The BRI's Former Radio Show To Soon Return As A Podcast Series

ARMONK

The "times have changed" for the radio show of the Building and Realty Institute (BRI).

The half-hour program, "Building Knowledge With The Building and Realty Institute (BRI)," aired every Friday on 1460 WVOX AM and wvox.com from Jun. 2, 2017 to Sep. 1, 2023. The show, however, was forced into a hiatus as a result of the closure of 1460 WVOX AM on Sep. 7.

But BRI officials, after a research period, recently announced that the program will return in the weeks ahead as a weekly podcast series. The date of the debut of the podcast series will soon be announced, BRI officials added.

The show - which covers topics of interest to the building, realty and construction industries, as well as to the general business community - will be distributed by PodPoduli, a national company that specializes in podcasts. The company has 14 offices in the U.S. PodPopuli, since 2020, has produced more total episodes and more weekly podcasts than any

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Impact

Serving Westchester and the Mid-Hudson Region

News for the Building and Realty Industry

77 Years of Providing Knowledge to the Building Community

BRI

OCT/NOV 2023 VOL. 22 NO. 3

FEATURES

Looking Back at the 2022-2026 Building and Realty Institute (BRI) Collective Bargaining Agreement with Local 32-BJ SEIU

By Matthew Persanis, Esq.

EASTCHESTER

How did we do?

With all of the labor disputes going on around the country we thought we would look back a year into the Building and Realty Institute's (BRI's) four-year labor contract with Local 32-BJ Service Employees International Union (SEIU).

As many of you know, the BRI functions as a multi-employer bargaining group for co-ops, condos and owners of rental buildings in their negotiations with one of the most powerful labor unions in the country, Local 32-BJ SEIU.

Local 32-BJ has more than 150,000 members covering 10 states. For more than 60 years, the BRI and the Union (formerly 32E, which was absorbed by 32BJ) have negotiated a Collective Bargaining Agreement covering buildings in the Westchester and Mid-Hudson Region. This contract is the standard by which all other contracts are judged in the area.

During September of 2022, the BRI - while representing more than 420 members in its Collective Bargaining Group (CBG) - and Local 32-BJ SEIU came to an agreement on a four-year contract.

So, to paraphrase former New York City Mayor Ed Koch, "How'd we do?"

Key Facts

First off, our agreement calls for overall increases of under three percent per year (11.76 percent over four years). The Federal Reserve often uses 3.5 percent as a benchmark for wage increases. In 2023 the average wage increase has been 4.4 percent. The labor market has hit historically low unemployment. The unemployment rate has been under four percent since February of 2022.

As this article is being written, United Auto Workers are striking because they are demanding increases of 46 percent over a four-year deal and a reduction of the work week from 40 hours to 32 hours, which in itself is the equivalent to a 20 percent increase, so the result is an overall increase of 66 percent for hours worked.

This past August, UPS settled a contract dispute with its drivers, and it was hailed as "the most lucrative agreement in their history." UPS agreed to a 48 percent increase in pay for its drivers over a five-year contract. In June, the longshoremen in California settled a contract that called for 10 percent increases in year one.

Although providing good information for

Continued on p. 7

Industry Report:

Mortgage Rates Well Above Seven Percent Are Continuing to Hammer Builder Confidence

WASHINGTON, D.C.

Stubbornly high mortgage rates that have climbed to a 23-year high and have remained above seven percent for the past two months continue to take a heavy toll on builder confidence across the U.S. as sentiment levels have dropped to the lowest point since January of 2023.

Builder confidence in the market for newly built single-family homes in October fell four points to 40 from a downwardly revised September reading, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) that was released on Oct. 17. The index said it is the third consecutive monthly drop in builder confidence.

"Builders have reported lower levels of buyer traffic, as some buyers, particularly younger ones, are priced out of the market because of higher interest rates," said NAHB Chair Alicia Huey, a custom home builder and developer from Birmingham, Ala. "Higher rates are also increasing the cost and availability of builder development and construction loans, which harms supply and contributes to lower housing affordability."

Since late September, mortgage rates are up nearly 40 basis points to 7.57 percent, according to Freddie Mac. Interest rates have increased on the Federal Reserve's apparent higher-for-longer monetary policy stance, better than expected macro growth during the third quarter and longer-term concerns over government budget deficits, the index said.

"The housing affordability crisis can only be solved by adding additional attainable, affordable supply," said NAHB Chief Economist Robert Dietz. "Boosting housing production would help reduce the shelter inflation component that was responsible for more than half of the overall Consumer Price Index (CPI) increase in September and aid the Fed's mission to bring inflation back down to two percent. However, uncertainty regarding monetary policy is contributing to affordability challenges in the market."

As a result of the extended high interest environment, the index said, many builders continue to reduce home prices to boost sales. In October, 32 percent of builders reported cutting home prices, unchanged from the previous month but still the highest rate since December of 2022 (35 percent). The average price discount remains at six percent. Meanwhile, 62 percent of builders provided sales incentives of all forms in October, up from 59 percent in September and tied with the previous high for this cycle set in December of 2022.

Derived from a monthly survey that NAHB has been conducting for more than 35 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate the traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor, according to the index.

All three major HMI indices, the index added, posted declines in October. The HMI index gauging current sales conditions fell four points to 46, the component charting sales expectations in the next six months dropped five points to 44 and the gauge measuring the traffic of prospective buyers dipped four points to 26.

Looking at the three-month moving averages for regional HMI scores, the Northeast fell four points to 50, the Midwest dropped three points to 39, the South fell five points to 49 and the West posted a six-point decline to 41.

HMI tables can be found at nahb.org/hmi. More information on housing statistics is also available at Housing Economics PLUS (formerly housingeconomics.com), NAHB officials said.

INDUSTRY STUDY:

Remodeling Market Sentiment Across the U.S. Declines in the Third Quarter

WASHINGTON, D.C.

The National Association of Home Builders (NAHB) released its NAHB/Westlake Royal Remodeling Market Index (RMI) for the third quarter on Oct. 12.

The index posted a reading of 65, declining three points when compared to the previous quarter, NAHB officials said.

The NAHB/Westlake Royal RMI survey asks remodelers to rate five components of the remodeling market as "good," "fair" or "poor." Each question is measured on a scale from 0 to 100, where an index number above 50 indicates that a higher share view conditions as good than poor, NAHB officials added.

The Current Conditions Index, the analysis said, is an average of three components: the current market for large remodeling projects, moderately-sized projects and small projects. The Future Indicators Index is an average of two components: the current rate at which leads and inquiries are coming in and the current backlog of remodeling projects. The overall RMI is calculated by averaging the Current Conditions Index and the Future Indicators Index. Any number over 50 indicates that more remodelers view remodeling market conditions as good than poor.

The Current Conditions Index averaged 72, falling five points when compared to the previous quarter. All three components declined in the third quarter: the component measuring large remodeling projects ($50,000 or more) decreased five points to 67, the component measuring moderate remodeling projects (at least $20,000, but less than $50,000) fell four points to 73, and the component measuring small-sized remodeling projects (under $20,000) decreased by five points to 76, the analysis said.

The Future Indicators Index, the analysis added, fell three points to 57 when compared to the previous quarter. The component measuring the current rate at which leads and inquiries are coming in dropped three points to 56, and the

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From the Editor's Desk

Hanley's Highlights

by Jeff Hanley

Associate Executive Director, Building and Realty Institute (BRI), *Impact* Editor

Citing Reports That Are Right On Target!

ARMONK

There are times, as an editor, that the above thought is perfect in describing important and well-written articles. That was the case after I edited two reports while preparing this issue of IMPACT.

The first article is a Guest Commentary written by Nick Stolatis, a member of the Board of Directors of the Apartment Owners Advisory Council (AOAC) of the Building and Realty Institute (BRI). The article - entitled "Good Cause Eviction is an Abomination" - summarizes the negatives of the Good Cause Eviction proposal and how it will worsen the current housing crisis facing New York State. The commentary is "a must read" for building, realty and construction industry members.

The second article is a Question-and-Answer Session for Landlords. The report, written by Anika Nahar, director of communications of the BRI, nicely summarizes the current challenges facing Landlords of rent stabilized properties and complexes in New York State. Nahar posed a series of excellent questions to Howie Ravikoff, vice chair of the AOAC, in the session. Ravikoff, in turn, issued outstanding responses. The article is excellent reading for Owners and Managers of multi-family buildings and complexes, as well as for members of the building, realty and construction sectors.

The outstanding reports don't stop there. Also featured in this issue are:

- A Page One report from the National Association of Home Builders (NAHB) on how mortgage rates well above seven percent are continuing to hammer Builder Confidence across the U.S.
- A Page One analysis on how Remodeling Market Sentiment across the U.S. declined in the third quarter. The analysis is from NAHB.
- An analysis by Matthew Persanis, Esq., labor counsel to the BRI, on the strength of the current collective bargaining agreement between the BRI and Local 32-BJ Service Employees International Union (SEIU). It's been one year since the two parties reached the agreement. Persanis noted that, with the series of labor disputes currently happening in the U.S., the time was right to highlight how the four-year agreement contains many positives for building and realty industry employers. The report is on page one.
- An article on page one that provides an update on the BRI's former radio show - "Building Knowledge with The Building and Realty Institute (BRI)" - being converted into a podcast series.
- A report on page two in Insurance Insights on how building Owners and Managers should proceed with caution when reviewing options for lowering their Insurance Premiums. The report was written by Ken Fuirst and Jason Schiciano, co-presidents of Levitt-Fuirst Insurance. Levitt-Fuirst Insurance is the Insurance Manager for the BRI and its seven component associations.
- A summary in Counsels' Corner on page three that reviews the problems that Landlords, Cooperatives and Condominiums face when residents don't get along and, eventually, find themselves at odds. The report, entitled "In the Middle of Tenant-on-Tenant Harassment," was written by Finger and Finger, A Professional Corporation. The firm is Chief Counsel to the BRI and its seven component organizations.

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Insurance Insights

By Ken Fuirst and Jason Schiciano

Levitt-Fuirst Insurance

Proceed With Caution: Options for Lowering Your Insurance Premiums

TARRYTOWN

Our June/July Impact column - "Property Owners: It's Your Turn for Big Insurance Premium Increases" - outlined the many factors combining to cause significantly higher insurance costs for all property owners, including owners of commercial buildings, apartment buildings, condominiums, cooperative apartments, and homes.

That column confirmed what most readers already know: Property insurance premiums, like so many other costs, are increasing, frequently by double-digit percentages. The logical next question for readers is: "what can I do to mitigate my insurance premium increase?" Here are some options to reduce insurance premiums - but proceed with caution! Implementing these changes to reduce your insurance premiums comes with risk, in particular, the potential for higher out-of-pocket expenses, if you have a claim. Ideas for personal insurance premium reductions are included at the end of this column.

INCREASE DEDUCTIBLES—Most property owners know that increasing deductibles results in a lower premium. When considering opting for a higher deductible, the premium savings should be considered over a multi-year period, along with other factors:

How does the savings amount compare to the risk for higher out-of-pocket expense in the event of a claim? Consider a hypothetical savings of $2,000 for increasing the Property insurance deductible on a condo, co-op, or office building from $5,000 to $10,000. Assume the $2,000 savings would be realized every year going forward during which the increased $10,000 deductible is maintained. If you have a $22,000 claim in the first year after increasing the deductible, the $2,000 savings is eliminated, and you will have to pay net additional $3,000 out-of-pocket ($5,000 additional deductible, less $2,000 savings) for the higher $10,000 deductible. But, if you only have one claim over a five-year period, you come out ahead by $5,000:

5-year savings for increasing deductible from $5,000 to $10,000	$10,000
Additional out-of-pocket (at $10,000 vs. $5,000 deductible) for one $22,000 claim during 5-year period	$5,000
Net 5-year savings for increasing deductible from $5,000 to $10,000	$5,000

However, if the annual savings for increasing the deductible is only $600 ($3,000 over five years), and you have a large claim during the five-year period, you come out behind by $2,000.

Can you afford a higher deductible in a worst-case scenario? Worst-case scenarios are unlikely, but they can happen. What if severe weather results in your property suffering three large claims (each exceeding $10,000) during the first policy term with the higher deductible. Even with a $2,000 annual savings for increasing the property deductible from $5,000 to $10,000, you will pay $13,000 more out-of-pocket in one year. If the annual savings is only $600 for the higher deductible, you will pay $14,400 more out-of-pocket for three large claims in one year. Do you have the cash reserves to pay more out-of-pocket, due to a higher deductible, if you incur multiple large claims in one, or a few successive years?

If your property has a special Hurricane/Windstorm deductible, which is normally a percentage of the Building Limit (e.g., three percent), you can consider increasing the percentage to reduce the premium. Keep in mind that, depending on the value of your property, an increase from three percent to five percent can result in tens or hundreds-of-thousands of dollars in additional deductible expenses for a large hurricane/windstorm claim.

REDUCING OR ELIMINATING COVERAGES— We do not recommend reducing or eliminating insurance coverage, but if higher renewal insurance premiums present a financial difficulty, considering doing so may necessary.

Basic Property insurance (e.g. for fires, storm damage, pipe breaks, etc.) and Liability insurance (e.g. for lawsuits relating to injuries occurring at the property) are standard coverages, and are required by most mortgage companies. While lenders may require minimum amounts for the Building Limit, General Liability Limit, and Umbrella Liability Limit amounts, there may not be requirements for the amount, or placement, of other types of insurance, such as Flood (if the property is not located in a high-risk flood zone); Earthquake; and/or Sewer/Drain Back-up. If your policies currently include these "optional" coverages, then reducing Limits (e.g. reducing Sewer/Drain Back-up Limit from $1,000,000 to $250,000; reducing Umbrella from $50 million to $25 million; or eliminating (e.g. eliminating Earthquake coverage) will

Continued on p. 6

Unwarranted Regulations Hurt Housing Affordability, NAHB Official Tells Congress

WASHINGTON, D.C.

In a congressional hearing on Nov. 8 that examined the effects of Department of Energy (DOE) regulations on America's job creators, the National Association of Home Builders (NAHB) told lawmakers how burdensome DOE regulations are exacerbating the housing affordability crisis and impeding the ability of builders to increase the production of quality, affordable housing.

Testifying before the House Small Business Committee, NAHB Chair Alicia Huey, a custom home builder and developer from Birmingham, Ala., said that residential construction is one of the most heavily regulated industries in the country.

"Government policies and regulations are making it harder and harder for home builders and multifamily developers to build housing that is affordable," Huey said.

She then noted three examples of how excessive regulations originating from the DOE worsen housing affordability:

Transformer standards - Soaring costs and shortages of electrical distribution transformers are delaying housing projects across the nation at a time when the DOE is seeking to minimally increase the energy efficiency standards for these products by a mere one-tenth of a percentage point, even though the agency already mandates distribution transformers be manufactured to very high efficiency standards. The DOE proposal would force manufacturers to retool production lines to produce new transformers and worsen the historic 18-to-24-month backlog that is hampering development across the country and raising housing costs.

"Therefore, NAHB supports H.R. 4167, the Protecting America's Distribution Transformer Supply Chain Act," Huey said. "The legislation would prohibit the secretary of energy from changing energy conservation standards for distribution transformers for a period of five years, which will allow time for the market to stabilize so that manufacturers can catch up with demand."

Electrification and gas stoves - Electrification mandates can be costly and infeasible in some areas of the country and create challenges for builders, home owners and consumers. A study conducted by the Home Innovation Research Labs in 2021 found that the additional up-front cost to build an all-electric house (as compared to a house with natural gas equipment and appliances) ranged from $3,832 to $15,100, depending on climate zone.

Meanwhile, DOE's currently proposed rule, Energy Conservation Standards for Consumer Conventional Cooking Products, would ban the sale of most current gas cooktop models sold in the U.S. More than 187 million Americans currently use natural gas appliances, saving them an average of $1,068 each year. The proposed rule would force manufacturers to retool their appliance production lines, drastically limit the availability of gas stoves across the country, and result in appliance production delays that would raise consumer costs for both electric and gas stoves in the coming years. NAHB remains committed to promoting energy choices for consumers, Huey said.

