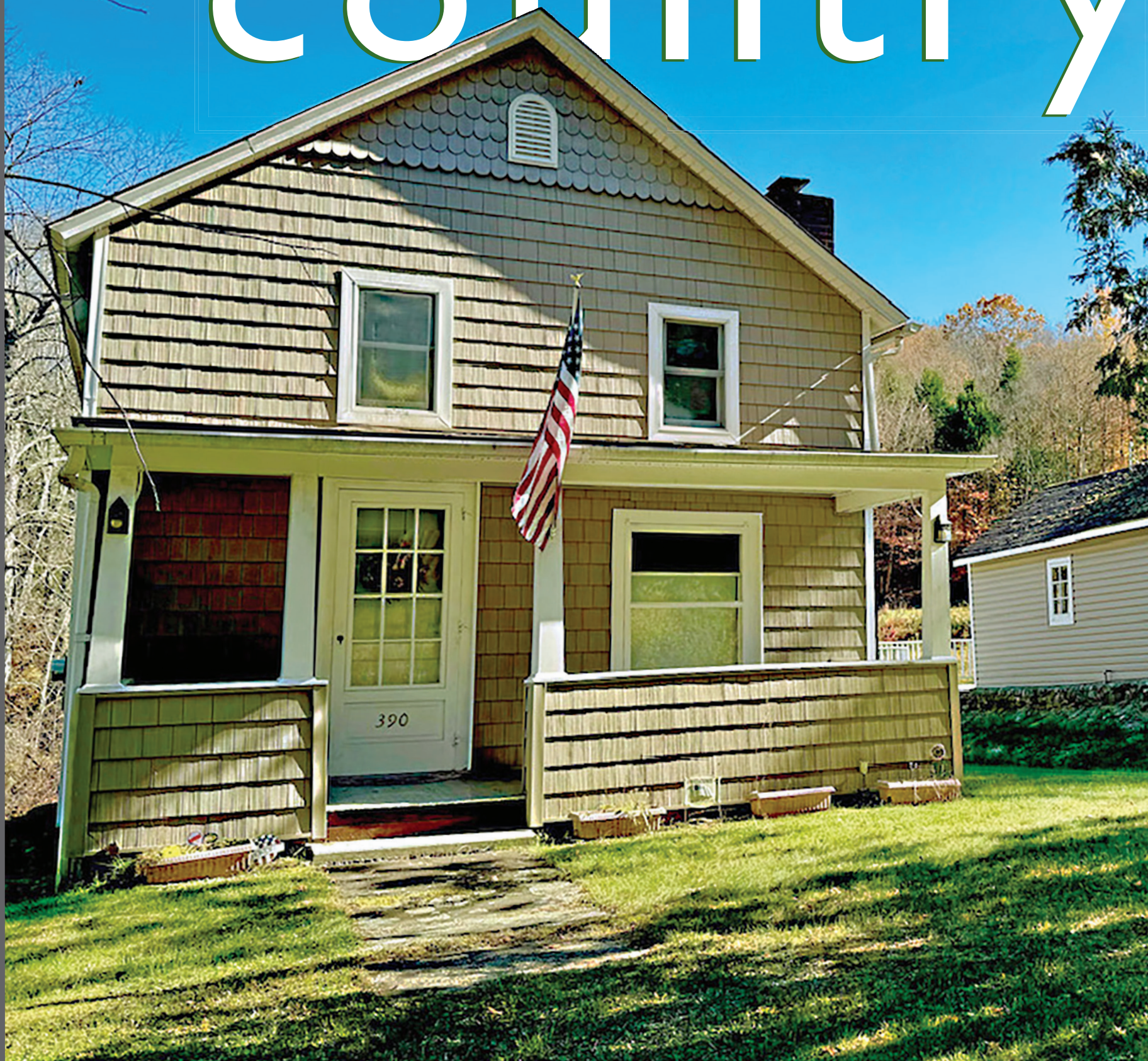


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Sullivan County
Democrat
publication
April, 2025

