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Daniel S. Glaser joined the Herzog Law Firm in January 2020 after spending 11 years managing his own law firm. Daniel concentrates his practice on residential and commercial real estate representing buyers, sellers, and lenders. Daniel has a unique ability to keep everyone calm in stressful situations and believes this helps keep many transactions proceeding smoothly toward the closing table. Daniel understands that purchasing and selling real estate is one of the biggest transactions that clients will embark upon, and he is honored to guide them through every step of the way.

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“Daniel Glaser is a phenomenal real estate attorney. He is competent, thorough, and responsive. He has helped my clients get through some difficult closings. I highly recommend him to my clients for their real estate legal needs. I have used him on my real estate transactions as well.

- Rebekah O'Neil, Howard
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PUBLISHER'S NOTE

Hey August, the Endless Summer!

As we step into the heart of August, we find ourselves in the midst of the dog days of summer, where the sun hangs high in the sky, and the air is thick with the promise of adventure. August isn't just another month; it's the grand finale of summer.

But as the days begin to wane and the evenings grow cooler, there's a bittersweetness to the air. So, let's make the most of these final days of sunshine and warmth, embracing every opportunity for joy and adventure before bidding farewell to summer's magnificence.

Join us on **November 7th** for our **Roaring 20's** event at Arnoff Moving & Storage! Dress to impress and get ready for an unforgettable

evening inspired by the 20's. You won't want to miss it!

As we embrace the final days of August, let's keep this quote close to heart: "Every summer has its own story." Let's make sure ours is one for the books.

Here's to an August filled with laughter, adventure, and endless sunshine. Cheers to the end of summer and all the memories we've made along the way!

Kristin Brindley

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NY GOOD CAUSE EVICTION LAW 2024: A New Era for Tenants' Rights



▶▶ legal hotline

By Erin P.
DeLancey,
Esq.

The Good Cause Eviction Law, recently passed in New York in 2024, marks a significant milestone in tenants' rights and housing stability. This groundbreaking legislation aims to address the growing concerns of arbitrary evictions and rent hikes that have plagued tenants across the state, providing a more secure and fair housing environment.

New York has long been at the forefront of tenant protections, yet the issue of unjust evictions has persisted. The Good Cause Eviction Law, championed by housing advocates and progressive lawmakers, seeks to fill the gaps left by previous legislation. This law comes in response to increasing rent prices and the displacement of long-term residents, particularly in urban areas like New York City, where gentrification has intensified.

The Good Cause Eviction Law introduces several critical protections for tenants:

- **JUST CAUSE REQUIREMENT:** Landlords must provide a valid reason for evicting a tenant. Acceptable reasons include non-payment of rent, violating the terms of the lease, causing substantial damage to the property, or engaging in illegal activities. Evictions without just cause are prohibited.
- **RENT INCREASE LIMITS:** The law places a cap on annual rent increases to prevent sudden and exorbitant hikes. Landlords can increase rent by no more than 3% or 1.5 times the annual percentage change in the Consumer Price Index, whichever is higher. This measure ensures rent remains affordable and predictable for tenants.

- **RIGHT TO LEASE RENEWAL:** Tenants have the right to renew their lease unless the landlord can provide a just cause for non-renewal. This provision adds a layer of security for tenants, reducing the fear of losing their homes without warning.
- **PROTECTION FROM RETALIATION:** The law prohibits landlords from retaliating against tenants who exercise their rights, such as filing a complaint or joining a tenants' union. This protection encourages tenants to advocate for their rights without fear of retribution.

The Good Cause Eviction Law is expected to have a profound impact on both tenants and landlords. For tenants, the law offers greater stability and peace of mind, knowing they cannot be evicted without a legitimate reason and that their rent will not skyrocket unexpectedly. This stability is particularly important for low-income families and individuals who are most vulnerable to housing insecurity.

For landlords, the law necessitates a more regulated approach to property management. While some landlords have expressed concerns about the potential financial impact and the administrative burden of complying with the new regulations, the law also encourages ethical and fair treatment of tenants, fostering better landlord-tenant relationships.

Despite its many benefits, the Good Cause Eviction Law has faced criticism from some quarters. Opponents argue that the restrictions on rent increases could deter investment in rental properties and lead to a decrease in the overall housing supply. There are also concerns about the potential for increased litigation as tenants and landlords navigate the new legal landscape.