Building Energy Codes - The Inflation Reduction Act included $1 billion in grants to state and local governments to adopt updated energy codes that are more costly and restrictive, such as the 2021 International Energy Conservation Code (IECC). Adoption of the 2021 IECC can add as much as $31,000 to the price of a new home. NAHB understands the importance of energy efficiency, but the savings from the 2021 IECC can take a home owner as long as 90 years to see a payback. That's not a reasonable trade-off, Huey said.

"If we want to make a difference on energy efficiency, we must focus on existing housing, particularly older homes built before the introduction of modern energy codes," Huey added.

According to the National Renewable Energy Laboratory, upgrades to the existing housing stock could yield a projected re-

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News for the Building and Realty Industries **Impact**

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Hanley's Highlights, Citing Reports! Continued from p. 2

- A reminder in Co-op and Condo Corner regarding the many benefits that buildings can utilize by joining the Cooperative and Condominium Advisory Council (CCAC) of the BRI. Jane Curtis, chair of the CCAC, wrote the report.
- An article from the Institute of Real Estate Management (IREM) that summarizes how a coalition of housing providers and lending associations issued a recent warning on the many negatives of rent control.
- A report on how Cybersecurity is becoming increasingly important in the home building industry. The analysis was written by NAHB.
- A realty industry analysis on how the combination of high interest rates and low inventory dampened buyer demand and were the chief causes in significant declines in residential sales transactions during the third quarter throughout the Hudson Gateway Association of Realtors (HGAR) market area. The HGAR market area includes Westchester, Rockland, Putnam, Orange, Sullivan and the Bronx.

Here's wishing each of you all the best for upcoming holidays. All of us here at the BRI hope that you enjoy the season. And, this issue!

Partnership Files a Rezoning Request for the Multi-Billion Dollar Redevelopment of the Galleria Site in Downtown White Plains

WHITE PLAINS

In what officials said would be the largest conversion of an enclosed shopping mall into open space, mixed-use residential and retail in the New York metropolitan tri-state region, Pacific Retail Capital Partners (PRCP), The Cappelli Organization, SL Green Realty Corporation and Aareal Bank, owners of The Galleria at White Plains, recently presented a plan to the White Plains Common Council.

Officials said the presentation is "a key first step for the visionary redevelopment, spanning multiple city blocks in the heart of downtown White Plains."

The project would eliminate, officials added, the vacant and outmoded 43-year-old retail mall and reimagines a new future for the downtown area, connecting the community to much-needed transit-oriented housing and creating a vibrant, economically vital, and welcoming center of life in the heart of White Plains.

The multi-billion-dollar District Galleria presentation is the culmination of more than seven years of in-depth review and strategic master planning and features seven residential towers of varied heights with up to 3,200 apartments, of which 384 would be designated as affordable, in accordance with the City of White Plains Affordable Rental Housing Regulations, officials said.

Officials said that the buildings would combine state-of-the-art technology and building systems with amenity based/community needs for the residential units, including fitness, grocery, dining, professional and personal services. The District Galleria is being designed as a sustainable project, meeting the silver LEED standard of high-energy efficient building materials.

Nearly half of the project's footprint is designated as open space, breaking down existing barriers and creating a quarter mile-long green promenade complete with pet playgrounds, pocket parks, and lush landscaping for community gatherings, outdoor events, public entertainment, and art, officials added.

The District Galleria, officials cited, features a garden promenade designed to link the adjacent neighborhoods at eight different access points, providing a place for the public to live, shop, walk, play, engage and be entertained.

Officials said that the redevelopment of the Galleria site would align with the city's strategic plan to expand transit-oriented development. The project aims to enhance the city's skyline with buildings of varied heights to maximize views and create a light filled and landscaped place of natural beauty and elevated design.

Annemarie Plenge, executive vice president of Design for PRCP, is the Master Architectural Designer of the project. Plenge brings a wealth of more than 25 years of professional

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Building Industry Analysis: Single-Family Starts Across the U.S. Post Unexpected Gain in September As High Interest Rates Persist

WASHINGTON, D.C.

Despite elevated mortgage rates averaging above seven percent, single-family starts across the U.S. posted a solid gain in September as more buyers are turning to new homes because of a dearth of inventory in the resale market.

Overall housing starts increased seven percent in September to a seasonally adjusted annual rate of 1.36 million units, according to a report from the U.S. Department of Housing and Urban Development (HUD) and the U.S. Census Bureau. The data was analyzed in an Oct. 18 study by the National Association of Home Builders (NAHB).

The study said that the September reading of 1.36 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts increased 3.2 percent to a 963,000 seasonally adjusted annual rate. However, single-family starts are 12.8 percent lower year-to-date due to higher interest rates. The multifamily sector across the U.S., which includes apartment buildings and condos, increased 17.6 percent to an annualized 395,000 pace, the study added.

"The uptick in single-family production was somewhat unexpected as our latest builder surveys indicate that starts are likely to weaken in the months ahead due to recent higher mortgage rates that were near 7.6 percent in mid-October," said Alicia Huey, chair of NAHB and a custom home builder and developer from Birmingham, Ala. "Meanwhile, builders also continue to face persistent labor shortages, a lack of buildable lots and higher financing costs for acquisition and development loans."

"Despite ongoing challenges in the market, the housing deficit of resale inventory continues to provide some market support for builders," said NAHB Chief Economist Robert Dietz. "Because of a lack of existing homes in the marketplace, 31 percent of homes available for sale in August were new construction. This compares with a historical average in the 12-14 percent range. But in another sign that higher interest rates have slowed the market, the number of single-family homes under construction in September was 674,000, which is almost 15 percent lower than a year ago."

On a regional and year-to-date basis, combined single-family and multifamily starts are 23.3 percent lower in the Northeast, 12.9 percent lower in the Midwest, 7.8 percent lower in the South and 16.9 percent lower in the West, the study said.

Overall permits decreased 4.4 percent to a 1.47 million unit annualized rate in September. Single-family permits increased 1.8 percent to a 965,000 unit rate. Single-family permits are down 13.4 percent year-to-date. Multifamily permits decreased 14.3 percent to an annualized 508,000 pace, the study added.

Looking at regional permit data on a year-to-date basis, the study said that permits are 22.3 percent lower in the Northeast, 16.6 percent lower in the Midwest, 12.7 percent lower in the South and 17.6 percent lower in the West.

The study added that the number of apartments under construction is near 1 million units and will be falling in the months ahead.

Counsels' Corner

In the Middle of Tenant-on-Tenant Harassment

Ken Finger

Dorothy M. Finger

Carl Finger

Dan Finger

By Kenneth J. Finger, Esq., Dorothy M. Finger, Esq., Carl L. Finger, Esq., and Daniel S. Finger, Esq.

WHITE PLAINS

One of the many difficult situations facing landlords, cooperatives, and condominiums occurs when residents don't get along and, even worse, find themselves at odds.

This can be particularly troubling when racial, ethnic and/or other "protected class" issues arise. Federal, State and Westchester County laws set forth protected classes, such as race, age, sex, religion, national origin, disability and familial status. The remedies pursuant to the various laws can involve injunctive relief and monetary damages, including punitive damages and legal fees.

With the above in mind, what responsibility does a landlord, board of directors, or board of managers have in the event of a resident against resident situation in general and, more particularly, in the event of an allegation that a disagreement includes reference to or is based on one party's membership in a protected class? A recent United States Second Circuit Court of Appeals decision discussed this issue and provides some guidance as to the responsibility of landlords and boards in such circumstances.

In Francis v. Kings Park Manor, Inc. (KPM), the facts were that within a few months of moving in, Francis' neighbor, Raymond Endres ("Endres"), began to subject Francis to racial harassment, abuse, and threats. Endres regularly directed at Francis racial and anti-Semitic slurs, obscenities, derogatory terms, and even death threats. Francis alerted both the police and KPM about Endres' harassment of him. The police also notified KPM about Endres' conduct.

As the harassment continued, between May of 2012 and September of 2012, Francis provided three written notifications to KPM as to Endres' conduct. One of those letters notified KPM that Endres had been arrested for aggravated harassment. KPM took no action and did not respond to Francis' letters. Endres remained a tenant at the apartment complex until his lease expired in January of 2013. In April of 2013, Endres pleaded guilty to harassment, and a protection order was issued from the court, prohibiting Endres from contacting Francis.

In June of 2014, Francis sued KPM and the apartment complex manager, Corrine Downing (collectively, the "KPM Defendants"). Francis alleged that the KPM Defendants' failure to investigate or attempt to resolve Francis' complaints of racial harassment by Endres was, among other things, a violation of the Fair Housing Act of 1968 ("FHA").

Under § 3m604(b) of the FHA, it is unlawful "[t]o discriminate against any person in the terms, conditions, or privileges of sale or rental of a dwelling, or in the provision of services or facilities in connection therewith, because of race, color, religion, sex, familial status, or national origin." Under § 3617 of the FHA, it is "unlawful to coerce, intimidate, threaten, or interfere with any person in the exercise or enjoyment of, or on account of his having exercised or enjoyed" any right protected by the Act.

The KPM Defendants argued that "even if a hostile housing environment claim were cognizable under the FHA, Francis failed to allege that they intentionally discriminated against him." They maintained that intentional discrimination was a necessary element of an FHA violation, and that since Francis failed to allege such intentional discrimination by the KPM Defendants, his claims against them should be dismissed. The district court agreed with the KPM Defendants and dismissed Francis' claims under the FHA.

Opinion

This case generated four separate opinions. The first, from the trial court, found the landlord was not liable for not taking sufficient steps to address the matter. Three additional opinions by various components of the Court of Appeals held that the black tenant did not state a Title VIII claim for intentional discrimination based on allegations that the landlord failed to respond to reports of a fellow tenant's race-based harassment. The Court reasoned that the typical powers of a landlord over a tenant, such as power to evict, do not establish the substantial control necessary to state a deliberate indifference claim against a landlord for the tenant's conduct under Title VIII, even assuming that the deliberate indifference theory applies to Title VIII claims.

The ultimate holding was that (1) the tenant failed to state an FHA claim against the landlord for intentional discrimination based on allegations that the landlord failed to respond to reports of the fellow tenant's race-based harassment; (2) the tenant failed to state a housing discrimination claim against the landlord under aiding and abetting provisions of the New York State Human Rights Law (HRL); and (3) that the tenant failed to state a claim against the landlord for negligent infliction of emotional distress, under New York law.

In its opinion, that Court said that for the plaintiff (complaining tenant) to survive a motion to dismiss, he must plausibly allege that he "[1] is a member of a protected class, ... [2] suffered an adverse ... action, and [3] has at least minimal support for the proposition that the [housing provider] was motivated by discriminatory intent." The Court found that it would be speculation to presume that there was "discriminatory intent."

If there was proof that the Landlord exercised "substantial control over the [offending tenant]" and established that the "substantial control existed that was necessary to state a deliberate indifference claim under the FHA" then the decision might have been different. However, the Complainant would also have to show that even if the Landlord had "substantial control" the Landlord's "inaction" was "clearly unreasonable" under the known circumstances.

The Court also found that there were no facts showing that the Landlord "actually participated in or incited" the unlawful conduct. The conclusion by the Court was that "a landlord cannot be presumed to have the degree of control over tenants necessary to impose liability under the FHA for tenant-on-tenant harassment" and thus is not required to take any action to address tenant against tenant.

***Editor's Note:** The authors are attorneys with Finger and Finger, A Professional Corporation. The firm, based in White Plains, is Chief Counsel to The Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI) and its seven component associations.*

NAHB: A Lack of Resales Boosts New Home Sales in September

WASHINGTON, D.C.

Despite mortgage rates that are at a 23-year high, new home sales posted a double-digit percentage gain in September because of a lack of inventory in the resale market.

Sales of newly built, single-family homes in September increased 12.3 percent to a 759,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development (HUD) and the U.S. Census Bureau. The pace of new home sales in September was up 33.9 percent from a year ago. The data was analyzed in an Oct. 25 report by the National Association of Home Builders (NAHB).

"While more buyers are turning to new construction because of a lack of existing inventory, higher mortgage rates that are approaching eight percent are expected to slow the market in the coming months as affordability conditions continue to worsen," said Alicia Huey, chairman of NAHB and a custom home builder and developer from Birmingham, Ala. "Higher interest rates not only raise the cost of housing for buyers, but

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Co-op and Condo Corner

Today is a Good Day to Join the CCAC!

Jane Curtis

By Jane Curtis, Chair, The Cooperative and Condominium Advisory Council (CCAC)

MOUNT VERNON

Serving on a co-op or condo board can be both a rewarding and a daunting experience.

Members of the Board of Directors of a co-op or condo are volunteers who typically do not earn our living in the realty, property management, or housing industry, so learning our responsibilities as board members and understanding the many faceted aspects of operating a co-op or condo can be challenging and leave us wondering where to turn for information and guidance.

Fortunately, The Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI) has been doing just that since 1979, providing education, resources, advocacy, and a forum for the exchange of ideas for Westchester's co-ops and condos. Many have benefited from our lively membership meetings, where we hear presentations on timely topics and meet other board members, suppliers and professional service providers in a relaxed, collegial setting.

As part of the Strategic Plan of the BRI to enhance educational offerings, the CCAC will launch a comprehensive board training program in early 2024 to orient new board members to their roles. Board members completing this boot camp course will receive a certificate.

The Benefits of Membership

The CCAC also offers services that benefit us in our relationship with our employees. Our Workers Compensation Insurance Safety Group (New York State Workers Compensation Group 530) offers cost-effective rates for this necessary coverage that assists injured employees.

Together with the BRI's other realty councils representing apartment owners and managing agents, we enter into a Collective Bargaining Agreement with Local 32-BJ Service Employees International Union (SEIU), led by our outstanding labor counsel, Matthew Persanis, Esq. Our latest four-year agreement signed in 2022 was hailed as a "win-win" for co-ops and condos and their maintenance staffs. A Page One article in this issue of IMPACT by Persanis offers a summary of the agreement and its positives for members of the BRI's Collective Bargaining Group.

Co-ops have come under intense legislative scrutiny in recent years, resulting in a Westchester County law regulating the co-op admissions process that requires, among other things, that each co-op board member complete an approved Fair Housing Training Course every two years. The CCAC offers this training free of charge to its members.

Advocacy is a big part of the CCAC's mission. No fewer than 50 bills related to co-ops and condos, most of them detrimental to our operations, are currently proposed in the state legislature. Our staff, Lobbyist, Government Affairs Director, and Political Action Committee (PAC) work diligently to monitor and advocate for positive outcomes. And, we frequently collaborate with our New York City counterparts to amplify our message to state and federal officials.

Interested CCAC members are encouraged to actively participate in meetings with our legislators and testify at public hearings, with the effective and authentic voice that only a constituent can bring, to educate legislators on the unique aspects of co-ops and condos as valuable forms of homeownership.

Our knowledgeable, professional staff is always available to assist members with information, perspective, and referrals on any issue your co-op or condo may be facing.

Our dues structure, based on size, is a value proposition for non-profit businesses such as co-ops and condos, as recognized by our membership of more than 260 buildings and complexes.

Why wait? This is a good day to join the CCAC! You can sign up online at:
https://www.buildersinstitute.org/membership/become-a-member/ccac/
or by calling the BRI/CCAC offices at (914) 273-0730.

***Editor's Note:** The Cooperative and Condominium Advisory Council (CCAC) has been representing co-ops and condos since its formation in 1979. The organization is a component association of The Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI).*

A Coalition of Housing Providers and Lending Associations Warns FHFA About the Many Negatives of Rent Control

CHICAGO

Eighteen associations representing housing providers, lenders and residents recently sent a letter to Federal Housing Finance Agency (FHFA) Director Sandra Thompson warning that mandatory rent control and rent stabilization policies will increase rents, reduce the capital needed to boost the supply of housing, and ultimately hurt current and future renters.