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Recent Home Sales

Statistics by Sullivan County Board of Realtors

<p>1. H6331266 Bethel Township Mobile</p>  <p>3 BR/1 BA Acres: 1.18 Sold For: \$160,000 School Tax: \$1,083.87 Town & County: \$1,700.12</p> <p>Built: 1968 Listed By: Malek Properties Sold By: Malek Properties</p>	<p>2. 811539 Fremont Township Mobile Home W/ Land</p>  <p>2 BR/2 BA Acres: 24.91 Sold For: \$227,500.00 School Tax: \$832.50 Town & County: \$1,088.10</p> <p>Built: 2012 Listed By: Catskills Home Services Sold By: Catskills Home Services</p>	<p>3 H6330218 Delaware Township Cottage</p>  <p>3 BR/1 BA Acres: 0.29 Sold For: \$285,000 School Tax: \$1,059.01 Town & County: \$1,224.66</p> <p>Built: 1961 Listed By: Keller Williams Realty HVU Sold By: Keller Williams Realty HVU</p>	<p>4. H6312047 Thompson Township Townhouse</p>  <p>2 BR/2 BA Acres: 0.05 Sold For: \$334,900.00 School Tax: \$1,036.52 Town & County: \$929.76</p> <p>Built: 1986 Listed By: Rieber Realty, Inc. Sold By: Non-MLS</p>
<p>5. H6318220 Fallsburg Township Ranch</p>  <p>5 BR/2 BA Acres: 2.19 Sold For: \$390,000 School Tax: \$3,620.53 Town & County: \$7,457.57</p> <p>Built: 1987 Listed By: Century 21 Geba Realty Sold By: Non-MLS</p>	<p>6. H6328688 Fremont Township Cottage</p>  <p>2 BR/2 BA Acres: 0.45 Sold For: \$485,000.00 School Tax: \$2,221.74 Town & County: \$1,644.57</p> <p>Built: 1940 Listed By: Eagle River Realty, LLC Sold By: Non-MLS</p>	<p>7. 808907 Liberty Township Mid-Century Modern/ Ranch</p>  <p>4 BR/4 BA Acres: 1.96 Sold For: \$530,000.00 School Tax: \$3,950.16 Town & County: \$7,388.57</p> <p>Built: 1975 Listed By: Carole Edwards Realty, LLC Sold By: Carole Edwards Realty, LLC</p>	<p>8. H6321227 Bethel Township Contemporary</p>  <p>2 BR/2 BA Acres: 2.24 Sold For: \$710,000.00 School Tax: \$4,236.73 Town & County: \$2,889.60</p> <p>Built: 2013 Listed By: Country House Realty, Inc. Sold By: Non-MLS</p>

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Leading the charge in Catskills commercial real estate

Irene Nickolai is a top-tier commercial real estate professional with over 25 years of experience and a proven track record of high-value transactions. Formerly a Senior Broker and Division Manager at Douglas Elliman Commercial, she has consistently ranked among the industry's best—earning the prestigious Gold Award and gaining recognition in major publications including *The Real Deal*, *Curbed*, *Crain's New York*, *Commercial Observer*, *Real Estate Weekly*, *Brownstoner Magazine*, *Brick Underground*, and *Congress for New Urbanism*.

Now based in Sullivan County, Irene brings her extensive experience from the New York City market to the Catskills, specializing in the sale of commercial, mixed-use, and residential properties. She represents buyers and sellers across some of the region's most sought-after towns, including



CONTRIBUTED PHOTOS

Top and above: This 74-acre lakefront compound is located at 527 Crawson Road, Long Eddy and features a three-story, two-family main house, two renovated cottages, 2,450 feet of lake frontage, and a private 25-acre spring-fed lake.

Callicoon, Narrowsburg, Livingston Manor, Roscoe, Jeffersonville, and beyond.

Known for her strategic, results-driven approach, Irene utilizes professional staging, interior and aerial photography, and targeted marketing to maximize property visibility and value. With the Catskills experiencing a resurgence, she is dedicated to fostering sustainable growth and attracting new businesses to the region. Irene brings a deep understanding of the local market, paired with an investor mindset, to every transaction.

Recent sales include:

- A mixed-use property on Upper Main Street in Callicoon
- A scenic farm property in Jeffersonville
- A four-property assemblage in the heart of Kauneonga Lake, Bethel
- Multiple commercial listings throughout western Sullivan County

She is currently listing a rare 74-acre lakefront compound in Long Eddy, NY, featuring a three-story, two-family main house, two renovated cottages, 2,450 feet of lake frontage, and a private 25-acre spring-fed lake—ideal for recreational or development purposes.

success, Irene owns and operates the fully restored Western Inn and Event Venue, a renovated 1852 hotel and event space in Callicoon. Her hands-on experience as a developer and investor gives her unique insight into property potential—especially in historic and

CONTINUED ON PAGE 6H



Above: This residential property at 6 Country Road in Hortonville is coming to market soon.

This commercial property just sold on Upper Main Street, Callicoon. Irene Nickolai represented the buyer.

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CONTINUED FROM PAGE 5H

underutilized buildings. She also recently completed the restoration of a 5,000 sq. ft. building in Lake Huntington, NY, converting it into a rental development.

Irene's work has made her a trusted advisor for investors and homeowners looking to capitalize on the Catskills' ongoing growth and resurgence.

With a sharp eye for value, an unmatched local network, and a passion for revitalization through real estate, Irene Nickolai continues to shape the future of the Catskills—one successful sale at a time. She is excited to bring people into the community she loves and to help cultivate its creative and sustainable growth.



BETHEL PHOTOS BY SHAUN GILLEN@NEWALCHEMY

Above and right: This house just sold on 153 Burr Rd., Bethel. Irene Nickolai represented the seller.

At left is our beautifully restored Western Hotel and Restaurant on Upper Main Street in Callicoon.



