



Newsletter

March 12, 2026

Meeting: Dylan Mirarchi, Vice President

Greeter: Jordan Modiano

mycdbl.com

MISSION STATEMENT

Capital District Business Leaders enhance the growth of members' businesses by providing a forum for the exchange of business leads, products, and services. Our name represents excellence and respect for our clients, community and professions. We are committed to contributing back to the community.

VISITORS/ALTERNATES

Rachel Chick

Saratoga Pure Water

Saratoga Pure Water serves many verticals, providing drinking water and ice. It uses reverse osmosis and is a cost effective solution to commercial customers.

<https://saratogah2o.com/>

ANNOUNCEMENTS

Terry Freeman of 1st National Bank of Scotia announced that starting in April she will be stepping back from CDDBL and **Sean Howley** will be taking her place at meetings. Terry will become Sean's alternate so she's not going away entirely. Sean is more involved with commercial accounts at the bank.

GOOD NEWS

David Piscitella of Paychex is working with an HVAC company downstate which will be a good opportunity for his company.

Dylan Mirarchi of Don's Moving has procured a huge project which involves moving and storing complete furnishings for a 9,000 sf home.

Dawn Morrison of Armida Rose Realty has a large home under contract in Niskayuna.

WISH LIST

Dawn Morrison is looking for listings and people who are downsizing.

Steve Mather of HMS Agency is looking for animal hospitals and veterinary offices that need insurance.

David Piscitella is looking for companies that need help with employee benefit programs.

Jordan Modiano of Express Employment Professionals is looking for people who need jobs.

THANK YOU'S

Dylan Mirarchi to Josh Jennings, Patsy Immediato, Dawn Morrison
Jordan Modiano to Dylan Mirarchi, Josh Jennings
Frank Paladino to Walter Guiles, Jordan Modiano
Nick Marchese to Davis Moeckel
Dawn Morrison to Patsy Immediato

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Everything is good in the treasury.

Leads – Will Berglund

No report.

Reminder - direct leads and one on one meetings with other members are valued at 2 lead points.

Special Events –Frank Paladino

March Madness event has been moved to Patrick's Pub on March 19th, noon - 3 The event is being hosted by Premium Mortgage Corp. Come and enjoy some food and beverages.

Membership – Josh Jennings

Josh has sent some information out to our previous visitors. Let Josh know if you would like him to reach out to any potential guests.

Speakers/Greeters – Davis Moeckel

March 19th Mike Corey, Speaker Will Berglund, Greeter
Davis is currently signing people up for the 2nd quarter.

CDBL OPEN CATEGORIES

Advertising
Architect
Caterer
Document Destruction
Event Planner
Florist
Healthcare
Interior Designer
Jeweler
Limousine Service
Long Term Care
Office Supply
Promotional Items
Sign Company
Title Insurance
Water/Coffee Vendor

Web Designer

TODAY'S SPEAKER

Dawn Morrison

Armida Rose

Dawn gave an update on her personal life. Her mother has sold her house in Massachusetts and is planning to rent in Wynantskill. Eventually Dawn and her mother plan to buy a duplex in Ballston Spa. Dawn reflected on the relationship she has with her mother and is looking forward to having her closer to her.

Giving an overview of the Capital Region market, Dawn noted that a lot of transactions have been senior-related. There is still a shortage of inventory.

There are 1.2 million people living in the Albany metro area.

Older people can be reluctant to sell their homes. Some of them refinanced when the rates were lower, and some have an emotional attachment to their homes.

Dawn tries to educate families with the steps to making the transition out of their homes and says that patience is needed.

This area has a strong state government base, along with higher education, health care and tech. Saratoga has tourism.

The median home price in 2025 was \$350,000 with an average sale in 23 days.

Median prices by county:

Saratoga - \$415,000

Albany - \$320,000

Rensselaer - \$275,000

Schenectady - \$256,000

Inventory in Albany has decreased by 18%.

The median monthly rent in Albany is \$1500 but Dawn noted that the market is cooling as more inventory is being built.

People are coming into the area from NYS and Boston because of remote work and also more tech jobs in the area.

The outlook is for moderate price growth and a gradual increase in inventory, with a continued demand as more people move to the area.

There has been a slight drop in interest rates recently

Dawn predicts that in 5 years, as more people are in the 80-85 age bracket, they'll start selling their homes and it will eventually become a buyer's market.

50-50

Dylan Mirarchi - No joker

Collected: \$15 - Jackpot = \$125.00

ATTENDANCE (18 Members)

Members (12), Alternates (-), Guests (1)

Total Attendance (13)