The Institute of Real Estate Management (IREM) announced the initiative on Aug. 10.

As FHFA considers changes for Fannie Mae and Freddie Mac-backed multifamily properties, the groups cautioned that rent control mandates will exacerbate the housing affordability crisis and that the best way to ease rising rents is to create voluntary incentives within Fannie Mae and Freddie Mac programs to expand the supply of much-needed affordable housing, IREM officials said.

The signatories asked FHFA, IREM officials added, to reject imposing rent regulation as a condition of Fannie Mae and Freddie Mac-backed financing and instead, create additional voluntary incentives within the GSE programs to expand the supply of needed affordable housing.

Research has proven repeatedly that mandatory rent control is a failed policy which does nothing to alleviate the root causes of housing affordability issues - namely the fact that our nation's housing supply has not kept pace with the needs of our growing population. Rent stabilization disincentivizes rental multifamily housing investments across markets, particularly in communities of opportunity that already often have few affordable options, IREM officials said.

Moreover, IREM officials added, rent regulation is not equitable as it does not target lower- and moderate-income renters that are in most need of assistance, support and stability. Instead, it incentivizes current renters to remain in place for longer periods of time and disincentivizes additional investments in housing, thereby limiting opportunities for others who do not have access to the rental housing market in favor of those that already do. This inequitable approach most impacts people of color who already have limited access to many housing markets, especially those with good schools, nearby public transportation and other amenities, IREM officials said.

IREM officials said that implementing rent control would be contrary to the goal and mission of Fannie Mae and Freddie Mac to create more affordable housing opportunities for low- and moderate-income residents. In fact, a February 2022 study indicated that only 27 percent of firms surveyed said that they would be willing to keep their current investments, or add new ones, in rent-controlled markets, IREM officials added.

As FHFA considers policy reforms, rather than instituting counterproductive rent control measures, IREM

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Educational Credit Offered by the Building & Realty Institute (BRI) at Its September 21st General Membership Meeting

EASTCHESTER

With so much focus on improving energy efficiency within homes, the Building and Realty Institute (BRI)'s General Membership Meeting on Sep. 21 featured a back-to-basics approach, reviewing building science fundamentals in the residential context.

The meeting saw a packed house (more than 95 participants) at Mulino's at Lake Isle in Eastchester. Architects, Remodelers, Contractors, and other building and construction industry professionals gathered for an informative session on "The Systems Approach to Designing a House: The Science Behind Residential Design." The program qualified for one hour of AIA (HSW) credit for the American Institute of Architects (AIA), BRI officials said.

It was stressed during the meeting, BRI officials added, that single family residential design and improvement is both an art and a science. Guest speaker Lucas Hamilton of CertainTeed covered the laws governing each of the system dynamics: the flow of heat, the flow of air, and the flow of moisture.

The presentation of Hamilton helped show building and construction industry members how to identify the major directional flows of energy and material. It also described the problems and solutions that arise in the house system due to the dynamics of heat. Hamilton also explained the 'art' and 'science' aspects of residential home design, and the basic dynamics of heat flow (residential thermodynamics), BRI officials said.

The meeting, BRI officials added, was met with rave reviews from attendees, who also partook in an hour of networking before the program began. Michael Murphy of Murphy Brothers Contracting, who currently chairs the BRI's Remodelers Advisory Council (RAC), helped organize the program and its accreditation component through his plethora of professional connections, BRI officials said.

The event was sponsored by CertainTeed Saint-Gobain and Jilco Window Corp.

Partnership Files a Rezoning Request for the Multi-Billion Dollar Redevelopment of the Galleria Site in Downtown White Plains, Continued from p. 3

experience master planning large-scale mixed-use projects and is collaborating with world renowned architectural design and planning firm Gensler, along with Kimley Horn and Eric Rain Landscape Architecture to design what officials said is an "urban oasis."

"Experience-driven, mixed-use environments appeal to people's desire for connection and belonging. They are poised to be the key in reviving our communities' urban centers. The evolution of an enclosed mall to an open-air mixed-use development with the unified vision of The District Galleria is pivotal in evolving real estate for the next generation," said Najla Kayyem, executive vice president for Pacific Retail Capital Partners.

Officials said that, in 2022, Pacific Retail and Aareal Bank developed a joint venture partnership to undertake the redevelopment of this iconic landmark destination with two of the most prominent players in the White Plains and New York City Metro real estate market: SL Green Realty Corporation and the Cappelli Organization.

The two partners, officials added, bring extensive local multi-family and office experience to the partnership.

"As an urban renewal project that began more than 50 years ago, the reimagining of this property is integral to the transformation of downtown White Plains, which began in earnest over 20 years ago with City Center. The District Galleria will go a long way in making our local community more enjoyable, desirable, sustainable, and resilient," added Chief Executive Officer/Founder of the Cappelli Organization, Louis Cappelli.

Backgrounds

Pacific Retail Capital Partners (PRCP) is one of the nation's premier retail operating, management, and development groups of retail-led mixed-use properties evolving real estate for the next generation, officials said. Based in Southern California, PRCP provides end-to-end sourcing, assessment, underwriting, valuing, development, design, marketing, leasing, and asset management of consumer real estate with a proven track record of repositioning retail properties. PRCP has more than $3 billion in assets under management in the United States and strategically manages over 20 million-plus square feet of regional, open-air lifestyle and mixed-use centers.

Aareal Bank Group, headquartered in Wiesbaden, is a leading international property specialist. It provides smart financings, software products, and digital solutions for the property sector and related industries, and is present across three continents: Europe, North America, and Asia/Pacific, officials said. Aareal Bank Group's business strategy focuses on sustainable business success, with environmental, social and governance aspects as an integral part of this strategy, officials added.

A prominent leader in real estate development and construction in the northeast, the Cappelli Organization has a proven 40-year track-record of excellence, officials said. Centrally located in Westchester County, the company has successfully completed more than 25 million square feet of development. That includes mixed-use, retail, waterfront, residential, hotel, restaurants, office, industrial, laboratory and parking facilities, representing a value in excess of $10 billion. The company has a current development and construction pipeline in New York and Connecticut of more than 20 million square feet.

SL Green Realty Corp., Manhattan's largest office landlord, is a fully integrated real estate investment trust, or REIT, that is focused primarily on acquiring, managing, and maximizing the value of Manhattan commercial properties, officials said. SL Green, officials added, holds interests in 64 buildings totaling 34.4 million square feet. Officials said this included ownership interests in 26.3 million square feet of Manhattan buildings and 7.2 million square feet securing debt and preferred equity investments.

The BRI's Radio Show to Soon Return As A Podcast Series, Continued from p. 1

entity in the U.S., company officials said. Company officials added that, as a start, the podcast series of the BRI will be distributed to Apple, iHeartRadio and Spotify.

BRI officials said that Jeff Hanley, associate executive director of the BRI, will host the podcast series. Hanley served as the host of every "Building Knowledge With The Building and Realty Institute (BRI)" show on 1460 WVOX AM and wvox.com. He also served as the host of the BRI's former weekend radio show, "Constructive Conversations With The Building and Realty Institute (BRI)." That program aired from Nov. 24, 2018 to Dec. 25, 2022 on AM970 The Answer, Talk Radio 77WABC AM and 710 WOR AM.

"The BRI is excited about our radio show now being offered as a podcast series," said Tim Foley, chief executive officer and executive vice president of the BRI. "Our radio programs were very well-received and we look forward to providing our members, and all members of the building, realty and construction industries, with podcasts that cover topics that are important to them."

Foley added that full details on the BRI's podcast series will soon be announced by the association.

The BRI is a building, realty and construction industry membership organization. The association, based in Armonk, has more than 1,800 members in 14 counties of New York State. Those members are involved in virtually every area of the building, realty and construction sectors, BRI officials said.

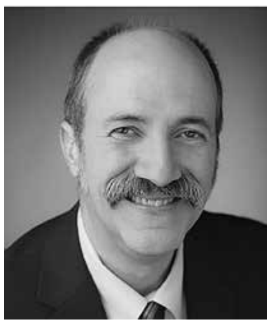
An IMPACT Staff Report

Guest Commentary:

Good Cause Eviction is an Abomination!

By Nicholas Stolatis

PLEASANTVILLE



Nicholas Stolatis

There has been a strong push by various groups, ostensibly representing the tenants of New York, to convince state legislators to enact a new regulation called Good Cause Eviction.

Fortunately, these forces have been unable to garner enough support to actually pass such legislation. So far. Each time the legislative season concludes, these lobbyists promise to return, pushing their disruptive agenda.

The premise being pushed by these lobbyists is that tenants are completely at the mercy of landlords, who can arbitrarily and capriciously raise rents and then evict tenants who are unable or otherwise refuse to pay the increased rents. Or simply just to be mean-spirited. These lobbyists couch their claims in a manner which accuses landlords of engaging in socially irresponsible actions to the detriment of those unfortunate enough to be their tenants. In this way, they seek to smear landlords and to spread false narratives about the reality of residential real estate.

The first truth that is being ignored, and even denied, by the lobbyists is that every tenant that signs a lease has a binding contract to occupy their apartment. The rent is laid out in the lease, as is the length of time the lease is in effect. The tenant cannot be evicted unless the tenant violates the terms of the lease. However, when the lease expires and the contract comes to an end, the property owner, as the landlord, has the right to reclaim its apartment. That is not an arbitrary eviction. If the landlord wants to reclaim the apartment and the tenant refuses to leave, then the tenant has violated the terms of the lease, and the landlord should have the full legal right to protect its property and to have the tenant removed.

The Reality

While this might happen occasionally, the reality of the situation is that most landlords want their tenants to stay and to renew their leases. Most landlords will develop relationships with their tenants. In many cases, landlords will have tenants who stay for many years, and even decades. Some landlords frequently forego the opportunity for annual increases in rent because they recognize the value of good, reliable tenants.

The lobbyists would have everyone believe that all landlords are evil, greedy and don't care about their tenants except as a source of money. That is patently false, as can be attested to by the tens of thousands of tenants who have lived in their current apartments for multiple years.

A universal concern for landlords is that trying to find another tenant is a difficult task, with the landlord risking the loss of rent while searching for a new tenant. And of course, there is always the risk that a new tenant might turn out to be difficult to work with, abusive to the apartment they occupy and disruptive to the landlord's other tenants. Tenants have the advantage in that bad landlords will have developed a reputation in their community so that tenants will either avoid renting from them or do so only when no other options exist.

Not an Overstatement

The headline for this post refers to Good Cause Eviction as an abomination. That is not an exaggeration considering this regulation would completely override and destroy the landlord's property ownership rights. It would effectively steal those rights to grant them to a tenant that has made no investment to acquire, improve or maintain the property that has been paid for by the landlord.

It is also dangerous in that it violates one of the essential principles of contract law, that being the sanctity of the contract terms as agreed to by the parties to the contract. If the lease provides for a one-year term of occupancy, that affirmatively establishes that the tenant and the landlord have agreed that the tenant would only be entitled to live in the apartment for one year.

In order to continue in occupancy, the tenant and the landlord would have to come to a mutual agreement to extend the agreed upon term of occupancy. Good Cause Eviction obliterates this agreement by transferring the decision as to whether the tenant will stay, or not, entirely to the tenant. The landlord has no say in the matter, notwithstanding that it is the owner of the apartment.

As was mentioned, the lobbyists that are pushing the Good Cause Eviction agenda paint landlords as evil, anti-social, money-grubbing capitalists who look to financially squeeze the poor and working-class families who can't afford safe, clean housing. What they are hiding is the fact that society, in the form of local government, should be paying for the support of those who are otherwise unable to afford housing.

These lobbyists claim that landlords are wealthy fat-cats and large institutions that can afford to lose money to provide housing to those who deserve it. What these lobbyists don't want the public to know is that there are many more small businesses, individuals and families who have invested in apartments in order to provide themselves with a stable lifestyle. Too many small landlords frequently have to dip into their own savings, or work another job, in order to pay for utilities, repairs and maintenance so that the housing they provide will be fit for the residents they have come to care for.

A Hidden Special Tax

By supporting the enactment of Good Cause Eviction, these lobbyists are shifting the financial burden of providing housing to these individuals and their families and to the small businesses that make up a large segment of property owners. That relieves the local government from having to provide this support. It would be a hidden special tax on landlords that is created in a deceptive and discriminatory way.

If tenants have a right to housing – as the lobbyists claim– why are landlords the only citizens who are forced to fund that cost? There is no moral or ethical justification to the lobbyists' claims that landlords owe that obligation to tenants.

As if that burden is not foul enough, Good Cause Eviction would also limit a landlord's ability to recover the costs of operating and maintaining the property through the establishment of universal rent controls. In essence, landlords would guarantee tenants with housing, at a discounted rate, in perpetuity.

A Key Fact

The final dishonesty that the Good Cause Eviction lobbyists offer is that tenants are treated unfairly and are subjected to the whims of landlords. In point-of-fact, research has shown that the vast majority of evictions are due to the tenant's failure or refusal to pay the rent it had agreed to pay. The existence of a lease prevents any arbitrary actions on the part of landlords. And as history has proven for decades, existing regulations, laws and the judicial system itself offer tenants more than ample protection against discriminatory and arbitrary behavior by landlords. The availability of pro bono counsel, a privilege not afforded to landlords, ensures that all tenants are able to benefit from that protection.

If Good Cause Eviction were to be enacted, the housing crisis the lobbyists so stridently claim to be looking to solve will become even more pronounced. Who would want to invest in something that will not generate a profit? Developers will elect to build housing in other markets; markets that welcome new development without unreasonable entitlement processes; markets that will allow them to make a reasonable return on their investment; markets that won't steal their ownership rights to distribute them to those who have made no investment.

Good Cause Eviction is the antithesis of the American way of life that so many people cherish, even those who have not yet been able to achieve it. Contrary to the angry shouts from those lobbyists, the hope of being able to do better is what is drawing so many thousands to our nation. They are not risking life and limb for the lobbyists' dream of socialism, where they expect and demand to benefit from someone else's labors. They are striving for the dream of the millions who came before them, to work hard to be able to buy a small multifamily house to give themselves and their families a financial foundation toward a better life.

Owning real estate is one of the key small business opportunities that is available for anyone with the initiative and desire and, yes, the funds to invest. If the investment doesn't generate a profit, lenders won't provide them the money to make that investment.

Lost in the overall discussion is that small landlords, the mom-and-pop property owners, will reach the point where they can no longer maintain their properties. They will have sacrificed their investments so that the lobbyists can claim they have defended tenants' rights. The politicians and talking heads who parrot the deceptive narrative of the lobbyists should be ashamed of themselves, not only for being duped into supporting a destructive legislative agenda but for contributing to the potential damage to the very constituencies they are loudly claiming concern for. The fact is, they are doing the opposite.

If there was a true desire to support those who cannot afford available housing, there are two simple solutions: promote and sponsor more development; and offer financial assistance directly to those who need it. The first solution will introduce competition which allows the market to set fair and equitable pricing for housing, while the second solution places the burden for supporting the unhoused where it rightfully belongs, on everyone.

***Editor's Note:** Nicholas Stolatis is the principal of EPN Real Estate Services, Inc. of Pleasantville. He is also a member of the Board of Directors of the Apartment Owners Advisory Council (AOAC) of the Building and Realty Institute (BRI). The BRI publishes this newspaper.*

A Question-and-Answer Session for Landlords

By Anika Nahar
Director of Communications, The Building and Realty Institute (BRI)

ARMONK

Howie Ravikoff

From the Housing Stability and Tenant Protection Act of 2019 (HSTPA) to the rising costs of building maintenance, supply shortages and inflation, and to dealing with the aftermath of the COVID-19 pandemic, property owners in New York state have had a particularly rough past few years.