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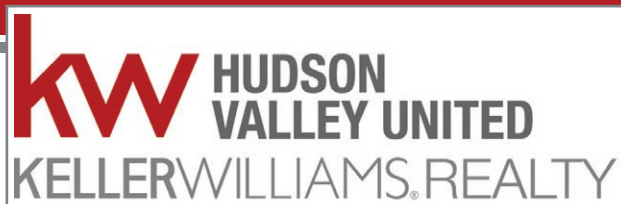
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20 Bowers Drive Hurleyville NY MLS #845555

Country Cape Cod home on 1 acre located within the Tri-Valley school district on a dead end road surrounded by farm land. Level yard and paved driveway with long stone wall out front add to the country feel. Roof is 5 years old architectural style shingles. Main level of home features both living room and family room along with full bedroom and full bathroom. Nice size kitchen with eat in area, new dishwasher and center island. Windows with views of fields out back from the kitchen along with door to backyard patio area. Upstairs features 2 additional bedrooms along with a small nook area and 2nd full bathroom. Full basement with laundry connections, great area for storage along with bilco doors for access to outside. Home is centrally located to a number of towns including, Liberty, Hurleyville, Neversink, Loch Sheldrake and more.



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pantry area off kitchen. Upstairs features 2 bedrooms and full bathroom. Covered front porch along with 1-car detached garage. Close to 17 for easy commute along with walk to town of Parkville. Short drive to Livingston Manor.

120 Clearwater Drive Livingston Manor NY MLS #6335493

Welcome to Clearwater Estates a private community with lake access to Sand Pond. Tucked up in Shandeleer just minutes from Livingston Manor main street set on 5.35 acres sits 120 Clearwater Estates a newer construction Cape Cod style home featuring 3 bedrooms, 2.5 bathrooms, along with 2 additional bonus rooms can be used for home office, or home gym area. Enjoy the warmth of wood burning fireplace in living room, open layout in kitchen which features new quartz countertops and stainless appliances, leading into the dining area with sliders leading to large back deck and private backyard. Main suite on first floor, along with full bathroom with large soaking tub, laundry and half bath also on main level living. Upstairs features 2 large bedrooms along with a full bathroom, the 2 bonus rooms are also upstairs in the dormer space. Full walkout basement with secondary wood burning stove in basement along with other mechanicals. Clearwater Estates has private access to Sand Pond a spring fed lake great for fishing or swimming. Minutes to the Arnold house for dining or lodging for guests, minutes to main street Livingston Manor for grocery store and additional shops and dining. Community does allow short term rentals.



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Merrell Benco: Offering excellent insurance coverage with options and affordability

STORY AND PHOTO
BY MATTHEW ALBECK

For over 50 years, **Merrell Benco** has provided Sullivan County with reliable and affordable insurance for your auto, home, business, and life. Located at 67 East Broadway in Monticello, Merrell Benco is an independent insurance agent that maintains relationships with a full spectrum of national and regional insurance carriers that offer quality insurance products. Based on your personal needs, Merrell Benco will help you find the best insurance coverage at an affordable price.

Auto insurance can be broken down into two parts:

1) liability, which covers your financial responsibility for injuring others, and

2) coverage for the vehicle: comprehensive coverage (which reimburses losses from fire and theft) and collision coverage (pays to repair losses caused by an accident).

Merrell Benco offers free quotes on auto insurance from multiple insurance carriers so you can get the best rate.

In a time when the cost of home ownership is at a record high, **home insurance** has become increasingly important for protecting your assets. Merrell Benco will find you a well-written homeowners policy that will compensate for the replacement of any personal property that is destroyed in a disaster; it will also defend against a lawsuit if someone is injured at your home.

Commercial **business insurance** from Merrell Benco provides wide-ranging protection for



Merrell Benco is an independent insurance agency that offers auto, home, business, and life insurance

businesses and their subsidiaries under a single policy. There are various types of commercial business insurance that takes care of property, liability and workers' compensation. While property insurance covers damages to business property and products stored within the premises; liability insurance provides coverage for damage to third parties, and workers' compensation insurance covers injuries to employees.

It can be challenging to find the right **life insurance** policy in the current insurance market. Merrell Benco can help you make informed decisions about your life insurance needs and offers the following products: fixed annuities, individual disability insurance, individual life insurance, and mortgage protection insurance.

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"mostly focused here in Sullivan County," said office manager Ian Grossfield. Grossfield said the largest insurance companies have struggled to be profitable in New York State because of rising claims costs: "water damage is very expensive; auto claims are very expensive."

Because of this, Grossfield said "new customers are offered very limited coverage [by the big companies]." Because Merrell Benco is an independent agency, they also work with regional insurance companies, which tend to offer better coverage than the national providers, according to Grossfield. This is the advantage of Merrell Benco – they can survey their large network of carriers to find the most competitive price for the coverage that fits your specific needs.

Grossfield explained that "the object of insurance is to make you whole again. It's very difficult when your home is damaged and you can't live in it." Grossfield said helping those in their time of need is very rewarding: "when a home is

repaired it feels good."

Grossfield stressed the importance of educating his clients about the intricacies of insurance coverage. "When you take a policy, you need to understand what you purchased, the deductible, the different parts; it's a contract. You should ask questions if you want to understand it better."

Grossfield cited the recent California wildfires as an example of the potential disaster that can happen at any time. Grossfield said there were many uninsured victims of the California wildfires, and in that situation, "there is nobody that's gonna help you. If you own something, and you value it, you need to protect it."

Whether you are looking to cover personal or business assets, the staff at Merrell Benco will advise you on how to manage your risks, control your insurance costs, and in the event of a loss they will work to ensure that you get a fair and prompt resolution to your claim. Call Merrell Benco at (845)-796-1500 for all of your insurance needs.