Erin P. DeLancey is a practicing attorney and a published author with a strong background in real estate law. She graduated from the Roger Williams School of Law in 2016 and was admitted to the Bar in 2017. Erin specializes in residential and commercial real estate as a member of the boutique law firm Rohan & DeLancey, PC, located in Albany, New York.




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Mark Nestor

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DEDICATED SERVICE & EXCEPTIONAL INSIGHT

Mark Nestor, the Owner of Nestor Home Inspections, is known for his dedication to clients and the real estate community. With a strong background in construction and a focus on honesty, Mark provides more than just inspections—he offers educational experiences that help his clients feel confident in their home-buying decisions.

MASONRY TO MASTERY

Mark's journey to becoming a home inspector began with his deep connection to construction. Growing up, he developed his skills first as a builder and then as a mason, building homes from the foundation to the roof. He mastered various trades in the process. His path changed when his nephew bought a house and invited Mark to look over the home and review the inspection report.

"I was working full-time as a mason and part-time running a business as a builder on weekends when my nephew bought a house. The inspector missed several concerns that I noticed immediately," Mark recalls. "I thought I could do a better job, so I pursued my license and never looked back."

With 17 years of experience in construction, Mark's extensive knowledge in electrical, plumbing, framing, masonry, and more provides a solid foundation for his inspections. His unique background enables him to identify and explain concerns in a way that clients and agents can easily understand.

A TRUSTED RESOURCE

Operating from his home office, Mark runs an independent business that allows him to maintain a personal touch with every client. He values the relationships he builds with clients and agents, considering them an extended family.

"I care about my clients and the agents I work with, which means spending time on the phone answering questions and being a resource for the agents," Mark says. "I want to teach them



anything I can to make them better agents and a valuable resource for our clients."

Mark's primary goal is to educate and support his clients. He offers detailed inspections with numerous pictures to ensure his clients feel informed about their home purchases.

"My role is to protect my clients by pointing out all concerns, regardless of my relationships with agents or clients," Mark emphasizes. "My experiences give me a fuller understanding of homes, and I aim to get people focused on solutions rather than problems."

Mark's dedication to honesty and thoroughness has earned him a reputation for excellence. Clients and agents alike appreciate his





"I have over 20,000 Angels cards now, focusing on collecting every card since their inception in 1961," Mark explains. "It's a hobby that keeps growing, and I find joy in preserving these pieces of history. I also have a collection of 1 card from every year. My oldest card is from 1885."

Mark's commitment to his family and hobbies underscores his balanced approach to life, where work, leisure, and family intertwine to create a fulfilling existence.

LOOKING AHEAD

Mark's future goals are clear and profound: to honor God and provide for his family. Professionally, he remains committed to maintaining the standards that define Nestor Home Inspections.

straightforward approach and the clarity he brings to the inspection process.

LIFE BEYOND INSPECTIONS

Mark leads a rich and fulfilling life outside of his profession. Married for 23 years, Mark met his wife through a shared community at church—a meeting that sparked a lasting connection built on mutual admiration.

"Our first date was at the movies, watching Remember the Titans," Mark reminisces. "I initially thought she was out of my league, but she was interested in me, too."

Their bond has grown, resulting in a loving family dynamic that includes two children and five grandchildren. For Mark, the cornerstone of their family life is spending quality time together, cherishing moments regardless of the activity.

When not inspecting homes, Mark enthusiastically indulges in his passions. With 25 years of dedication to bowling, he recently celebrated a championship win with his team, highlighting his skill with two perfect games and a near-perfect 299 score this past year. His passion for baseball extends beyond the game itself. Mark is an avid collector of Angels baseball cards and memorabilia, boasting an extensive collection that reflects his love for the sport's history.

"With faith and family at the center of my life, I aim to continue supporting my loved ones while upholding the values that guide me," Mark emphasizes.

Over a decade in the industry, Mark has earned a reputation for honesty and thoroughness. He is dedicated to delivering exceptional service. His focus on maintaining these standards ensures that every inspection meets Nestor Home Inspections' rigorous criteria.

Looking forward, Mark plans to expand his impact within the community by offering expert support to homebuyers and real estate professionals alike. His goal is not just business growth but also fostering trusted relationships built on integrity and reliability.

For more information about Nestor Home Inspections or to schedule an inspection, visit nestorinspections.com, set a meeting, or contact Mark Nestor at nestorinspections@gmail.com or 518-774-0002.



“With faith and family at the center of my life, I aim to continue supporting my loved ones while upholding the values that guide me.”