IMPACT recently sat down with Port Chester property owner and Vice Chair of the Apartment Owners Advisory Council (AOAC) of the Building and Realty Institute (BRI), Howie Ravikoff, to see how he is handling his building and business amidst the chaos of the current housing landscape.

Q: How has HSTPA affected your ability to maintain your buildings?

A: It is basically worthless to re-invest in our long-term investment since there is no means to make a return on that additional investment.

Q: It's been close to two years since the eviction moratorium was lifted in New York due to the COVID-19 pandemic. Is your business still feeling the effects of it today?

A: I have successfully evicted a tenant who stopped paying rent long before COVID. The moratorium kept them in the unit. Today, the individuals who knowingly abused the system owe more than three years of rent. The likelihood of collecting is less than nil.

Q: Property owners understand the importance of keeping good and reliable tenants for as long as they can. Has it been more difficult for you to retain good tenants since the implementation of the 2019 rent laws?

A: Our long-term tenants see the effects of the 2019 laws every day. They see the elevator is out of service more often because we continue to repair it instead of replacing it. Our long-term tenants see the continual turnover in a small number of units. These units turn over often because we can't retain them. We can't retain them because the unit wasn't properly renovated when they moved in. It wasn't properly renovated because there is no way to recoup the investment to do so. So, the unit goes on the market with a fresh coat of paint and not much else.

Q: Property owners often get a bad rep in the media. What do you think should be done to turn the narrative around so people can see that the industry isn't just composed of big corporations like Blackstone?

A: In our industry it's very hard to promote the good that takes place and it's so easy to spread the news of a bad landlord. No one wants to see a tenant in a substandard home. No one supports a nasty greedy landlord. The small property owners of Westchester County are a significant group and we house a significant percentage of the population.

Q: There are talks of the Good Cause Eviction bill being included in next year's state budget. If passed, how do you think it will affect you and your building?

A: This will be the absolute death of the small property owner. How in the world can the state government dictate how I operate my private investment? If New York State wants to ensure an individual or family can remain in their home in perpetuity, the STATE needs to provide the housing.

Cybersecurity Is Becoming Increasingly Important in the Home Building Industry, NAHB Report Says

WASHINGTON, D.C.

The toll data breaches are taking on U.S. businesses is on the rise, and construction firms – especially general contractors – are becoming a more popular target for cyber criminals, according to a recent report.

An Oct. 20 study from the National Association of Home Builders (NAHB) said that the FBI's Internet Crime Complaint Center reported that in 2022 it received more than 800,000 complaints of cyber crimes with losses of around $10.3 billion, up sharply from $6.9 billion in 2021.

Phishing was the most common type of complaint received with more than 300,000 reported while business email impersonation scams cost companies more than $2.7 billion last year, the study added.

A recent survey, the study said, revealed that 59 percent of architecture, engineering and construction firms have experienced a cybersecurity threat in the past two years, including 70 percent of general contractors. Contractors are not seen as the ultimate target of cyber criminals, however. Most attacks are targeting client data.

The study added that home builders are beginning to see this practice firsthand, as a string of recent data breaches has hit the industry.

October was "Cybersecurity Awareness Month." Accordingly, NAHB officials said that now is the perfect time for NAHB members and members of the building and construction industries to review their data privacy and cybersecurity capabilities.

NAHB officials added that businesses need to have a baseline system and processes that protect against intrusions that include at least:

- ✦ Protecting your network by establishing firewalls
- ✦ Updating virus protections software/security programs
- ✦ Encrypting sensitive business and client data
- ✦ Using multi-factor authentication, whenever available
- ✦ Backing up critical data and applications regularly
- ✦ Making sure each employee has unique passwords and/or accounts to ensure accountability for their actions

More information on how home builders can protect their businesses' and clients' data can be found by visiting the Data Privacy and Cybersecurity page on nahb.org, NAHB officials said.

Multifamily Developer Confidence in Positive Territory for the Second Quarter, Building Industry Report Says

WASHINGTON, D.C.

Confidence in the market for new multifamily housing across the U.S. was in positive territory for the second quarter, according to results from the Multifamily Market Survey (MMS) released on Aug. 17 by the National Association of Home Builders (NAHB).

The MMS produces two separate indices. The Multifamily Production Index (MPI) had a reading of 56 for the second quarter while the Multifamily Occupancy Index (MOI) reading was 89, the report said.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo market on a scale of 0 to 100. The index and all its components are scaled so that a number above 50 indicates that more respondents report conditions are good than report conditions are poor, NAHB officials said.

The MPI is a weighted average of four key market segments: three in the built-for-rent market (garden/low-rise, mid/high-rise and subsidized) and the built-for-sale (or condominium) market. The survey asks multifamily builders to rate the current conditions as "good," "fair" or "poor" for multifamily starts in markets where they are active, NAHB officials added.

For the second quarter, the component measuring garden/low-rise units had a reading of 64, the component measuring mid/high-rise units had a reading of 47, the component measuring subsidized units had a reading of 55 and the component measuring built-for-sale units had a reading of 45, according to the report.

The MOI measures the multifamily housing industry's perception of occupancies in existing apartments on a scale of 0 to 100. The index and all its components are scaled so that a number above 50 indicates more respondents report that occupancy is good than report it is poor, NAHB officials said.

The MOI is a weighted average of three built-for-rent market segments (garden/low-rise, mid/high-rise and subsidized). The survey asks multifamily builders to rate the current conditions for occupancy of existing rental apartments in markets where they are active as "good," "fair" or "poor." For the second quarter, the component measuring garden/low-rise units had a reading of 91, the component measuring mid/high-rise units had a reading of 83 and the component measuring subsidized units had a reading of 91, the report said.

NAHB officials said the organization redesigned the MMS in the first quarter of 2023 to make it easier to interpret and more similar to the NAHB/Wells Fargo Housing Market Index (HMI) for single-family housing. Because the previous version of the MMS series can no longer be used to compare with this quarter's results, the redesigned tool asked builders and developers to compare current market conditions in their areas to three months earlier, using a "better," "about the same" or "worse" scale. Seventy percent of respondents said the market is "about the same" as it was three months earlier.

"Multifamily housing demand remains solid, however, there are headwinds limiting new development in many parts of the country," said Lance Swank, president and chief executive officer of Sterling Group, Inc. in Mishawaka, Ind. and chairman of NAHB's Multifamily Council.

Swank added: "Reduced availability of credit for new construction, problems getting projects approved and significant increases in operating expenses are hampering new multifamily development. Property, casualty and liability insurance has emerged as a major issue facing the multifamily industry, further constraining new supply."

"Demand for multifamily housing is being supported by the low availability and high cost of single-family homes on the market, although multifamily development faces many of the same supply-side challenges as single-family," said NAHB Chief Economist Robert Dietz. "On balance, we forecast that multifamily starts will decline during the second half of 2023 due to tight financing conditions and local concerns over supply."

For additional information on the MMS, visit www.nahb.org/mms. For more information on the NAHB Multifamily program, visit NAHB Multifamily, NAHB officials said.

Insurance insights: Proceed With Caution: Options For Lowering Your Insurance Premiums, Continued from p. 2

save on premiums. The premium savings for doing so may not be tangible (sometimes, only hundreds of dollars), but it may be worth inquiring about with your insurance broker. Reducing or eliminating coverages may result in uninsured claim exposures.

CHANGING CARRIERS - In this challenging, rising-rate insurance market, despite renewal premium increases, the incumbent carrier is usually the most competitive option, but sometimes an alternate carrier offers premium savings. Before opting for the lower-cost option, be sure that you obtain a detailed side-by-side comparison of the two options. The lower-cost option may be less expensive only because it contains less coverage, more exclusions, more restrictive terms, higher deductibles, etc.

Keep in mind, a new carrier will typically do an onsite initial inspection of the property. If critical repair projects (such as roof repair or brick pointing) or life-safety/liability issues (such as uneven sidewalks or electrical fuses) are discovered, the new carrier may require prompt repairs. Failure to address these required repairs could result in policy cancellation on short notice.

PERSONAL INSURANCE CONSIDERATIONS—For homeowners/unit-owners insurance, the previous concepts generally apply. in addition:

- ✦ Learn what home features qualify for premium credits, and consider adding these features (e.g. central-station fire/burglar alarm; monitored water leak detection system; automatic water leak shut-off; permanently installed back-up generator; lightning protection; gated community; etc.)
- ✦ If your home has such features, confirm your broker/carrier has applied the associated credits.
- ✦ Are certain coverage Limits too high, such as those for "Contents" or "Other Structures"? You may be able to reduce unneeded coverage to save on premiums.

There may be other opportunities for savings through other policies, such as Auto and/or Valuable Articles insurance. Consult with your broker.

The Proper Approach

Remember, proceed with caution…

- ✦ Increasing policy deductibles reduces premiums, but could end-up costing you more, depending on claims frequency and severity.
- ✦ There is risk involved with reducing or eliminating insurance coverage, including large unplanned out-of-pocket expenses from insufficient claim coverage or excluded claims.
- ✦ If you are considering a change of carriers, make sure you have sufficient detailed information to compare the incumbent to the alternate option, and make an informed decision.

If you have questions concerning how to reduce your insurance premiums, contact your insurance broker, or Levitt-Fuirst Insurance at (914) 457-4200.

***Editor's Note:** Levitt-Fuirst Insurance is the Insurance Manager for The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and the Mid-Hudson Region. Ken Fuirst and Jason Schiciano are co-presidents of the company. The firm is based in Tarrytown.*

N.Y. State Homes and Community Renewal Announces the Completion of a $22 Million Affordable Housing Development in Westchester County

Officials: Lewisboro Commons Brings 42 Family Friendly Affordable Homes to Northern Westchester

LEWISBORO

New York State Homes and Community Renewal (HCR) Commissioner RuthAnne Visnauskas on Jul. 18 announced the completion of a $22 million affordable housing development in the Westchester County town of Lewisboro.

Known as Lewisboro Commons, the development includes 42 affordable apartments for individuals and families near the Goldens Bridge Metro North train station.

"This development demonstrates our commitment to making housing affordability a reality for all New Yorkers, especially in places like Westchester County," Visnauskas said. "Lewisboro Commons provides contemporary homes to 42 households while making the surrounding community a more diverse and vibrant place to live. Congratulations to the Housing Action Council, Wilder Balter Partners, and the entire community for embracing housing choice and bringing this development over the finish line."

Lewisboro Commons complements Gov. Hochul's $25 billion comprehensive Housing Plan that will create or preserve 100,000 affordable homes across New York, including 10,000 with support services for vulnerable populations, plus the electrification of an additional 50,000 homes, officials said.

Constructed on vacant land off a main thoroughfare in Westchester County, Lewisboro Commons is approximately a mile from a shopping center and the Goldens Bridge Metro North train station, which provides direct access to multiple areas of employment including White Plains and New York City. A shuttle offers daily service in the morning and evenings to the train station, and scheduled trips to shopping and medical facilities, officials said.

All apartments are affordable to households earning at or below 60 percent of the Area Median Income (AMI). There are 10 one-bedroom, 22 two-bedroom, and 10 three-bedroom apartments. Additional residential amenities include a community room, wellness rooms, a sports court, a children's play area, and walking trails.

Lewisboro Commons was designed to meet the New York State Energy Research and Development Authority's (NYSERDA's) Low Rise Residential Construction Program and includes Energy Star or equivalent appliances, heating and air conditioning equipment, and lighting. Lewisboro Commons was also certified by the U.S. Green Building Council under LEED for Homes Gold. The development team consists of the Housing Action Council and Wilder Balter Partners, Inc., officials said.

State financing for Lewisboro Commons includes $9.8 million in federal Low Income Housing Tax Credits and an additional $4.2 million in subsidy from New York State Homes and Community Renewal (HCR). NYSERDA is providing $42,000 in support, officials added.

Comments

Officials said that Westchester County provided $2.3 million through the New Homes Land Acquisition Program and $1.1 million from the HOME program. The Community Preservation Corporation (CPC) is providing a $3.7 million SONYMA-insured permanent loan through its partnership with NYCRS.

Doreen Harris, president and Chief Executive Officer of NYSERDA, said: "Advancing climate-resilient and affordable housing like Lewisboro Commons is a key component of New York's comprehensive approach to reducing greenhouse gas emissions from buildings statewide and achieving Gov. Hochul's goal to develop two million climate friendly homes by 2030. NYSERDA is proud to support projects that demonstrate how effective design and use of energy-efficient appliances, high-performance equipment and materials can provide healthy living spaces and cut energy costs for residents."

New York State Sen. Peter Harckham said: "Lewisboro Commons is a great example of what we can accomplish when we come together to make affordable housing a reality in the Hudson Valley and a showcase for the quality affordable housing created by Wilder Balter. These apartments will be homes to families of moderate incomes who provide essential services to our communities. In addition, these apartments are environmentally friendly and easily accessible to public transportation."

New York State Assembly Member Chris Burdick said: "Congratulations to Wilder Balter Partners for completing Lewisboro Commons with its 42 affordable apartments off of Route 22. The accomplishment took tremendous persistence and determination and serves as an outstanding example of just what can be done to address our housing needs. I›ve had the pleasure of touring the Commons and it is a well-built and beautiful addition to the town. Kudos to former Supervisor Peter Parsons and the entire Town Board for seeing this project to fruition."

Town of Lewisboro Supervisor Tony Gonçalves said: "Lewisboro Commons is a welcome addition to the town of Lewisboro and the Goldens Bridge hamlet. We have provided the ability for 42 families to enjoy all that Lewisboro has to offer. I am proud of this accomplishment as it is another example of the positive progress toward community building which is being experienced in Lewisboro. Not to be forgotten were the contributions by the various town offices that helped turn this into a reality, including our Housing Committee, Planning Board and Town Board. I would also like to thank Wilder Balter for the quality work and the energy efficiency features which are part of this project."

New York City Comptroller Brad Lander said: "Access to high-quality and truly affordable housing is a critical need across New York State. I am grateful to our partners who have invested in this project and the work of Homes and Community Renewal on today's announcement that will directly benefit New Yorkers and increase our limited affordable housing supply."

An Important Effort

William Balter, president, Wilder Balter Partners, said: "WBP Development is proud of the collaboration between New York State, Westchester County and the Town of Lewisboro to bring much-needed affordable homes for families in northern Westchester that can benefit from a high-performing school district and in close proximity to major employment centers. WBP is also pleased to recognize the NYS climate goals by designing to the NYSERDA and LEED for Homes Gold standards with all-electric HVAC and hot water systems."

Rose Noonan, executive director, Housing Action Council, said: "We are thrilled with the completion of Lewisboro Commons and particularly pleased to be a part of this public/private partnership. These homes offer quality affordable housing for families and individuals of modest means. Given the demand for this community, we hope to work on similar developments in Northern Westchester."

Doug Olcott, senior vice president and regional director, the Community Preservation Corporation (CPC), said: «Projects like Lewisboro Commons demonstrate the impact that mission-driven investments can have in meeting the unique housing needs of a community. This new energy efficient building will be a catalyst for bringing people together, providing stability to its tenants, and will serve as a critical resource of affordability for the Lewisboro community. My thanks to our longtime funding partners at NYCRS, to NYS HCR, to the Housing Action Council and to Wilder Balter, and all of the people who supported this important project."

Harrison Zoning and Planning Boards Approve New Mixed-Use Building on Halstead Avenue

WHITE PLAINS

A nearly 100-year-old retail and apartment building at 132 Halstead Avenue in Harrison will be replaced by a new, four-story mixed-use building that will add green space to the property, officials recently announced.

Steven Wrabel, a partner with the White Plains law firm of McCullough, Goldberger and Staudt, LLP, was integral in helping owner Maynooth Holdings LLC obtain approvals from the Harrison Zoning and Planning Boards to construct a new building on the property at the corner of Halstead Avenue and First Street, officials said.

Officials said that McCullough Goldberger and Staudt was able to aid the property owner in obtaining Site Plan approval from the Planning Board, as well as multiple area variances from the Zoning Board of Appeals to accommodate the new development.