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Lofts project scores 'Best of the Best' honor from *Engineering News-Record*



CONTRIBUTED PHOTO

The former Endicott Johnson EJ Victory Shoe factory was turned into 156 upscale, market rate apartments.

LeChase Construction Services' Victory Lofts project in Johnson City, has been named the "Best of the Best" renovation/restoration project in the nation by leading construction industry publication Engineering News-Record.

The prestigious honor recognizes how LeChase partnered with Paulus Development to transform the abandoned 275,000-square-foot EJ Victory shoe factory into 156 upscale market-rate apartments, along with space for future retail. Units combine

a contemporary lifestyle featuring modern amenities with an industrial character conveyed through features such as concrete ceilings and exposed brick.

"Everyone on this project took great pride in giving new life to the historic EJ Victory building,"

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said LeChase Vice President Adam Green. "We're honored that ENR appreciates the significance and care invested in this restoration and we thank everyone in Broome County who supported the effort."

The award was the latest of several high-level accolades LeChase has recently received from the publication. Victory Lofts – along with LeChase's expansion of the Strong National Museum of Play and construction of the UR Medicine Orthopaedics and Physical Performance Center in Rochester, NY – earned 2024 Regional Best Projects Awards from ENR NY.

LeChase was also chosen last year as ENR NY's 2024 Contractor of the Year, which included a feature profile in the magazine's July 2024 edition.

In addition:

The Victory Lofts restoration was one of two LeChase projects – the other being The Strong

Museum expansion – to win 2024 Build America Awards from the Associated General Contractors of America. The honor recognizes the country's "most impressive construction projects."

New York Gov. Kathy Hochul named the Victory Lofts as one of 11 winners of the 2024 New York State Historic Preservation Awards. This annual honor, according to Hochul's announcement, recognizes "excellence in the protection and revitalization of historic and cultural resources."

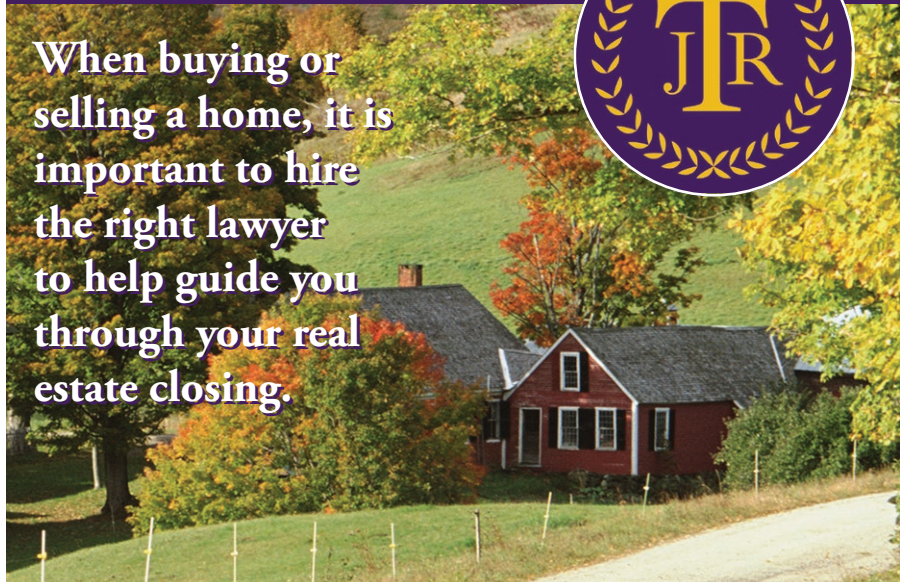
The Victory Lofts project broke ground in March 2022 and restored a storied landmark that had been vacant for nearly 40 years. The shoe factory, which opened around 1920 and supplied a significant share of U.S. Army footwear, was named Victory to honor the allies' triumph in World War I. The factory closed in the late 1960s, and the building served as vehicle storage until being abandoned in the 1980s.

JOHN R. THEADORE

Attorney at Law, PLLC



When buying or selling a home, it is important to hire the right lawyer to help guide you through your real estate closing.



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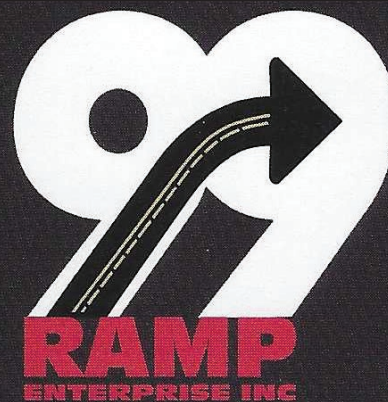
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STORY AND PHOTOS
BY AUTUMN SCHANIL

When looking for the right home, a lot of things go into consideration – such as location, acreage, or style of the house – but sometimes it's something beyond all that.

Sometimes it's simply the feeling you have while you're there, and what a special thing it is to find a home that feels peaceful, once lived-in, and loved.

This charming farmhouse on Cemetery Road in Damascus, PA feels just like that, like home.

Pulling into the drive you're greeted by the house on the left, a one-car garage directly in front, and a sweet red barn to the right. You can either take the walking path to the front porch, with its glass-paned door, or walk past

the garage, down stone steps, to the back porch that leads into the kitchen.

