangs

Eileen Barrett

Dorothy Botsoe

Leah Caro

Theresa Crozier

Diane Cummins

Tony D'Anzica

Aimee Decesare

Katheryn DeClerck

Gail Fattizzi

Irene Guanill

Crystal Hawkins Syska

Richard Herska

Pamela Jones

Carol Kope

John Kope

Barry Kramer

Clayton Livingston

Eydie Lopez

Jennifer Mallory

Harding Mason

John Olivero

Angie Primus Gilford

Myriam Ramos

Robert Shandley

Al Smith

Maryann Tercasio

Renee Zurlo

J.P. Endres (NYSAR Past President)

NYSAR past Presidents

Jo Levine

Gene Currier

John Dwyer

Savo Fries

Hudson Gateway Multiple Listing Service, Inc., Soon to be OneKey MLS!

Much of 2019 was devoted to preparing for the launch of the new regional MLS, which is a co-venture with the Long Island Board of Realtors. The regional MLS, which will be called OneKey™ MLS, will launch in the first quarter of 2020 and will have more than 40,000 subscribers.

The geographic areas that it will cover will be Nassau, Suffolk, Queens, Brooklyn, Manhattan, Bronx, Westchester, Putnam, Rockland, Sullivan and Orange counties.

This consolidation is a win-win for members of both organizations as well as the consumers we serve, offering benefits to include greater geographical coverage, economic efficiencies, improved products and services, and a robust consumer facing website, which will be rebranded to OneKeyMLS.com.

A microsite has been created to keep our members abreast of progress, updates, news and frequently asked questions about the new MLS. Visit NewMLSinfo.com for information.

We believe that when launched, OneKey MLS will prove to be the MLS of choice, the only source of data that MLS members and subscribers will need.

2019 COMBINED STAFF**Hudson Gateway Association of Realtors, Inc., Hudson Gateway Multiple Listing Service, Inc.****Richard Haggerty**

Chief Executive Officer/HGAR and HGMLS

Ann Garti

COO/HGAR and HGMLS

Office Manager/HGAR

Goshen Branch

Vicky Gonzalez

Controller, Chief of Staff

Gary Connolly

Director of MLS and

Information Systems

Brian Levine

Director of Legal Services

Professional Standards

Administrator

Jana Currier

Director of Member Engagement

Victoria D'Agostino

Director of Professional

Development

Karen Peters

Manager, On-Line Education

Office Manager/HGAR

West Nyack Branch

Philip Weiden

Government Affairs Director

Jeff Marzo

Director of Technology

Mary Prenon

Director of Communications

Cathleen Stack

Director of Marketing

LaVerne Brown-Williams

Manager, MLS Support /

Member Success Team

Jennifer Andriach

Accounting Manager

Michelle Gilliard

Communications Coordinator and

Membership Services

Lisa Andrade

Education Coordinator

Roseanne Lionetti

Executive Assistant and

Membership Coordinator

Scott Clark

Information and Member Services Coor-

dinator, Goshen

Diane Marshall

Member Success Team

Marie Tychyn

Member Success Team

Emily Jackson

Member Success Team

Maria Thomas

Member Success Team

Dianne Vielman

Member Success Team

Jessica Mandakas

Member Success Team

Jacquelynn Manigault

Member Success Team

Shannon Hall

Member Service Coordinator/

Member Success Team

Nancy Rubino

Putnam Liaison and

Membership Auditing



Bonnie Koff
Realtor of the Year



Sander Koudijs
Affiliate of the Year



Renee Zurlo, HGMLS President