Under the development plan, officials said in late June, the antiquated two-story building currently on the site will be demolished for the development of a new, four-story mixed-use building. The new development will include commercial space and parking on the first floor, and 12 luxury apartments with rooftop recreation space above. The redevelopment will improve environmental conditions as well, by reducing impervious coverage, utilizing green building elements, installing new stormwater mitigation improvements, and planting new landscaping around the site.

Wrabel said the project would be a significant improvement from the previous liquor store and outdated apartments.

"This is a terrific example of smart downtown redevelopment. This project will be a great addition to the neighborhood," Wrabel said.

McCullough, Goldberger and Staudt, LLP represents a diverse group of clients, officials said. McCullough Goldberger and Staudt (including its predecessor firm) has been an integral part of the Westchester community for more than 60 years, officials added.

The firm, officials said, offers a wide range of services in areas including land use, commercial and residential real estate, banking law, trusts and estates, municipal law, construction law and all types of litigation. Its clients include corporations, insurance companies, municipalities, co-op, condo and homeowners' associations, developers, golf and country clubs and not-for-profits, as well as individual property owners. Services are provided by 12 experienced attorneys, company officials said.

Building and Realty Institute (BRI) Members Named Among the Honorees On the Business Council of Westchester's (BCW's) 2023 "40 Under 40" Rising Stars List

WHITE PLAINS

On Sep. 13, the Business Council of Westchester's (BCW's) members and guests gathered at Million Air's hangar at the Westchester County Airport to honor 40 young business leaders who help, according to event officials, make Westchester County a vibrant and engaging business community.

Officials said the Rising Stars event celebrates individuals under the age of 40 who set lofty standards for success in their respective professions. The tribute is modeled after the national business recognition program "Forty under Forty," and the Rising Stars program is unique in that the winners represent all that's great in Westchester. And, officials added, the winners come from diverse backgrounds and fields.

BRI members who were honored this year include:

Andrew Attara of the Cappelli Organization
Bryan Houlihan of Houlihan Parnes Realtors, LLC
Shannon Lamberti of Robison Oil
Becky Nova of Lady Landlords

BRI officials said that, on behalf of the membership of the organization, the association congratulates its members who represent not only the BRI, but the future of Westchester, as well.

Looking Back at the 2022-2026 Building and Realty Institute (BRI) Collective Bargaining Agreement with Local 32-BJ SEIU, Continued from p. 1

comparison purposes, those contracts were negotiated in 2023 and had nothing to do with the building and realty industry. So, accordingly, how did we compare to others in similar situations?

Local Comparisons

Closer to home, the Realty Advisory Board (RAB), which covers residential buildings in Manhattan, negotiated a new agreement with Local 32-BJ in 2022 that called for wage increases of 12.6 percent over four years, plus a $3,000 signing bonus. The Bronx Realty Advisory Board (BRAB) came to an agreement with Local 32-BJ in March of 2023 that called for a 12.68 percent increase in wages over four years.

Did we have to give huge increases to benefit funds to keep wage increases in check? We kept health coverage increases to 2.5 percent, 3.0 percent and 3.0 percent in the first three years of the contract. Pension contributions were kept to an average of 2.48 percent for each year of the contract. There were no increases to the profit-sharing fund, and zero percent increases for the Legal Fund and Training Fund.

Not only did we keep overall costs below four percent per year (and remember we were negotiating this contract at a time when inflation was well over eight percent), but we achieved some very important language goals that we had. We negotiated no increases in sick days, no increase in holidays, and no increase in vacation days.

In addition, while all the recent labor agreements are attacking part-time work, or temporary workers, the BRI was able to maintain an eight-month period where employers can hire temporary workers without paying any benefits.

So, how did we do? We did very well!

We must acknowledge the work of the BRI's Negotiating Committee Members and the BRI staff for all the support they provided during the negotiations. Without them this would not have happened. The members of the 2022 Negotiating Committee of the BRI were:

- Advisory Council of Managing Agents (ACMA) of the BRI – David Amster, Negotiating Committee Chair; Joe Rodriguez; and Jeff Stillman.
- Apartment Owners Advisory Council (AOAC) of the BRI - Lisa DeRosa, Brian McCarthy and Theresa Pena.
- Cooperative and Condominium Advisory Council (CCAC) of the BRI - Clementine Carbo; John DiGiovanni; and Theresa Granza.
- BRI Staff Members Who Worked with The Negotiating Committee – Tim Foley, Chief Executive Officer; Jeff Hanley, Associate Executive Director; and Margie Telesco, Office Manager.

Carl Finger, Esq., Finger and Finger, A Professional Corporation, worked with Persanis and the BRI's Negotiating Committee during the negotiations, BRI officials said. Finger and Finger is Chief Counsel to the BRI.

Editor's Note: Matthew Persanis, Esq., is a principal of Elefante and Persanis, LLP. The firm is based in Eastchester. Persanis is the Labor Counsel to the BRI. He also serves as the Lead Negotiator for the BRI in its Labor Contract Negotiations with Local 32-BJ SEIU.

REPORT:

Westchester County's Commercial Market Continues to Show Varied Results

RYE BROOK

The Westchester County commercial market continues to show mixed results with multifamily and industrial/flex markets performing well while the office sector continues to struggle and retail leasing weakens, according to the Houlihan Lawrence Quarter Three Commercial Market Report.

"Commercial real estate assets have been at the eye of the interest rate storm for many months now. The increase in interest rates across maturities, a deeply inverted yield curve and, most recently, a rapid rise in the yield of long dated bonds, are not constructive for commercial real estate valuations," said Garry Klein, managing director of Houlihan Lawrence's Commercial Division

Klein added: "Volatility in interest rates makes it very difficult to anchor real estate valuations. Further, transactions have declined meaningfully across property types, obscuring price discovery. Costar reports that 2023 is on track for the lowest transaction year since 2013. Westchester's transaction volume is also trending at very low levels and determining asset valuation has become increasingly difficult for office and retail properties. Industrial and very small multifamily have a bid if priced at or below replacement value."

Here are the highlights of the report:

Multifamily Residential – Stable And Performing Well

Multifamily residential assets in Westchester have enjoyed a multiyear period of strong fundamentals that continues, the report said.

Over the last several years, vacancies have hovered around 4 percent and effective rents have increased - on a year over year basis - in most quarters over the last three years. Rock solid fundamentals have helped the market to absorb close to 1,500 new units delivered in the last three quarters and 6,400 new units delivered over the last three years, the report added.

Prior to the Pandemic, households focused on walkability to work, play and transportation. Convenience and proximity to urbanity was a priority. The pandemic forced a refocusing of priorities among households. Convenience has been re-defined. Comfort and enough space to work from home, access to open air, nature, and opportunities to improve one's well-being have been prioritized. Westchester multifamily buildings fall in the sweet spot of households' objectives by offering tenants convenience - and many times walkability, as well - plus better value per square foot. Easy access to great infrastructure, health care, wellness, and recreation, such as affordable day trips to national parks and other nature friendly entertainment possibilities, are highly sought-after attributes that enhance the attractiveness of multifamily assets in Westchester, according to the report.

Office Properties - Challenged Across The Country

The report said that Westchester office buildings continue to face unfavorable trends and vacancies are at the highest level over the last three years. Leasing volumes were half of the average activity over the same period (three years). During the third quarter, Costar reported a large sublet deal that moved the average lease rates positively.

Office buildings, in Westchester and across the country, the report said, are facing evolving demands from tenants. A stream of departures plagues older buildings as companies favor newer buildings with amenities and convenient parking. In addition, to cope with labor scarcity, many companies have assembled remote workforces that utilize office space only for brief periods, thus reducing their office space needs. Amenities in office premises are now recognized as being an important recruiting and retention tool.

Overall, corporations are shrinking their footprint but upgrading the fit and finish of the office space they keep. Lease expirations offer companies an opportunity to negotiate tenant improvement incentives from their current landlord or move to another building with a superior offering, the report added.

Retail Properties Face Weakening Leasing Trends

Following a temporary improvement in retail space supply demand in Westchester, fundamentals have again weakened, and leasing trends have disappointed, the study said.

Retail space demand in Westchester has been driven by food, beauty, and wellness concepts - including medical. This relatively narrow group of tenants is looking for visible, well-located properties that offer parking convenience. Many are new businesses that have yet to prove their concept's success. National and regional brands continue to search in Westchester but are price- sensitive as they have experience and understand the cost of opening a new location and the ramp-up period required to achieve store profitability.

During Quarter Three, 2023, the study said, space was vacated, and availability increased in Westchester retail space. Leasing activity was very slow - only a third of average leasing volume over the last three years. Price weakened and it is now down 2 percent year to date and 3 percent from a year ago (12 months).

Industrial Assets Remain Resilient

The report said that, in sharp contrast to other property segments, Westchester industrial continues to enjoy strong demand. The consumer's permanent adoption of shopping habits acquired during the Pandemic has underpinned an insatiable demand for industrial space in Westchester. In addition, many small industrial businesses that serve the needs of consumers and other businesses in Westchester need to find a domicile in proximity to their clients. This becomes increasingly harder as new zoning regulations have encouraged other uses to take over areas that had traditionally served industrial businesses in Westchester. Supply-demand for industrial space has been strong over the last two quarters, occupancy has increased, and rents are on the upswing – 7 percent in the most recent quarter.

While price action in this most recent quarter was probably driven by a large lease transaction of a state-of-the-art facility, the message is that Westchester's industrial sector continues to show remarkable strength, the report added.

Investment Transactions Decline

Commercial real estate markets, the report said, have been in recession, even if the overall economy is not. The Federal Reserve efforts to control inflation by aggressively increasing interest rates has had a detrimental effect in commercial investment activity. In an environment where asset valuations are unclear, debt financing is scarce and more costly as compared to recent history, sale transactions have collapsed. However, the median price per square foot remained stable during the quarter. The market is beginning to see new offerings for sale, for now concentrated on office properties. The report said industry representatives expect investor opportunities to emerge in earnest toward mid-2024, or when inflation trends stabilize, and investors can more confidently assess costs of improvement and future cash flows for investment properties that become available.

Houlihan Lawrence is the leading real estate brokerage serving New York City's northern suburbs, company officials said. Founded in Bronxville in 1888, the company is deeply committed to technological innovation and the finest client service, officials added.

Officials said the company has 32 offices and 1,450-plus agents serving Westchester, Putnam, Dutchess, Columbia, Ulster and Orange counties in New York and Fairfield County in Connecticut.

INDUSTRY STUDY:

Rising Mortgage Rates and Home Prices Have Put a Damper on Housing Affordability

WASHINGTON, D.C.

Rising home prices and interest rates coupled with elevated construction costs, low existing inventory and solid demand resulted in a significant decline in housing affordability across the U.S. during the second quarter.

According to the National Association of Home Builders (NAHB)/Wells Fargo Housing Opportunity Index (HOI), 40.5 percent of new and existing homes sold between the beginning of April and the end of June were affordable to families earning the U.S. median income of $96,300. The figure is down from 45.6 percent posted in the first quarter of this year, and the second-lowest reading since NAHB began tracking affordability on a consistent basis in 2012.

As another reminder of ongoing housing affordability challenges, the second quarter 2023 HOI reading remains lower than the second quarter 2022 score of 42.8 percent, NAHB officials said.

"While builders continue to face a number of affordability challenges, including a shortage of distribution transformers, elevated construction costs and a lack of skilled workers, they remain cautiously optimistic about market conditions," said NAHB Chair Alicia Huey, a custom home builder and developer from Birmingham, Ala.

Huey added: "A lack of existing inventory is fueling demand for new construction, and mortgage rates are expected to stabilize in the weeks and months ahead as the Federal Reserve nears the end of its tightening cycle."

"Rising mortgage rates in 2023 that peaked near seven percent recently have been a major factor in declining affordability conditions," said NAHB Chief Economist Robert Dietz. "Given the Fed's limited ability to address rising construction costs, the best way to satisfy unmet demand and ease the nation's housing affordability crisis is to enact policies that will allow builders to construct more homes."

The HOI shows that the national median home price increased to $388,000 in the second quarter, up from $365,000 in the previous quarter. Meanwhile, average mortgage rates were 6.59 percent in the second quarter, up from 6.46 percent in the first quarter.

The Most and Least Affordable Markets in the Second Quarter

Lansing-East Lansing, Mich., was the nation's most affordable major housing market, defined as a metro with a population of at least 500,000. There, 84 percent of all new and existing homes sold in the second quarter were affordable to families earning the area's median income of $97,800, the index said.

The Top Five Affordable Major Housing Markets:

Lansing-East Lansing, Mich.
Scranton-Wilkes-Barre, Pa.
Harrisburg-Carlisle, Pa.
Indianapolis-Carmel-Anderson, Ind.
Pittsburgh, Pa.

Meanwhile, Cumberland, Md.-W.Va. was rated the nation's most affordable small market, with 95.5 percent of homes sold in the second quarter being affordable to families earning the median income of $89,900, according to the index.

The Top Five Affordable Small Housing Markets:

Cumberland, Md.-W.Va.
Bay City, Mich.
Elmira, N.Y.
Davenport-Moline-Rock Island, Iowa-Ill.
Utica-Rome, N.Y.

For the 11th straight quarter, Los Angeles-Long Beach-Glendale, Calif. remained the nation's least affordable major housing market. There, just 3.2 percent of the homes sold during the second quarter were affordable to families earning the area's median income of $97,500, the index said.

The Top Five Least Affordable Major Housing Markets - All Located In California:

Los Angeles-Long Beach-Glendale
Anaheim-Santa Ana-Irvine
San Diego-Chula Vista-Carlsbad
Oxnard-Thousand Oaks-Ventura
San Francisco-San Mateo-Redwood City

The top five least affordable small housing markets, the index said, were also in the Golden State. Tied at the very bottom of the affordability chart were Salinas, Calif., and San Luis Obispo-Paso Robles, Calif., where 6.5 percent of all new and existing homes sold in the second quarter were affordable to families earning the area median income of $100,400 in Salinas and $113,100 in San Luis-Obispo-Paso Robles.

The Top Five Least Affordable Small Housing Markets - All located in California:

Salinas
San Luis Obispo-Paso Robles
Santa Maria-Santa Barbara
Napa
Merced

Further information can be obtained by visiting nahb.org/hoi, NAHB officials said.

Westchester County IDA Votes Final Approval of Incentives for Adaptive Reuse of Manufacturing Facility into a Multifamily Building in White Plains

WHITE PLAINS

The Westchester County Industrial Development Agency (IDA) voted at its Jul. 27 meeting final approval of financial incentives for Modera White Plains, an $89.2 million adaptive reuse of a vacant light manufacturing facility into a 189-unit multifamily rental building, officials recently announced.

Westchester County Executive George Latimer said: "Modera White Plains is an example of how former commercial properties are being repurposed into attractive multifamily communities in our growing urban centers. We applaud these innovative developments that are adding to the vitality of the county's economy."

"The financial incentives provided to this exciting development will create new construction jobs, as well as hundreds of new apartments, including affordable units. With its many amenities, Modera White Plains will be an appealing addition to the city's residential market," said IDA Chair Joan McDonald.

Located at 39 Westmoreland Avenue, Modera White Plains will feature a mix of 66 studios, 68 one-bedroom units, 50 two-bedroom units and five three-bedroom units. A total of 23 affordable units (eight studios, eight one-bedroom units, six two-bedroom units, and one three-bedroom unit) will be provided at or below 80 percent of the Area Median Income (AMI), officials said.

Officials added that amenities will include a large gym; a recreational garden, a business center, electric vehicle charging stations; a pet spa, grilling stations; a lounge and a roof deck. There will also be a pocket park for community use.

Project developer Mill Creek Residential Trust is receiving a sales tax exemption of $2,839,040 and a mortgage recording tax exemption of $595,776. It is also negotiating a PILOT agreement with the City of White Plains. The project is estimated to create 56 construction jobs, officials said.