The updated kitchen has a large window that overlooks the property, a half bath off the side, and an open wall into the dining room. A room to the left could be an office, a bedroom, a sewing room, or converted into a luscious reading nook with bookshelves on each wall and cozy chairs.

Through the door on the opposite side of the dining room is the living room, which features beautiful wood floors and a sturdy brick fireplace with a wooden mantel. Imagine cozy winter evenings here with a crackling fire, plants surrounding the large window, and couches covered in blankets and pillows.

Walking upstairs you will find two bedrooms with low windows, wooden floors, plenty of closet space and a



CONTRIBUTED PHOTO

There is a one-car garage and nice barn on the property to help keep things out of the weather.

In various rooms throughout the house one will find surfaces clad with shiplap that speak of the charm of the period when the house was built.

The kitchen is chock full of storage and amenities new and old.

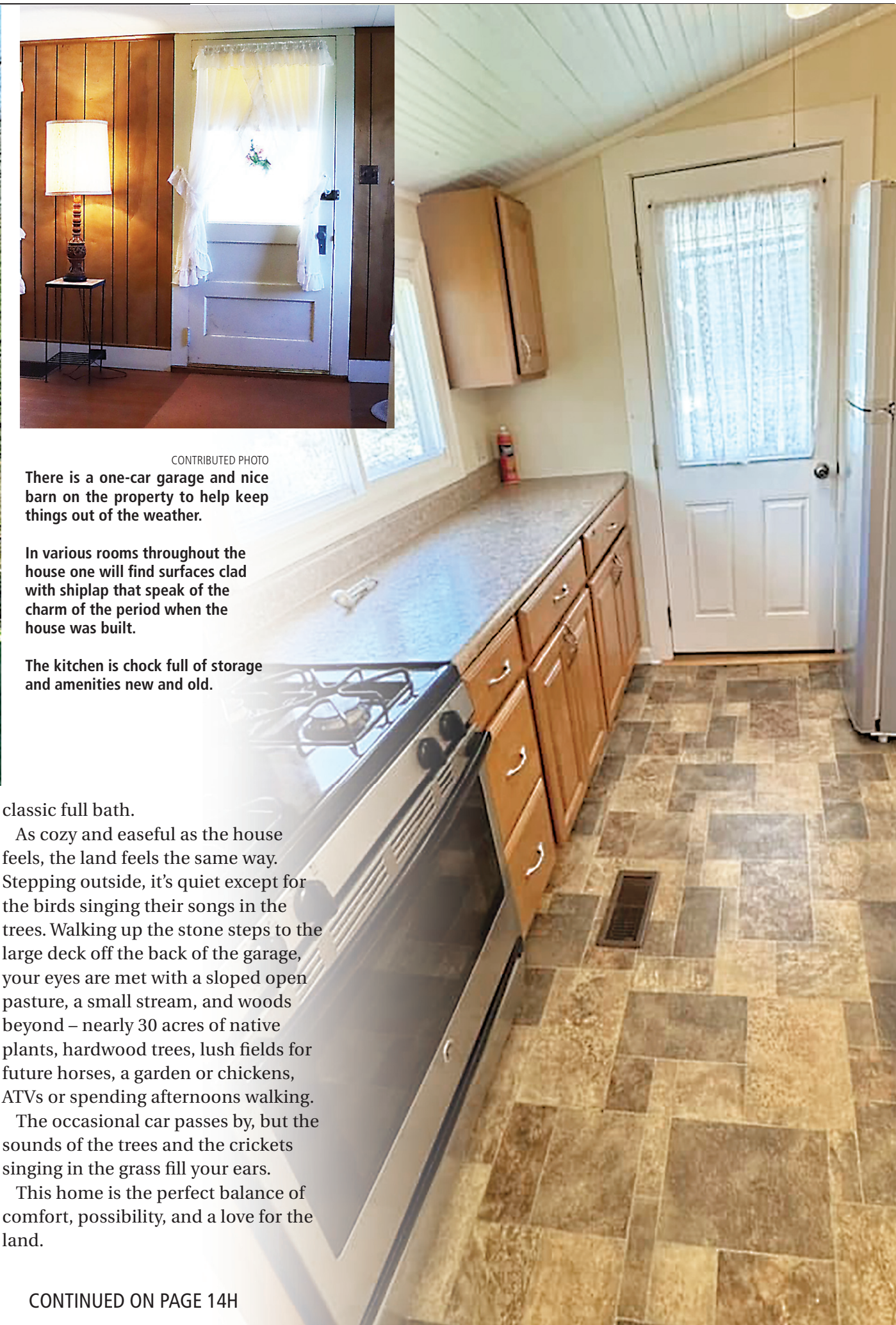
classic full bath.

As cozy and easeful as the house feels, the land feels the same way. Stepping outside, it's quiet except for the birds singing their songs in the trees. Walking up the stone steps to the large deck off the back of the garage, your eyes are met with a sloped open pasture, a small stream, and woods beyond – nearly 30 acres of native plants, hardwood trees, lush fields for future horses, a garden or chickens, ATVs or spending afternoons walking.

The occasional car passes by, but the sounds of the trees and the crickets singing in the grass fill your ears.

This home is the perfect balance of comfort, possibility, and a love for the land.

