

NEWS

HGAR recognizes Realtor of the Year

At its 102nd Annual Meeting at the DoubleTree Hotel in Tarrytown, the Hudson Gateway Association of Realtors (HGAR) honored Renee Zurlo of BHG Rand Realty in Central Valley as its Realtor of the Year for 2018.

William Jansz, senior officer, Bank Administration for Trustco Bank, was named the HGAR Affiliate Member of the Year for 2018.

Zurlo has been a Realtor for almost 25 years and served as president of the Hudson Gateway Multiple Listing Services (HGMLS) for the past three years.

She has been active in the Association for many years, serving on several councils and committees. She is also a certified New York State real estate instructor.

Before entering the world of real estate, she was a full-time mom for 10 years. After joining a Hudson Valley firm

in 1994, her entrepreneurial spirit led her to open her own agency, which eventually grew to over 40 agents. She later became part of the BHG Rand family of real estate offices.

Jansz has been a supporter of HGAR, sponsoring and attending countless Association events.

He has worked with Trustco Bank for over 15 years and oversees branch operations throughout the lower Hudson Valley.

Other award winners included:

Spirit Awards: Crystal Hawkins Syska of Keller Williams New York Realty, White Plains, and Emi Cacace, Portico Realty Group in Scarsdale and Manhattan. Both are co-chairs of HGAR's Fair Housing & Cultural Diversity Committee.

Extra Mile Awards: Ray Hollingsworth Falu, Holling-

sworth Real Estate, White Plains, and Irene Guanill, Meet the Sellers, the Bronx. Both co-chair HGAR's Broker/Owner/Manager Committee.

President's

Award: Gail Fattizzi, Westchester Real Estate Inc. in Somers. Fattizzi was chosen by HGAR President Barry Kramer for her



Terri Crozier, HGAR Recognition Committee Chair (left) and Renee Zurlo, HGAR's 2018 Realtor of the Year

Leading agents form new advocacy group

A group of 21 leading agents from nine brokerages have formed the New York Residential Agent Continuum (NYRAC). The organization was created by and for residential real estate agents in New York City to advocate for the elevation of the professional and ethical standards by which residential real estate brokers operate, according to a press release issued by the group.

"In speaking with fellow agents, we realized the strong desire to see a shift in the way we do business, and to self-regulate our profession through leadership and awareness," said Heather McDonough Domi, NYRAC founding chairperson. "We will advocate for our members on a wide range of issues and topics related to the betterment of the profession, and we intend to use our influence to encourage positive change within our industry."

NYRAC is led by an Executive Committee consisting of founding chairper-

sons Heather McDonough Domi (Compass) and Cathy Taub (Sotheby's International Realty), and founding vice chairpersons Toni Haber (Compass), Jeremy Stein (Sotheby's International Realty) and Leonard Steinberg (Compass).

Founding board of directors include Andrew Anderson (Douglas Elliman), Emily Beare (CORE Group Marketing), Kyle Blackmon (Compass), Meris Blumstein (The Corcoran Group), Amanda Brainerd (Brown Harris Stevens), Steven Cohen (The Corcoran Group), Pamela D'Arc (Stribling & Associates), Raphael DeNiro (Douglas Elliman), Nikki Field (Sotheby's International Realty), Susan Green (Compass), June Gottlieb (Warburg Realty), Ann Cutbill Lenane (Douglas Elliman), Adam Modlin (The Modlin Group), Dana Power (The Corcoran Group), Sabrina Saltiel (Douglas Elliman) and Sean Murphy Turner (Strib-

ling & Associates).

Members will be invited to attend exclusive industry, educational and philanthropic events and can identify themselves as a Member of the New York Residential Agent Continuum and use NYRAC logos on sales materials, websites and business cards. Prospective NYRAC members must be endorsed by three active members and have at least five years of experience in residential real estate sales in New York City (including maintaining a minimum of \$10,000,000 in annual sales volume over the previous five years).

They must hold a valid real estate license in the State of New York, be a residential member of the Real Estate Board of New York (REBNY), comply with REBNY's RLS Universal Co-brokerage Agreement and adhere to REBNY's Code of Ethics. Annual membership dues are \$500.

Founding sponsors include First Republic Bank, as well as Romer Debbas LLP, Chaves Perlowitz Luftig LLP and Sciamme Construction.



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hard work and dedication throughout the year.

Albert P. Schatz Legislative Advocacy Award: Leah Caro, Park Sterling Realty, Bronxville. Caro has been instrumental in Realtor legislative affairs and planning of "Lobby Day" in Albany.

Stephanie Crispinelli Humanitarian Award: Christopher Greco, Richard Greco Real Estate, the Bronx. Greco founded Christopher's Voice, a non-for-profit organization created to help families of autistic children. He is also a decorated police detective, president of the Police Association of New Rochelle, and the recipient many police awards.

Up & Coming Award: Richard Herska of BHG Rand Realty in Nyack. Herska is co-chair of HGAR's RPAC Committee (Realtors Political Action Committee).

Edward I. Sumer Memorial Award: The award was created this year in memory of Ed Sumer, who served as the Association's legal counsel from 1975 to 2015. Ed passed away in June 2018. John Dolgetta of Dolgetta Law in White Plains. Dolgetta was Sumer's partner and now serves as HGAR's outside Counsel.