Large Metro Markets Across the U.S. Show Biggest Slowdown in Single-Family Construction, Building Industry Analysis Cites

WASHINGTON, D.C.

Rising mortgage rates and elevated construction costs have taken a toll on the pace of single-family construction in markets across the U.S., with the slowdown most pronounced in large metro areas, a building industry report recently said.

Multifamily market growth also fell in most areas of the country, according to the latest findings from the National Association of Home Builders (NAHB) Home Building Geography Index (HBGI) for the second quarter of 2023. The index was released on Sep.5.

"While the pace of single-family construction posted a year-to-year decline in all the small and large geographic markets measured by the HBGI between the second quarter of 2022 and 2023, we expect these levels have bottomed out," said NAHB Chair Alicia Huey, a custom home builder and developer from Birmingham, Ala. "Single-family production should register growth in the months ahead as the Federal Reserve nears the end of its tightening cycle and mortgage rates begin to stabilize."

"The latest HBGI data continue to show a changing geography for home construction," said NAHB Chief Economist Robert Dietz. "Multifamily and single-family construction have shifted to lower-density markets, with market share gains for those types of markets. This is especially true for apartment construction, which has seen a segment share decline for large metro areas as development shifts to the suburbs and exurbs."

The HBGI is a quarterly measurement of building conditions across the country and uses county-level information about single- and multifamily permits to gauge housing construction growth in various urban and rural geographies, the index said.

The lowest single-family year-over-year growth rates in the second quarter of 2023, the index said, occurred in large metro core counties, which posted a 24.8 percent decline. All large and small metro areas also had double-digit negative growth rates, while rural markets (defined as micro counties and non-metro counties) recorded negative growth rates in the single digits.

As single-family building levels have declined, the most pronounced drop-off has been in the combined market share of large metro areas (defined as core, suburban outlying). The total market share for these areas is 49.8 percent - a data series low - after falling for seven consecutive quarters prior to remaining unchanged from the first quarter of 2023, according to the index.

Breaking down the seven metro and county areas, the second quarter HBGI shows the following market shares in single-family home building:

15.8 percent in large metro core counties
24.6 percent in large metro suburban counties
9.4 percent in large metro outlying counties
28.5 percent in small metro core counties
9.9 percent in small metro outlying areas
7.2 percent in micro counties
4.5 percent in non-metro/micro counties

In the multifamily sector, only three markets had positive growth rates in the second quarter of 2023:

26.6 percent in non-metro/micro counties
15.9 percent in large metro outlying counties
3.1 percent in micro counties

Meanwhile, the index added, large metro core counties posted the lowest multifamily production growth rate of any market at -10.6 percent. This marks the third consecutive quarter where this geographic area registered the lowest growth rate.

In terms of market share in the multifamily arena, the large metro core counties fell from 42.2 percent in the first quarter of 2020 before the pandemic hit to 37.4 percent in the second quarter of 2023, the index said.

More information on the HBGI can be obtained at nahb.org/hbgi, NAHB officials said.

Yonkers IDA Votes Final and Preliminary Approvals of Financial Incentives for Residential Developments

YONKERS

The Yonkers Industrial Development Agency (YIDA) has voted final and preliminary approvals of financial incentives for residential projects representing a total private investment of $22.4 million, officials recently announced.

The developments, officials added, are projected to create 35 construction jobs and represent more than 170 apartments, including affordable housing for low-income seniors.

The following projects received final and preliminary approvals at the YIDA's Jul. 27 meeting:

Monastery Manor Senior Apartments

Located at 2 Father Finian Sullivan Drive in Yonkers, Monastery Manor is an existing $17 million residential development featuring 147 one-bedroom apartments for seniors 62 years and older of limited income.

The building includes an enhanced security system with video monitoring, an updated elevator cab, a laundry room, parking on-site, a community room, a library and a seasonal community garden. The applicant, Monastery Manor Associates, received final approval of a mortgage recording tax exemption of $255,000. The applicant received a seven-year extension on its existing PILOT agreement which allows the applicant to refinance the project and maintain it as affordable senior housing, according to officials.

155 Elliot Avenue Apartments

Applicant 155 Elliot LLC is requesting financial incentives for the development of a three-story residential building consisting of 24 rental housing units (10 studios, six one-bedroom, four two bedroom and four three-bedroom). The property currently consists of a vacant and overgrown lot and an abandoned synagogue.

Officials said the $5.4 million project, which was nearing completion last summer, will replace an eyesore while adding much-needed new housing in a corridor that has seen little or no development.

The property is being developed in a way to preserve the exterior facade of the historical building. All apartments will be ADA compliant and have an elevator in the building. The developer is requesting a mortgage recording tax exemption of $67,500, officials added.

A Coalition of Housing Providers and Lending Associations Warns FHFA About the Many Negatives of Rent Control, Continued from p. 4

officials said the coalition strongly urges the agency to expand programs that increase the supply of housing, lower housing costs and enhance housing equity and availability.

The coalition is composed of:

- American Seniors Housing Association
- Council for Affordable and Rural Housing
- Commercial Real Estate Finance Council
- Institute of Real Estate Management (IREM)
- Leading Builders of America
- Manufactured Housing Institute
- Mortgage Bankers Association
- NAIOP, the Commercial Real Estate Development Association
- National Apartment Association
- National Association of Home Builders (NAHB)
- Nareit
- National Association of Realtors (NAR)
- National Association of Residential Property Managers
- National Housing Conference
- National Housing and Rehabilitation Association
- National Leased Housing Association
- National Multifamily Housing Council
- The Real Estate Roundtable

The Building and Realty Institute (BRI) Starts Its Fall Meetings

ARMONK

The meetings and networking events of the Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI) resumed during September.

The Suppliers and Service Providers Advisory Council (SSPAC) of the BRI held its Membership Meeting on Sep. 7 at the Smokehouse Tailgate Grill in New Rochelle. "Cash Management: How It Affects Profitability" was the topic of the meeting. Antony Pili, senior vice president and cash management director of Orange Bank and Trust Company, was the speaker at the event. A total of 37 SSPAC and BRI members attended the program, BRI officials said.

"The Systems Approach to Designing a House: The Science Behind Residential Design" was the topic of the BRI's General Membership Meeting of Sep. 21 at Mulino's at Lake Isle Country Club in Eastchester. Lucas J. Hamilton, manager, applied building science Saint-Gobain, North America, building science specialist, was the guest speaker. BRI officials said that more than 95 members of the building, realty and construction industries attended the meeting.

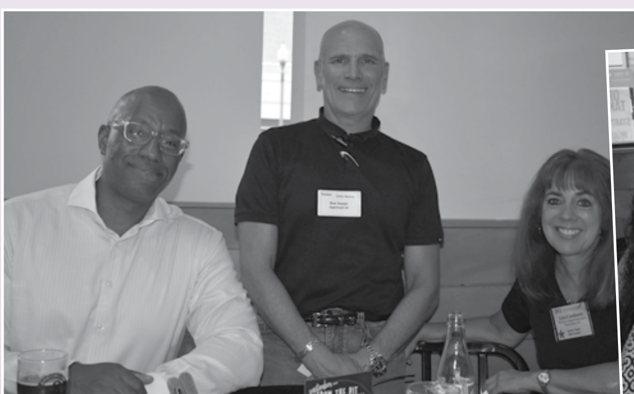
Photos from the events are below.

The BRI is a building, realty and construction industry membership organization. The association, based in Armonk, has more than 1,800 members in 14 counties of New York State. Those members are involved in virtually every area of the building, realty and construction sectors, BRI officials said.

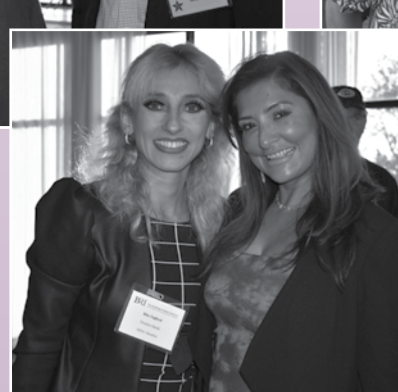
BRI officials added that the dates of BRI events can be found at buildersinstitute.org through the site's Events Link.

An IMPACT Staff Report. Photos by Anika Nahar

The Sep. 7 Membership Meeting of SSPAC



The Sep. 21 General Membership Meeting of the BRI



REALTY STUDY:

Home Sales in Markets North of New York City Continued to Experience Sales Declines in the Third Quarter

RYE BROOK – Faced with continued record low inventory, both home sales and pending contracts in markets north of New York City experienced declines in the third quarter, according to the Houlihan Lawrence Westchester-Putnam-Dutchess Quarter Three (Q3) Market Report released on Oct. 11.

According to the Q3 report, home sales in Westchester, Putnam and Dutchess counties were down 20 percent, 31 percent and 21 percent, respectively while median sale prices in the three counties showed modest gains.

The report noted that there is intense buyer competition in most price categories. Homes spent the lowest amount of time on the market in years, attributed to ready, willing, and able buyers and a large percentage of cash purchases.

"In certain markets, the number of top-price tier listings is beginning to increase, affording more variety for buyers. While the demand might suggest otherwise, buyers remain discerning. Accurate pricing remains critical as overly inflated prices can cause homes to be overlooked and seller disappointment," said Houlihan Lawrence President and Chief Executive Officer Liz Nunan.

"We anticipate buyer demand to continue with our markets offering so much, from housing to recreation, culture, and more. It remains an opportune time to sell north of New York City. We are grateful to our clients and communities for continuing to choose Houlihan Lawrence year after year," Nunan added.

Q3 2023 MARKETS AT A GLANCE (Q3 2023 vs Q3 2022)

WESTCHESTER COUNTY
Homes Sold: Down 20.2 percent
Median Sale Price: Up 6.7 percent

New York City Gateway
(Mount Vernon, New Rochelle, Pelham, and Yonkers)
Homes Sold: Down 23 percent
Median Sale Price: Up 7 percent

Lower Westchester
(Bronxville, Eastchester, Edgemont, Scarsdale, and Tuckahoe)
Homes Sold: Down 15 percent
Median Sale Price: Down 4 percent

Rivertowns
(Ardsley, Dobbs Ferry, Hastings, Mount Pleasant, Pleasantville, Tarrytown, Briarcliff Manor, Elmsford, Irvington Ossining, and Pocantico Hills)
Homes Sold: Down 13 percent
Median Sale Price: Up 5 percent

Greater White Plains
(Greenburgh, Valhalla and White Plains)
Homes Sold: Down 31 percent
Median Sale Price: Up 15 percent

Sound Shore
(Blind Brook, Harrison, Mamaroneck, Port Chester, Rye City and Rye Neck)
Homes Sold: Down 24 percent
Median Sale Price: Up 2 percent

Northern Westchester
(Bedford, Byram Hills, Chappaqua, Katonah-Lewisboro, North Salem and Somers)
Homes Sold: Down 14 percent
Median Sale Price: Up 7 percent

Continued on p. 12

Birchwood Commons Contracts Mid Hudson Construction Management to Construct LaGrange Multifamily Development

POUGHKEEPSIE

Birchwood Commons, LaGrange's newest multifamily development, with contractors Mid Hudson Construction Management (MHCM), recently announced the beginning of leasing efforts for the development.

Named as a nod to the property's surrounding grove of birch trees, Birchwood Commons' four buildings - the Jackson, Hudson, Taconic, and Admiral - each host five two-story walkup apartments, each containing two-bedroom and two-and-a-half-bath units. At over 1,250 square feet per unit, each of Birchwood Commons' 20 residences will feature high-end finishes and open floor plans, officials said.

"With this project, the developers sought to combine the charm of a small town with easy access to urban amenities, providing commuting options to neighboring towns and cities as well as access to the beauty of Dutchess County and beyond," said Scott Travis, chief operating officer of MHCM. "There's a need for all kinds of housing in Dutchess County right now, and filling this need helps to enhance the economic well-being of the communities we build in by bringing in new patrons to local businesses. We're proud to be a small part of that positive cycle."

Officials said pre-leasing began with residences starting at $2,750.

The first floor of each unit features an open floor plan and is finished with stainless steel appliances and quartz countertops, as well as a built-in microwave, integrated trash pullout, and tall pantries. The second-floor bedrooms each contain walk-in closets and ensuite bathrooms featuring built-in bookshelves, and other essential amenities like washers and dryers. Each of the 20 apartments also feature a private-covered outdoor patio and storage.

Located near access points to Route 82, Route 55 and the Taconic State Parkway, Birchwood Commons, officials said, is centrally located, approximately 10 miles from Poughkeepsie and 20 miles from Beacon.

MHCM is a Hudson Valley-based commercial construction company offering pre-construction services, value engineering, construction management, general contracting, and an in-house sitework division. MHCM also provides pre-engineered metal buildings and is an authorized builder of CECO Building Systems. Headquartered in Poughkeepsie, MHCM has earned its reputation over the last 20-plus years with successful projects such as Central Hudson, the East Fishkill Fire Training Center, Flory's Service, Hudson Valley Hospice, Old Hopewell Commons and Orange Theory Fitness, among others, company officials said.

Officials: 25 Maple in New Rochelle is More Than 95 Percent Leased in Less Than a Year

NEW ROCHELLE

The development team of LMXD, an affiliate of L+M Development Partners, and WBP Development has done it again with another highly successful luxury multifamily building in downtown New Rochelle, officials recently announced.

25 Maple, a boutique mid-rise residential rental building in the heart of downtown New Rochelle featuring 184 apartments with a host of indoor and outdoor amenities, is more than 95 percent leased less than a year after its debut. 25 Maple builds on the recent success of nearby Stella, an award-winning luxury residential tower with 380 apartments developed by LMXD and WBP Development that was fully leased in just 15 months, officials said.

Officials said the seven-story 25 Maple, which is just off Main Street, offers a mix of studio, one-bedroom and two-bedroom residences attractively priced from $2,250 per month. The residences feature large windows with solar window shades; lime-washed oak wide-plank flooring; in-home Electrolux washers/dryers; smart Dormakaba door locks and private terraces or balconies in select residences.

Designer kitchens feature a stainless-steel Frigidaire appliance package; high-end cabinetry; and quartz countertops. The porcelain tiled bathrooms offer natural oak cabinets; designer countertops; and Kohler fixtures in polished chrome, officials said.

Luxury amenities include attended-lobby, multiple lounge areas; co-working spaces; and a package room. The building's rooftop has a state-of-the-art fitness center with adjacent outdoor sunbathing; yoga areas; a resident lounge with bar, entertainment space, pantry and views of Long Island Sound. There is also a game room with a pool table; a large screen TV and a business center with co-working space, officials added.

Officials cited that residents of 25 Maple enjoy a host of outdoor amenities, including a landscaped rooftop deck with BBQs; a bar and dining area with views of the Long Island Sound and the Manhattan skyline. There is also a lushly-landscaped outdoor plaza and roof-top dog park. Electric car charging stations are available in the indoor parking garage.

The success of 25 Maple comes as no surprise to residents who live there, officials said. Nick Busa and Shola Reis recently moved from Long Island City to a two-bedroom apartment at 25 Maple.

"We've been here since April and couldn't be happier. New Rochelle is full of friendly people from all walks of life. There's a level of civility here that is hard to come by," said Busa. "The neighborhood is wonderful to walk through, especially down to the waterside parks. Everything one would need is a short walk, bike, or car ride away. You can't beat it! After 30 years in New York City, we have no regrets."

Charles McFarlane downsized from a single-family home in Yorktown to a one-bedroom apartment at 25 Maple. He chose 25 Maple so he could be close to his three grandkids who live in New Rochelle, officials said.

"It's great because I get to see them more frequently," he said. "My apartment has everything I need. And the staff here is excellent. This has more amenities and activity than where I used to live. Here you have nice restaurants, easy access to grocery stores, coffee shops and everything else you need. Put it all together and this proved to be a great move for me."