CONTINUED ON PAGE 14H



CONTINUED FROM PAGE 13H

home features

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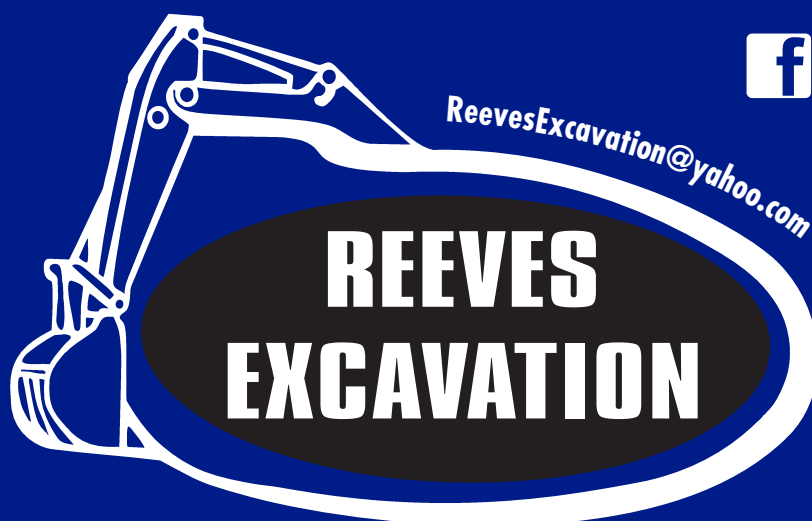
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STORY AND PHOTOS
BY VINCENT KURZROCK

With the weather getting warmer and the snow melting away, your attention is now going to turn to the outdoors once more. Luckily, Liberty Home and Garden is ready to help make that project happen.

Each season, Liberty Home and Garden, located at 11 Bon Jovi Lane in Liberty, brings a fresh and exciting new lineup of products



designed to make your home, lawn, and garden beautiful, functional, and full of life. With a commitment to top-quality offerings and a passion for helping customers, Liberty is more than

just a garden center—it's a community staple.

As the warmer months roll in, Liberty Home and Garden transforms into a paradise for gardeners, homeowners, and outdoor

enthusiasts. The greenhouse and nursery are stocked with a vibrant selection of vegetable and flower plants, fruit trees, berry bushes, perennials, and ornamental trees and shrubs.

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This well maintained raised ranch, on its 5 private acres has a lot to offer. Upstairs consists of a beautiful kitchen with a large center isle, natural wood cabinets, marble counters and apron sink. The living/dining room has an onyx fireplace, real oak flooring as shown and palladium windows for lots of sun. There is a hall bath with dual sinks, a whirlpool tub and a tile shower. There are sliders off the dining room to a new large deck overlooking a private backyard with a greenhouse, large barn for storage/horses and a fenced in garden area, two car attached garage and a laundry room. The HVAC is new within the last year.

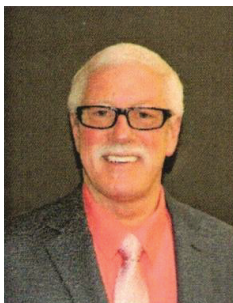
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Left: Trees and flowers shine at Liberty Home and Garden as Spring sets in.

Right: Home and Garden is located right next to the Agway Pet Center on Bon Jovi Lane.

Whether you're looking to start your garden from seed or expand your existing landscape, they've got everything you need to nurture your green thumb.

Liberty also offers a variety of seed-starting supplies for those eager to plant their own creations, alongside an extensive collection of soils, mulches, fertilizers, and repellents. From tools and hay to everything needed to grow a lush lawn, Liberty is your go-to destination. Don't forget to check out their charming gift section, offering delightful home décor both indoors and outdoors.

For the backyard farmer, Liberty stocks a full line of feed and supplies, including seasonal baby chicks that arrive weekly starting in April. Whether you're tending

to your garden or caring for your flock, Liberty's knowledgeable staff is there to support you every step of the way.

According to Deb Milling of Liberty Home and Garden, the heart of the store's success is rooted in their personal service.

"We recognize people can shop anywhere, so we work very hard to give them a great shopping experience. That includes friendly and knowledgeable service, as well as quality products," stated Milling. "We get to know our customers and really care about them—many of them are on a first-name basis with us."

When fall arrives, Liberty Home and Garden celebrates the season with a beautiful selection of mums, fall décor, and fresh-picked apples straight from local orchards. They even offer NY State hunting and fishing licenses year-round, along with live bait and tackle for outdoor adventurers.

As the temperatures dip, Liberty



switches gears to offer cold-weather products, from warm boots and clothing to wood pellets and coal for home heating. Their ice-melting supplies ensure you're ready for whatever winter

throws your way.

During the winter months, Liberty's shelves are stocked with everything you need to stay warm and festive. From an extensive

CONTINUED ON PAGE 18H

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Village cottage offers 2 BR, 1 BA, beautiful yard, recently updated ELK with farmhouse sink, living room with wood floors, full basement and walk-up attic for plenty of storage. Lots of room for parking and a very convenient location. **\$225,000**



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Left: Liberty Home and Garden also sells clothes for both men and women.

Right: To get your garden going, seeds are at the ready along the wall.