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ROBIN EUREKA SHAW

ETHICS & EXCELLENCE

Innovation and a keen understanding of market dynamics are key to standing out in a competitive real estate industry. Robin Shaw has an unwavering commitment to honing her expertise and staying ahead in the market. She has pioneered the use of social media as a pivotal tool for distinguishing herself and generating business leads. Embracing innovation as her cornerstone, Robin not only sets trends but also sets herself apart as a leader in leveraging digital platforms to enhance her career as a Realtor.

Foundations and Milestones

Robin's journey to becoming a prominent figure in real estate is as diverse as her upbringing. Raised in a steadfast military family, with both parents retiring from the Air Force, Robin's childhood was marked by a globe-trotting lifestyle.

Living in locales spanning from Greece to Japan, her early years instilled a deep appreciation for diverse cultures and experiences.

"Having lived across continents and being part of a close-knit military community, I've been exposed to life's myriad facets. These experiences, both challenging and enriching, have equipped me with a unique perspective—one that drives me to connect with others and contribute positively to my surroundings."

Before embarking on her real estate career, Robin spent 24 years as a dental hygienist and 13 years as a licensed practical nurse (LPN), alongside roles as a lifeguard at the Bethlehem YMCA. However, as retirement age approached, she sought a new challenge—one that aligned with her entrepreneurial spirit and desire to continue making a difference in people's lives.

"Real estate appealed to me as a way to craft a future that I envision while assisting others in achieving their dreams," Robin explains. "It's not just about transactions; it's about building relationships and creating sustainable opportunities."

Since joining Coldwell Banker Prime Properties in June 2019, Robin has swiftly made her mark. Emphasizing continuous education and leveraging innovative strategies like social media marketing, she distinguishes herself in the competitive real estate landscape. Last year, while working full-time, Robin closed just under \$3 million in transactions, and this year, she projects a volume of \$5 million.

"My approach combines professionalism with a commitment to ethical conduct," Robin notes. "I find immense fulfillment in guiding clients through the complexities of real



» rising star

By Amelia Rosewood
Photos by Martyn Gallina-Jones

estate transactions and negotiating deals that meet their objectives."

In addition to her solo practice, Robin's accolades include multiple recognitions as branch top listing agent and brokerage top producer. Her dedication extends beyond sales figures; she was honored as the Capital Region Great Black Wall St. for her contributions to community service as a Realtor—a testament to her ethos of giving back.

Life Beyond Real Estate

Robin's personal life is as vibrant and fulfilling as her professional one. She finds joy and strength in her family, which includes her five daughters. They share a unique bond through their mutual passion for karate. Together, they have achieved remarkable milestones, with one of her five gold medalists on the US Team.

A key member of Robin's household is her French Bulldog, Baby. Baby isn't just a pet; she's Robin's constant companion and protector, even earning a spot in a local pet contest. Robin's love for animals extends beyond her own pets—she finds solace and a spiritual connection in horse-back riding lessons, believing that nature and animals are a conduit for divine communication.

When Robin isn't immersed in real estate, she enjoys swimming, a hobby she appreciates for its gentle impact on the body. Her affection for animals also manifests in unexpected ways, such as her love for the smell of puppy breath. Additionally, her nurturing spirit is evident in her six years as a foster parent, with aspirations to adopt a little boy in the near future.

Robin's commitment to giving back to the community is deeply

ingrained in her life. She is heavily involved in charity work within the Albany area, including initiatives through her church and other organizations. One of her notable contributions is the “Kids Toy Ambush,” a program she started using proceeds from her real estate closings to provide toys for children in need.

Looking Into the Future

Robin lives by the principle, “Not all money is good money,” a testament to her ethical approach to business. She also often says, “Everyone thinks they can sell real estate until it’s time to sell real estate,” highlighting the complexities of the profession.

For Robin, success is encapsulated in a quote by Maya Angelou: “Success is liking yourself, liking what you do, and liking how you do it.” This philosophy guides her both personally and professionally.

Looking ahead, Robin has set clear short-term goals, including



investing in real estate to build generational wealth for her family. Her highest aspiration is to create a life so fulfilling that it negates the need for a vacation.

At the heart of Robin’s approach is a deep sense of gratitude and hard work. She believes in giving back because she feels blessed, and she attributes her continuous blessings to her generosity. This cycle of giving and receiving is a cornerstone

of her life and business ethos, ensuring she is never without.

Robin, with her extensive experience and success in real estate, offers valuable advice to those aiming to become top producers. “First, you must decide whether this business is truly right for you. We quickly find out if we are cut out for this,” she advises. “Second, always operate from a moral and ethical compass in both your life and business.”