Officials said that 25 Maple is conveniently located in the heart of downtown New Rochelle, near restaurants, shops and the Metro-North and Amtrak station which offers a 35-minute commute to Grand Central Terminal. 25 Maple was designed by the architectural firm of Beyer Blinder Belle. The firm also designed Stella, which won the Westchester Home 2023 Builders Award as the Best Luxury Multifamily Development.

Third-Quarter Realty Report: High Interest Rates, Low Inventory Dampened Buyer Demand and Were the Chief Causes in Significant Declines in Sales Transactions

WHITE PLAINS

The combination of high interest rates and low inventory dampened buyer demand and were the chief causes in significant declines in sales transactions during the third quarter of 2023 throughout the Hudson Gateway Association of Realtors (HGAR) market area, association officials said in an Oct. 16 report.

The HGAR market area, the report said, includes Westchester, Rockland, Putnam, Orange, Sullivan and Bronx counties.

In its 2023 Third Quarter Real Estate Sales Report, based on data provided by OneKey Multiple Listing Service (MLS), HGAR said that the median sale price of a single-family home increased modestly in all of its market areas, with the exception of the Bronx, which posted a small decline in sales price.

The report said that, overall, for-sale residential inventory was down in all markets, with Sullivan County registering the smallest decline in inventory. Realtors are hopeful that with expected lower interest rates in 2024, more homeowners will be prompted to put their homes on the market for sale in the early part of next year, propping up inventory and purchase options for prospective homebuyers, the report added.

In the third quarter, overall residential sales, as compared to the third quarter of 2022, fell 20.8 percent in Westchester County; 33.8 percent in Putnam County; 22.6 percent in Orange County; 25.3 percent in Rockland County; 26 percent in Sullivan County; and 23.7 percent in the Bronx, according to the report.

Year-to-date through Sep. 30, 2023, the report added, overall sales have fallen sharply in all markets as compared to a healthier market through the first three quarters of 2022. Westchester sales were down 25.9 percent; Putnam sales were down 28.8 percent; Orange County's overall sales numbers declined 25.8 percent; Rockland County sales were down 27.3 percent; Sullivan County sales have fallen 28.1 percent and home sales have declined 22.2 percent in the Bronx.

The report said while home prices have stabilized in some sections of the U.S., the lack of inventory continues to put upward pressure on prices in the HGAR market area. The median sale price of a single-family home in the third quarter increased 6.3 percent to $925,000 in Westchester County; 1 percent in Putnam County to $510,000; 7.1 percent in Orange County to $450,000; 4.5 percent in Rockland County to $690,000 and 7.3 percent in Sullivan County to $299,500. The median sale price of a single-family home in the Bronx fell 2.8 percent in the third quarter to $612,500, the report added.

On the Sidelines

The prolonged, high interest-rate environment, according to the report, has kept many possible home sellers on the sidelines. The 30-year fixed mortgage rate was at 7.67 percent for the week ended Oct. 6, according to the Mortgage Bankers Association - the highest level since 2000 and 40 basis points higher than a month ago. Inventory levels in every market took a turn for the worse, posting overall residential declines (year-to-date) of 31.8 percent in Westchester; 26.9 percent in Putnam; 18.6 percent in Orange; 26.9 percent in Rockland; 6.4 percent in Sullivan and 26.1 percent in the Bronx, the report said.

HGAR members, the study said, report that despite the slowdown in demand, there continues to be intense competition among buyers in all

Continued on p. 11

Local Development Corp. Issues Its Final Approval on Financing for the Construction of a New Patient Care Tower at Westchester Medical Center

WHITE PLAINS

Westchester County's Local Development Corporation (LDC) voted on Aug. 23 final approval of $195 million in tax-exempt bond financing for the development of a new 162,626-square-foot Patient Care Tower on the campus of the Westchester Medical Center in Valhalla.

"Today's historic approval by the Local Development Corporation is yet another example of how we are working with our not-for-profit community in securing tax-exempt bond financing benefits that are provided at no cost or risk to the taxpayers of Westchester County. This magnificent new project will further enhance our county's world-class healthcare sector while providing a boost to our region's economy," said Westchester County Executive George Latimer.

"The Local Development Corporation is very pleased to approve the bond financing for this very important healthcare development at the Westchester Medical Center campus. As a result, nearly 900 construction jobs and new full-time jobs will be created and the county will receive more than $3.5 million in total economic benefits," said Local Development Corporation Chair Joan McDonald.

"The LDC has a clear vision for the future of Westchester County, and we're happy that vision includes projects such as the Patient Care Tower," said Michael D. Israel, president and chief executive officer, Westchester Medical Center Health Network (WMCHealth). "The Patient Care Tower on the Westchester Medical Center campus will be the Hudson Valley's hub of critical care medicine as it will bring together critical care and medical-surgical specialties in one location, enabling Westchester Medical Center to convert to all private inpatient rooms across the rest of the campus. Additionally, the Patient Care Tower will advance our academic mission by giving medical residents and students a state-of-the-art facility in which to train."

According to a cost benefit analysis prepared for the LDC, the project would provide the county with total benefits of $3,531,780 over 30 years. The total benefits are comprised of $722,468 in sales tax revenue from construction; $2,528,062 of sales tax revenue from operations over 30 years; and $281,250 in fees to be collected by the LDC based on the bond proceeds. The project is also estimated to create more than 770 construction jobs and 127 new full-time jobs, officials added.

The $221.3 million Patient Care Tower project would feature a five-story, 128-bed structure with all of its inpatient rooms ICU-equipped and a patient-centric design with leading edge amenities that will create a soothing, healing environment. It will house vital services for WMCHealth patients and their families including trauma, neurosciences, cardiology and general surgery, officials said.

Officials added that The Local Development Corporation assists Westchester not-for-profit organizations in securing tax-exempt bond financing benefits. The benefits are provided at no cost or risk to the taxpayers of Westchester County. Since its inception in 2012, LDC has assisted not-for-profit organizations in securing tax-exempt bond financing totaling over $500 million, officials said.

Houlihan Lawrence Commercial Facilitates a Lease of 12,600 Square Feet of Office Space at 270 North Avenue

NEW ROCHELLE

Houlihan Lawrence Commercial, a division of Houlihan Lawrence, recently announced the brokering of a lease of 12,600 square feet of office space at 270 North Avenue in New Rochelle.

The landlord was represented by Mike Rackenberg, associate broker, with Houlihan Lawrence Commercial. The tenant was represented by Andy Grossman, associate broker, also with Houlihan Lawrence Commercial, officials said.

Officials said the space came fully-furnished and move-in ready. The tenant, New State Capital Partners, is relocating from Larchmont to New Rochelle. The tenant needed to more than double the size of its current space. The building includes parking and is located directly across from the Metro-North train station, which made it very appealing to the tenant, officials added.

Officials said that Houlihan Lawrence Commercial, a full-service division, specializes in Investment Opportunities; Office, Industrial and Retail Sales and Leasing; Land Acquisition and Development; and Municipal Approval Consultation. With local expertise in the markets north of New York City, the Commercial Group has a database of buyers and sellers throughout the country to effectively market commercial properties and opportunities on a national level, according to company officials.

Houlihan Lawrence, company officials said, is the leading real estate brokerage serving New York City's northern suburbs. Founded in Bronxville in 1888, the company, officials added, is deeply committed to technological innovation and the finest client service. The company has 30 offices and 1,450-plus agents serving Westchester, Putnam, Dutchess, Columbia, Ulster and Orange counties in New York and Fairfield County in Connecticut.

BRI Members and Allies Named Among the Top Business Leaders and Chief Executive Officers (CEO's) of Westchester

ARMONK

Tim Foley

Since Tim Foley began his position with the Building and Realty Institute (BRI) back in January of 2020, he has been working diligently to advocate for the interests of the region's building, realty and construction professionals, BRI officials recently said.

BRI officials added that Foley's efforts have been recognized throughout Westchester County as he was recently named one of the county's top business leaders and Chief Executive Officers (CEO's).

Westchester Magazine's 914Inc. publication released its annual list in early July of 2023 – which included the BRI's CEO and Executive Vice President Foley – alongside various talented industry leaders, nonprofit directors, and corporate executives who have embraced and fueled change, officials said.

"It is thanks to pioneers like Tim Foley that our county is evolving into a beacon of sleek, community-forward architecture," the magazine wrote.

While at the BRI, Foley has consistently focused on sustainability, smart growth, and expanding affordable housing. Prior to his work with the BRI, Foley served as Communications Director for New York State Assembly Member Amy Paulin and as the Political Director for the Committee of Interns and Residents/Service Employees International Union (SEIU) Healthcare Labor Union, officials said.

Members and allies of the BRI who also made the list were:

Martin Ginsburg of Ginsburg Development Companies, LLC

Daniel Singer of Robison Oil

Stacey Tompkins of Tompkins Excavating

Michael Gilfeather of Orange Bank and Trust Company

Jan Fisher of Nonprofit Westchester

Dr. Marsha Gordon of the Business Council of Westchester (BCW)

The selected list of leaders were honored at the 914Inc.Top CEO's and Business Leaders Golf Outing on Aug. 28 at Salem Golf Club in North Salem.

Remodeling Market Sentiment Across the U.S. Declines in the Third Quarter, Continued from p. 1

component measuring the backlog of remodeling jobs decreased by two points to 59.

"While there is still demand for remodeling, we are seeing some customers pull back a bit, especially for larger projects, due to higher prices and increased interest rates," said NAHB Remodelers Chair Alan Archuleta, a remodeler from Morristown, N.J.

"Although the RMI is down slightly, it remains in positive territory," said NAHB Chief Economist Robert Dietz. "The remodeling market, less impacted by interest rates, continues to outperform new construction, increasing from 31 percent of total residential construction in 2002 to 43 percent in the second quarter of 2023."

The full RMI tables can been seen by visiting nahb.org/rmi.

NAHB: A Lack of Resales Boosts New Home Sales in September, Continued from p. 3

for builders as well because of increased costs for financing construction loans."

"New home sales surged in September largely due to the low existing home inventory rate, as many homeowners with attractive mortgage rates are electing to stay put rather than purchase a move-up home with a much higher interest rate," said Danushka Nanayakkara-Skillington, NAHB's assistant vice president for forecasting and analysis. "To compensate for this high interest rate environment, more builders are building smaller homes, which has resulted in a decline in the median new home price."

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the September reading of 759,000 units is the number of homes that would sell if this pace continued for the next 12 months, the NAHB report said.

The NAHB report added that new single-family home inventory in September was 435,000, down 5.4 percent compared to a year ago. This represents a 6.9-months' supply at the current building pace. A measure near a 6 months'-supply is considered balanced. Completed, ready to occupy inventory is up 39.6 percent from a year ago. However, that inventory type remains just 17 percent of total new home inventory, the NAHB report said.

The median new home sale price in September, the NAHB report said, was $418,800, down 3.3 percent from last month, and down 12.3 percent compared to a year ago. Pricing is down due to both builder incentive use and a shift toward building slightly smaller homes.

Regionally, on a year-to-date basis, the report added that new home sales are up in all four regions: up 12.8 percent in the Northeast, 0.5 percent in the Midwest, 5.4 percent in the South and 2.5 percent in the West.

Housing Study:

The Arlington's Residences Are in High Demand, Officials Say

POUGHKEEPSIE

Building upon its early success, Arthur May Redevelopment Holdings, LLC (AMRH), an affiliate of Dutchess County-based PAZ Management, recently announced that its second building at The Arlington of Poughkeepsie, the Flats on Raymond, is ready for occupancy.

Located in the heart of Poughkeepsie's walkable Arlington Town Center, Phase 1 of The Arlington is a collection of 63 one- and two-bedroom rental residences split between the Flats on Raymond, a newly constructed building on Raymond Avenue, and the Lofts at the School, the repurposed, historic Arthur S. May School building, which welcomed tenants earlier this year, officials said.

Leasing agreements are actively being signed for both the Lofts at the School, which is now 90 percent occupied, and the Flats on Raymond. In total, nearly 60 percent of The Arlington's units are already under contract, officials added.

"Our community demonstrated a need for mindfully-designed, high-end residences with an emphasis on green energy and sustainability," said Jacob Reckess, president, PAZ Management. "It's exciting to see the neighborhood welcome The Arlington, to see the fast lease-up of our first wave of residences at the school, and to hear heartwarming feedback from current tenants. We are proud that our environmentally-conscious development is bringing more people and vibrancy to the charming Arlington Business District. As we debut the Flats on Raymond, we are thrilled to set the pace for another thoughtful addition to the area."

Financed by NY Green Bank, a division of the New York State Energy Research and Development Authority (NYSERDA), The Arlington, officials said, was designed as a green development, placing an emphasis on sustainability, resource efficiency and outdoor areas adorned with native plantings. It is one of only four NY Green Bank-funded energy efficiency transactions with projects in Dutchess County and one of six in the Mid-Hudson region. The property is in the process of obtaining a National Green Building Standard Certification and is carbon neutral ready, meaning the property has zero fossil fuels on site, officials added.

Officials said that all appliances are stainless steel and 100 percent electric and energy efficient according to Energy Star standards. Resources and construction materials have been carefully selected and no fossil fuels (oil and gas) are allowed onsite. Additionally, by installing high-pressure, low-volume water systems, The Arlington reduces water usage, while increasing water pressure and quality throughout the entire site.

The ownership's commitment, officials said, to its residents goes beyond its green development, as the family-led company took steps to ensure comfort and community-building for residents with this project. In addition to The Arlington's many planned amenities – including coworking spaces with private offices, a dog washing station and dog park, a game room, lounges with complimentary coffee and EV charging stations – the property boasts a smartphone-accessible security system, which allows tenants to review video footage and open their doors to trusted guests, even from afar.

Additionally, the walkable neighborhood the development is named for is a hub of arts, music and culture, giving The Arlington's residents access to restaurants, bars, cafes, museums, a weekly farmers' market and more, officials added.

Officials said that The Arlington has formed a partnership with the popular Poughkeepsie-based social fitness studio, FITSOCIAL, which will operate the on-site fitness center with top-of-the-line equipment. Resi-

Continued on p. 12

High Interest Rates, Low Inventory Dampened Buyer Demand and Were the Chief Causes in Significant Declines in Sales Transactions, Continued from p. 10

price categories, particularly for homes that are accurately priced.

Looking Ahead

The report said that area Realtors believe that the current sales environment will continue until the Federal Reserve Board provides more clarity on its interest rate strategy in battling inflation going forward.

National Association of Realtors (NAR) Chief Economist Lawrence Yun, during his Oct. 10 visit to the HGAR offices in White Plains, noted that NAR and the National Association of Home Builders (NAHB) recently sent a joint letter to the Federal Reserve requesting a pause in any further interest rate increases for a few months to see if the inflation rate will fall even further in reaction to past interest rate increases, the report noted.

Yun predicts, the report added, that come the spring of 2024, lending rates will be in the mid 6 percent area.

The report said that later, in reaction to a mostly positive inflation report issued on Oct. 12, Yun said: "Consumer prices are not fully compliant, though they have decelerated from last year. In September, inflation rose at 3.7 percent, the same as in the prior month but slower than 8.2 percent a year ago. The Federal Reserve's goal of raising the interest rates has been to bring inflation to near 2 percent."

Yun added: "We are not quite there yet, partly because gasoline prices have been moving up for four straight months, now up 3 percent from a year ago and up 68 percent from pre-COVID days. Despite many private sector data pointing toward softer rent growth, the official government measurement is still showing a fast increase. Rents rose 7.4 percent from a year ago. This is the main reason why consumer prices are not fully under control and why the Fed refuses to consider cutting interest rates. It is nonetheless inevitable for rent growth to slow because of the construction of multiple new apartments. Inflation and interest rates will be lower next year."

McCullough, Goldberger and Staudt Attorneys Selected As 2023 "Super Lawyers"

WHITE PLAINS

McCullough, Goldberger & Staudt, LLP (MGS) Managing Partner Seth M. Mandelbaum has been selected for the 2023 New York Metro Super Lawyer®s, recognizing him as one of the top attorneys in Land Use and Zoning, officials recently announced.