Inset: Potatoes and onions await purchase for specialized quantities.

looking for something specific that they don't carry, they'll go out of their way to help you find it. That personalized touch is what makes shopping at Liberty Home and Garden such a delightful experience.

"If someone comes in for something we don't have, we try very hard to source it or tell them where they might be able to find it if we can't get it," Milling said.

As part of their ongoing commitment to local businesses, Liberty works hard to source products from Hudson Valley businesses whenever possible, in addition to offerings from their trusted franchise partners. And as trends shift, Liberty remains committed to maintaining their core



CONTINUED FROM PAGE 17H

line of cold-weather gear and holiday gifts to practical solutions for home heating, Liberty provides comfort and convenience when you need it most.

What sets Liberty Home and Garden apart is their unwavering dedication to customer service. The team doesn't just work here—they care about their customers. Many of their regulars are on a first-name basis, and if you're

lineup of products that customers rely on.

With seed sales and baby chick sales on the rise, Liberty is gearing up for another exciting season. Their store, greenhouse, and nursery are ready for this year's plant shipments, and they're continually exploring new product trends while staying true to the quality and service that has earned them a loyal following.

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Positive signs for Sullivan County real estate market

BY FRED STABBERT III

Despite a few headwinds, the Sullivan County real estate market continues to show strong signs in 2025. According to Hudson Gateway Association of Realtors (HGAR), new listings increased 19 percent in March compared to a year ago. March 2025 new listings for Sullivan County are at 106, up from 89 in March 2024. Likewise, the Sullivan County inventory of Homes for Sale went up 3 in March 2025 to 337. Median Sales Price also jumped 18 percent, going from \$300,000 in 2024 to \$355,000 in 2025. Homes are also selling at a faster clip as “days on the market” went from 107 in March 2024 to just 99 days in March 2025.

Another positive sign was that sellers received 92.5 percent of their original list price last month compared to 88 percent a year ago. On the downside, closed sales in March 2025 stood at 46 while there were 53 closed sales a year ago in March.

CONTRIBUTED GRAPHIC
The Hudson Gateway Association of Realtors reports on the real estate market in the Hudson Valley.

Local Market Update – March 2025

Provided by OneKey® MLS

Single-Family Homes	March			Last 12 Months		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	89	106	+ 19.1%	1,152	1,253	+ 8.8%
Closed Sales	53	46	- 13.2%	705	710	+ 0.7%
Days on Market Until Sale	107	99	- 7.5%	84	88	+ 4.8%
Median Sales Price*	\$299,998	\$355,000	+ 18.3%	\$315,000	\$340,000	+ 7.9%
Percent of Original List Price Received*	88.6%	92.5%	+ 4.4%	93.8%	94.5%	+ 0.7%
Inventory of Homes for Sale	334	337	+ 0.9%	352	427	+ 21.3%

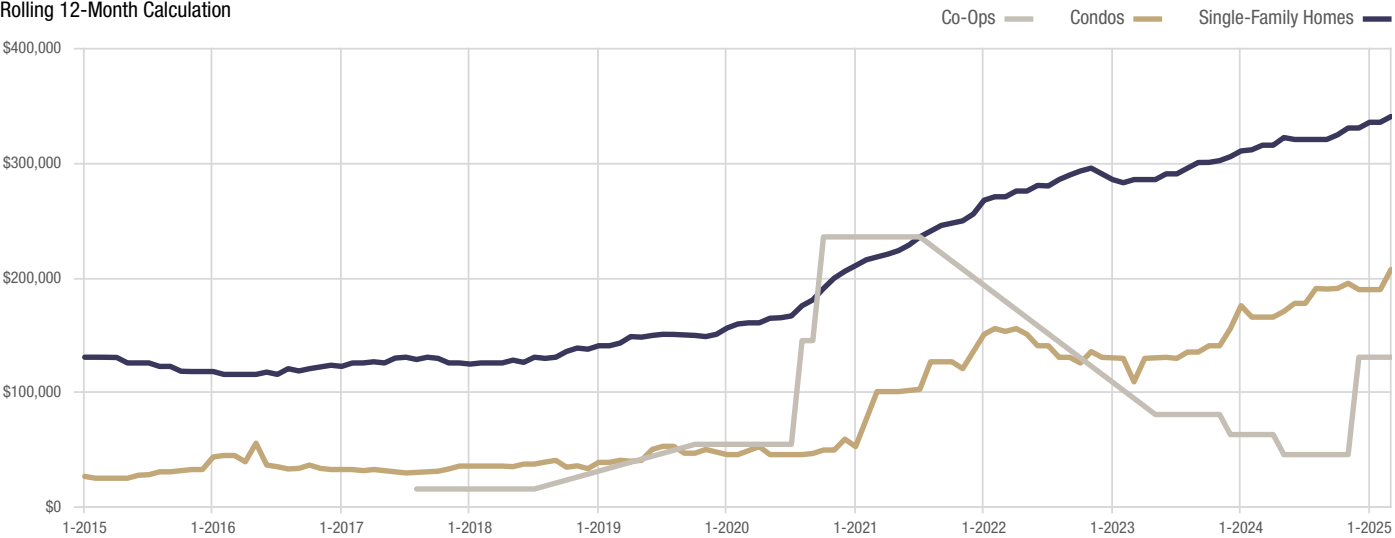
Condos	March			Last 12 Months		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	1	1	0.0%	11	13	+ 18.2%
Closed Sales	1	0	- 100.0%	7	6	- 14.3%
Days on Market Until Sale	214	—	—	100	62	- 38.0%
Median Sales Price*	\$165,000	—	—	\$165,000	\$206,500	+ 25.2%
Percent of Original List Price Received*	91.7%	—	—	88.4%	88.4%	0.0%
Inventory of Homes for Sale	1	5	+ 400.0%	2	3	+ 50.0%