“

SUCCESS IS LIKING YOURSELF,
LIKING WHAT YOU DO,
AND LIKING HOW YOU DO IT.

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SHARI

FOX

cover story

CRAFTING HOMES, CREATING LEGACIES

By George Paul Thomas
Photos by Michael Gallitelli

In the competitive real estate market, some Realtors thrive through relentless drive and stellar service. Shari Fox is one such Realtor. “What I bring is an intense desire to give exceptional customer service,” she notes. Her people-focused approach has remained a constant, enabling her to forge strong connections and consistently exceed client expectations. This dedication is proving to be her unique edge in a demanding industry.

SETTING SAIL

Shari’s journey began on Long Island, where she was born and raised. At 15, she started her career at McDonald’s, making french fries and shakes. Over the next 30 years, she continually climbed the corporate ladder, eventually becoming the owner-operator of five McDonald’s locations in the Capital District. Despite her success, Shari’s path was challenging. After losing both parents at a young age, she put her college education on hold to work full-time, learning to navigate life’s hurdles with resilience, determination, and grace.

Following a long and fruitful career at McDonald’s, Shari faced three life-altering events: a divorce, a cancer diagnosis, and the sale of her businesses. These experiences led her to reassess her goals and aspirations. “I took two years off and decided to finally venture into something I’ve always wanted to do, which is real estate,” Shari explains.

Real estate offered Shari a chance to own her own business again while providing the flexibility to be present for her two sons’ activities, such as Little League and band concerts. Since starting in 2013, she has found fulfillment in meeting diverse people and helping them achieve their real estate dreams. Shari, a solo agent at Howard Hanna Real Estate in Delmar, has been the top agent in her office from 2019 to 2023. In 2022, she

closed \$13 million in sales, followed by \$11.4 million in 2023 with 30.5 transactions. This year, she projects a volume of \$14 million.

BALANCING LIFE

Beyond her professional achievements, Shari’s life is rich with family, friends, and hobbies that bring her joy. She has two sons, Matthew and Ethan, aged 25 and 22. Both are classical musicians.



Matthew is set to marry in a year, adding another milestone to the family’s journey.

At home, Shari enjoys the company of her ten-and-a-half-year-old miniature poodle, Charlie. Known as a Parti Poodle due to his distinctive black-and-white coloring, Charlie brings joy and amusement to Shari’s life with his never-ending shenanigans. When she isn’t working, Shari indulges in her new love for ballroom dancing, a hobby she has pursued for over a year. Though she humbly notes she’s not quite ready for “Dancing with the Stars,” the happiness and fun she derives from dancing is evident. Shari also enjoys learning the ever-frustrating game of golf.

Shari’s combination of professional successes, family devotion, and personal fulfillment sets her apart in the real estate industry, illustrating her well-rounded and passionate approach to life and work.

LOOKING AHEAD



Shari, guided by the wisdom of a favorite quote—“If it won’t matter in five years, don’t spend more than five minutes being

upset by it”—embodies a philosophy of resilience and perspective as she looks toward the future. For Shari, success is synonymous with a smile and a happy heart. Personally, Shari’s highest hope revolves around spending quality time with her two sons, Matthew and Ethan. She happily supports Matthew and his fiancée, Lauren, as they embark on their journey into marriage. Professionally, Shari takes pride in her role as a landlord and investor, transforming properties into desirable

rentals that provide both quality housing and supportive rental terms for her tenants. Her dedication to maintaining rents below market value underscores her commitment to easing the challenges faced by renters in today’s competitive market.

Looking ahead, Shari’s short-term goals include continuing to excel in real estate and fostering meaningful connections with clients. Long-term, she envisions further growth in both




If it won’t matter in five years, don’t spend more than five minutes being upset by it.


her personal and professional endeavors, ensuring that her approach remains anchored in her core values of integrity, empathy, and client education.

After 11 years in real estate, Shari remains passionate about matching ideal homes with delighted buyers and sellers. Shari’s commitment to

no-pressure communication, transparency, and availability ensures her clients are equipped with the knowledge needed to make informed decisions—a hallmark of her approach to real estate success.

Reflecting on her journey and accomplishments, Shari Fox offers invaluable advice to

aspiring top producers in the real estate industry: “Be patient, educated, and tech-savvy, especially in today’s real estate environment. This career is immensely rewarding but demands a balance of persistence and strategic patience. Ensure your financial foundation is solid, as your first sale may not come immediately.”

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