MGS Partner Steven Wrabel was also selected as a 2023 New York Metro Super Lawyers® Rising Star for his work in Land Use and Zoning, officials added.

"For the third year in a row our firm has been selected for this honor and we are extremely proud to be included among some of the top lawyers in the region on the New York Metro Super Lawyers list!" said Mandelbaum. "This honor is a reflection of the accomplishments of all the excellent attorneys and staff at MGS. Congratulations to Steve for his well-deserved selection once again as a Rising Star!"

Officials said that Super Lawyers®, a Thomson Reuters subsidiary, develops both the Super Lawyers® guide and the Rising Stars guide each year. The purpose of these guides is to help individuals in need of legal guidance connect with vetted attorneys. As such, the selection process is rigorous, involving a 12-category independent review by Super Lawyers® and a Blue-Ribbon Review by a panel of top-rated attorneys. The only differences between the guides are:

Super Lawyers® lists mid- to late-career attorneys, while Rising Stars lists early career attorneys either in their first decade of practice or no older than 40 years of age. No more than five percent of all practicing attorneys are selected to Super Lawyers®, while Rising Stars lists no more than 2.5 percent of all practicing attorneys, officials added.

The selection to either list, officials said, denotes that an attorney is highly regarded by their peers and highly accomplished in their area of legal practice.

Mandelbaum and Wrabel have each contributed to the success of MGS, which has a proven track record in obtaining favorable results for their diverse range of clients, officials added.

Backgrounds

Seth M. Mandelbaum

Officials said that Mandelbaum is admitted to the New York State Bar; the Connecticut State Bar; U.S. District Courts for the Southern, Eastern and Northern Districts of New York, and the District of Connecticut. Mandelbaum holds a J.D., cum laude, and an Environmental Law Certificate from the Pace University School of Law, where he was an Articles Editor for the Pace Environmental Law Review, and a B.A., with Honors, from the University of Florida, where he majored in Environmental Policy.

Mandelbaum is a member of the New York State Bar Association, and the Westchester County Bar Association, for which he formerly served as Co-Chair of the Environmental Law Committee. Mandelbaum is also a member of the Board of Directors of the Westchester County Association, where he serves on the Real Estate Task Force.

Officials added that Mandelbaum serves as Chairperson of the Board of Trustees for the Westchester Parks Foundation (formerly Friends of Westchester County Parks). In 2009, Mandelbaum was a recipient of the Business Council of Westchester's (BCW's) "Rising Stars – 40 Under 40" Award.

Mandelbaum practices in the areas of land use and environmental law, alternative energy, municipal law, and not-for-profit organizations. Mandelbaum is one of only a small group of attorneys in New York to be certified by the U.S. Green Building Council as a Leadership in Energy and Environmental Design Accredited Professional (LEED® AP), officials said.

Mandelbaum is a resident of White Plains.

Steven M. Wrabel

Officials said that Wrabel has counseled private developers and property owners on issues of zoning compliance, environmental review, and various land use issues. In his time with McCullough, Goldberger & Staudt, Wrabel has worked on successful projects for clients including PepsiCo, Inc., Manhattanville College, and George Comfort & Sons, among others.

Wrabel is admitted to the New York State Bar and received his J.D. from the Fordham University School of Law, where he was Notes and Articles Editor for the Environmental Law Review. He holds a B.A. degree from Boston College, officials said.

Officials said Wrabel is a member of the New York State Bar Association and Westchester County Bar Association. Wrabel was selected as a Super Lawyer® Rising Star for his work in Land Use and Zoning in the New York Metro area in 2021 and 2022. He was also selected by Westfair Business Journals as a 2022 Millennial & Gen Z Award Winner.

Wrabel is a resident of Ridgefield (Conn.).

Houlihan Lawrence Commercial Brokers the Sale of a Former Factory Building in Poughkeepsie for $1.3M

Officials: Purchaser Plans to Convert Property Into 42 Apartments

POUGHKEEPSIE

Houlihan Lawrence Commercial, a division of Houlihan Lawrence, recently announced brokering the sale of a 35,000 square foot former factory building at 15 North Cherry Street in Poughkeepsie for $1.3 million.

Officials said the purchaser, North Cherry Holdings, acquired the property from Frank and Janet Redl subject to site plan approvals for an apartment building. Located on 0.9 acres, the four-story property was once a factory that manufactured shoes and boots and later became home to the Consolidated Cigar Company. North Cherry Holdings has obtained approvals for converting the building into 42 apartments (36 one-bedroom units and six two-bedroom units) with on-site amenities, including bike racks, basement storage and off-street parking.

Don Minichino, leader of the HVNY Commercial Team at Houlihan Lawrence, handled both sides of the transaction, officials said.

Houlihan Lawrence Commercial, a full-service division, specializes in Investment Opportunities; Office, Industrial and Retail Sales and Leasing; Land Acquisition and Development; and Municipal Approval Consultation. With local expertise in the markets north of New York City, the Commercial Group has a database of buyers and sellers throughout its service area of Westchester, Putnam, Duchess, Orange and Fairfield County (Conn.) to effectively market commercial properties and opportunities on a national level, officials added.

New Home Sales Weaken in August on Higher Mortgage Rates, Building Industry Report Says

WASHINGTON, D.C.

Elevated mortgage rates and challenging affordability conditions pushed new home sales across the U.S. down to their weakest rate since March, according to a building and realty industry analysis.

Sales of newly built, single-family homes in August fell 8.7 percent to a 675,000 seasonally adjusted annual rate from an upwardly revised reading in July, according to newly released data by the U.S. Department of Housing and Urban Development (HUD) and the U.S. Census Bureau. The pace of new home sales in August was up 5.8 percent from a year ago. The data is contained in an analysis from The National Association of Home Builders (NAHB) that was released on Sep. 26.

"Builders continue to grapple with supply-side concerns in a market with poor levels of housing affordability," said Alicia Huey, chair of NAHB and a custom home builder and developer from Birmingham, Ala. "Higher interest rates price out demand, as seen in August, but also increase the cost of financing for builder and developer loans, adding another hurdle for building."

"Sales weakened in August with average mortgage rates above seven percent," said NAHB Chief Economist Robert Dietz. "While some builders were able to offset that effect via mortgage rate buydowns, rates moved higher this month, suggesting the pace of new home sales will weaken further for September."

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the August reading of 675,000 units is the number of homes that would sell if this pace continued for the next 12 months, NAHB officials said.

New single-family home inventory in August was 436,000, down 5.2 percent compared to a year ago. This represents a 7.8 months' supply at the current building pace. A measure near a six months' supply is considered balanced. Of the total home inventory, including both new and resale homes, newly built homes represent an elevated share of 31 percent of those available for sale. And nearly 16 percent of total home sales in August were new homes, NAHB officials added.

"Builders are being more cautious about managing their inventory in this rising rate environment," Dietz noted. "A year ago, 10 percent of the new home inventory listed for sale consisted of homes that had not yet started construction, and that share has now risen to 17 percent of the total inventory."

The NAHB analysis said that the median new home sale price in August was $430,300, down roughly two percent compared to a year ago. Pricing is down both due to builder incentive use and a shift toward building slightly smaller homes.

Regionally, on a year-to-date basis, new home sales are up 4.8 percent in the Northeast, 4.4 percent in the Midwest and 1.9 percent in the South. New home sales are down 0.5 percent in the affordability-challenged West, the NAHB analysis said.

Unwarranted Regulations Hurt Housing Affordability, NAHB Official Tells Congress, Continued from p. 2

duction of 5.7 percent of the total annual U.S. electricity consumption in 2030. Given this potential, Huey cited, NAHB believes that upgrading the existing housing stock must be the primary focus if the nation is to make measurable progress.

"Improving the nation's housing supply and easing housing affordability challenges will take a coordinated and concerted effort from all levels of government," Huey said. "Let's begin by fixing the broken regulatory process. Congress should pass legislation such as H.R. 358, the Small Business Regulatory Flexibility Improvement Act, to ensure that all regulations are designed with small businesses in mind, that regulatory rulemaking agencies are required to consider the true cost of regulations on small businesses, and that regulatory rulemaking agencies comply with the letter and intent of the law in crafting new regulations."

Home Sales in Markets North of New York City Continued to Experience Sales Declines in the Third Quarter, Continued from p. 9

Northwest Westchester
(Croton-on-Hudson, Hendrick Hudson, Lakeland, Peekskill and Yorktown)
Homes Sold: Down 26 percent
Median Sale Price: Up 4 percent

PUTNAM COUNTY
(Brewster, Carmel, Garrison, Haldane, Lakeland, Mahopac and Putnam Valley)
Homes Sold: Down 31 percent
Median Sale Price: Up 1 percent

DUTCHESS COUNTY
Homes Sold: Down 20.7 percent
Median Sale Price: Up 3.5 percent

Southwest Dutchess
(Beacon, East Fishkill, Fishkill, La Grange, Poughkeepsie, City of Poughkeepsie and Wappinger)
Homes Sold: Down 24 percent
Median Sale Price: Up 4 percent

Southeast Dutchess
(Beekman, Dover, Pawling and Union Vale)
Homes Sold: Down 51 percent
Median Sale Price: Up 16 percent

Northwest Dutchess
(Clinton, Hyde Park, Milan, Pleasant Valley, Red Hook and Rhinebeck)
Homes Sold: Up 1 percent
Median Sale Price: Down 5 percent

Northeast Dutchess
(Amenia, North East, Pine Plains, Stanford and Washington)
Homes Sold: Down 16 percent
Median Sale Price: Up 15 percent

Westchester LDC Votes Preliminary Approval of $52 Million in Tax-Exempt Bond Financing for New York Blood Center

WHITE PLAINS

Westchester County's Local Development Corporation (LDC) voted preliminary approval on Oct. 20th of $52 million in tax-exempt bond financing for the redevelopment of the former Avon headquarters in Rye into a 187,000-square-foot facility to be leased to the New York Blood Center Inc., officials recently announced.

The New York Blood Center will occupy the entire property for office space, testing and research laboratories, and processing the storage and distribution of blood and associated supplies, officials added.

"The adaptive reuse of a vacant headquarters building into modern offices and lab space is another example of the continued strength and vitality of Westchester's economy. We welcome the New York Blood Center to our county's dynamic health care sector," said Westchester County Executive George Latimer.

"The LDC is pleased to vote preliminary approval of tax-exempt bond financing to one of the largest community-based, non-profit blood collection and distribution organizations in the nation. This important project will generate significant fiscal benefits for the county, while creating hundreds of construction and full-time jobs," said LDC Chair Joan McDonald.

Officials said that the property, at 601 Midland Avenue in Rye, is undergoing a complete rehabilitation process. Improvements include an all new HVAC system, electrical systems and switch gear, new windows, roof, plumbing upgrades, repairs and improvements to the building façade, landscaping, new paving, the construction of clinical and research laboratories, and exterior lighting, among other improvements.

All improvements, officials added, will meet or exceed current energy and environmental requirements. The $108 million project is estimated to take 12 to 18 months.

The project is estimated to create $9,958,855 in total fiscal benefits comprised of $141,767 in sales tax revenue from construction earnings, $9,717,088 in sales tax revenue from on-site employees spending over 30 years and $281,250 in fees to be collected by the LDC based on bond sale proceeds. The project is also projected to create 124 construction jobs and 686 jobs from on-site operations, according to officials.

Serving New York since 1964, the New York Blood Center is one of the largest independent, community-based blood centers in the world. The former Avon offices and data center facility has been vacant for approximately four years. The building is on 14.8 acres, officials added.

The LDC, officials said, assists Westchester not-for-profit organizations in securing tax-exempt bond financing benefits. These benefits are provided at no cost or risk to the taxpayers of Westchester County. Since its inception in 2012, LDC has assisted not-for-profit organizations in securing tax-exempt bond financing totaling more than $1.53 billion.

Simone Development Announces Its Acquisition of the One Executive Boulevard Office Building in Yonkers

YONKERS

In what officials termed as a major medical redevelopment that will enhance the "Medical Mile" in North Yonkers, Simone Development Companies has acquired One Executive Boulevard, a 133,768-square foot, four-story office building within 1/4 mile of 879,426 square feet of existing medical office space.

Simone Development, termed by company officials as a leader in the development of modern medical office space, has begun interior and exterior renovations to repurpose the property into a state-of-the-art medical building. Located on 6.7 acres at the intersection of Executive Boulevard and North Broadway, One Executive Boulevard offers excellent visibility and accessibility to major highways and mass transit with abundant parking. The seller was an affiliate of Robert Martin Company, officials added.

One Executive Boulevard complements the North Yonkers Medical Mile that includes Simone's highly successful Boyce Thompson Center. The 85,000-square foot mixed-use center features physicians' offices of St. John's Riverside Hospital, Westmed/Summit Health, ENT & Allergy Associates, Columbia Doctors and other medical practices along with retail shops and restaurants, officials said.

One Executive Boulevard, officials added, also neighbors Simone Development's 1034 North Broadway, a 25,000-square-foot, recently renovated multi-tenant medical building that includes Northwell Health as well as Trust Specialty Pharmacy, the first pharmacy and drug compounding retail location in Yonkers.

Other well-known healthcare providers within the North Yonkers Medical Mile include St. John's Family Medical Practice, Elizabeth Seton Children's Center, Riverhill Radiation Oncology, and Northway Medical Center. One Executive Boulevard is conveniently located near three major hotels: Courtyard by Marriott, Residence Inn by Marriott and Hampton Inns & Suites with a total of 337 rooms, officials said.

"Our acquisition of this important property located in the heart of what we see as the North Yonkers Medical Mile fits perfectly with our vision for this vibrant and growing healthcare community. Our investment in the Medical Mile began with our redevelopment of the Boyce Thompson Center, which has successfully attracted top-level medical tenants. Moving forward, we foresee continued strength in the healthcare sector here with its easy access to Southern and Central Westchester, Riverdale and the North Bronx," said Joe Simone, president of Simone Development Companies.

"This sale reflects Westchester's evolving commercial real estate market," said Robert Martin Company Chief Executive Officer Tim Jones. "One Executive Boulevard is well-positioned for medical redevelopment, and we are excited to see Simone Development expand its footprint in the local healthcare marketplace."

"Simone Development's vision for Yonkers continues to elevate our economy," said Yonkers Mayor Mike Spano. "Investing in Yonkers' growing healthcare industry is smart and brings more jobs and momentum to the city. I look forward to seeing the expansion of Yonkers' Medical Mile."

Housing Study:The Arlington's Residences Are in High Demand, Officials Say, Continued from p. 11

dents of The Arlington will also have access to FITSOCIAL's personal trainers and live-streamed fitness classes at the on-site gym. There will be additional businesses onsite, as commercial leases are being finalized and were planned to be announced this fall.

The residences at the Lofts at the School and the Flats on Raymond, which are pet-friendly, include walk-in closets, in-unit washers and dryers, and have unique, open floor plans ranging from 651 to 1,462 square feet. The units are priced from $1,915 to $3,300 per month. Parking is provided onsite and storage units are available for residents to rent, officials said.

Officials said that, as Phase 1 of The Arlington forges ahead, Phase 2 - which will include another 133-unit residential building with a rooftop deck - is scheduled to break ground in the spring of 2024 and be open to tenants in the fall of 2025. PAZ Management and its onsite construction management team have taken steps to ensure that residents will not be disturbed by the construction, officials added.

Since 1981, PAZ Management, company officials said, has been a leading developer in the real estate and healthcare industries, providing quality housing for communities and individuals in need. The family-owned and operated business is based in Dutchess County. Through its affiliates, PAZ has worked to focus on projects with a lasting community impact, whether that be historic renovations, or the sustainable development of residential, commercial and mixed-use properties. PAZ also operates a community-focused human-services division, which has provided assisted-living and home-care services for seniors in New York State for over 40 years, company officials added.