Co-Ops	March			Last 12 Months		
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	0	1	—	2	7	+ 250.0%
Closed Sales	0	0	0.0%	2	1	- 50.0%
Days on Market Until Sale	—	—	—	185	68	- 63.2%
Median Sales Price*	—	—	—	\$62,500	\$130,000	+ 108.0%
Percent of Original List Price Received*	—	—	—	72.6%	87.2%	+ 20.1%
Inventory of Homes for Sale	0	3	—	1	3	+ 200.0%

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

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HGAR and Westchester Residential Opportunities launch two-part series for Fair Housing in Action

Part I: Navigating the Source of Income Discrimination Set for April 24

WHITE PLAINS – The Hudson Gateway Association of REALTORS® (HGAR's) Fair Housing Committee along with Westchester Residential Opportunities (WRO) is kicking off Fair Housing month with the launch of a two-part series for Fair Housing in Action.

The first presentation, "Navigating the Source of Income Discrimination," features a panel of experts from around New York state who will discuss the essentials of avoiding source of income discrimination and also offer updates on the state of the law. It will be held virtually on

Thursday, April 24, from 10:30 AM to noon. Registration is open to HGAR members and non-members by visiting www.hgar.com/events.

The panel will also explore recent issues with the interpretation of the law, enforcement highlights and compliance strategies for handling source of income in housing deals.

The event is geared toward real estate professionals, landlords and community advocates, will include identifying sources of income discrimination, key legal updates on source of income laws, best



METRO CREATIVE SERVICES PHOTO

practices to avoid discrimination in housing transactions and promotion of equal opportunities for all renters.

Panelists include: Brent Meltzer, Chief of the Housing Protection Office, New York State Attorney General; Zach Zeff, Chief of Starr, Senator Rachel May; and Carole McCann, Broker/Owner, Hudson Heritage Realty.

Andrew Smith, WRO Deputy Executive Director, will be moderating the panel. Smith has been part of WRO's fair housing department since 2017 and has coordinated both fair lending and fair housing testing programs for WRO. Prior to joining WRO,

he was a corporate partner with the law firm Simpson Thacher & Bartlett LLP in New York City, specializing in leveraged buyouts and other mergers and acquisitions. Smith holds a BA from Brown University and a JD from Columbia Law School.

The Hudson Gateway Association of REALTORS® is a not-for-profit trade association consisting of over 13,000 real estate professionals doing business in Manhattan, the Bronx, Westchester, Putnam, Rockland, and Orange counties. It is the second largest REALTOR® Association in New York, and one of the largest in the country.

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Hudson Gateway Association of REALTORS® presents free introduction to Commercial Real Estate Education Session

WHITE PLAINS – The Hudson Gateway Association of REALTORS® (HGAR) Commercial & Investment Division (CID) is offering a free educational session on the fundamentals of commercial real estate on **April 22, from 9:30 to 11:00 AM**. The event will be held both at HGAR's corporate headquarters at One Maple Avenue in White Plains, as well as virtually. **To register, please visit: www.HGAR.com/events.**

Titled "So You Want to be in Commercial Real Estate," the event is open to both HGAR and CID members, as well as non-members. The session will address the partnership between residential and commercial agents, as well as review the different types of commercial real estate and the tools needed to succeed in the industry.

The event will include breakfast and networking from 9:30 to 10 AM, followed by the presentation from 10:00 to 11:00 AM. Moderated by CID Co-Chairs Don Minichino and Steve Saljanin, the session will provide

a high-level introduction to the world of commercial real estate. This includes: the sale, lease or development of properties for business or investment purposes; negotiations with landlords, sellers, tenants and buyers; and support for builders, investors, non-profits and government clients.

Andrea Goodman, Senior Director, Commercial Services of Realtors Property Resource, LLC (RPR) will also provide an overview of the various tools and services available to HGAR subscribers to assist them with data and analytics while navigating commercial real estate.

This session is designed to help build stronger bridges between commercial and residential agents, recognizing that real estate often overlaps across sectors. Whether it's a mixed-use property, an investor client, or a zoning question, residential agents frequently encounter commercial opportunities—and vice versa.

By understanding the fundamentals of commercial real estate, attendees will be better equipped to assess when



to take the lead, when to refer, and when to collaborate. It's about expanding your knowledge, protecting your clients, and growing your network through smart partnerships.

The Hudson Gateway Association of REALTORS® is a not-for-profit trade association consisting of over 13,000 real estate professionals doing business in Manhattan, the Bronx, Westchester, Putnam, Rockland, and Orange counties. It is the second largest REALTOR® Association in New York, and one of the largest in the country.

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