

# REALTOR<sup>®</sup> NEWS

Web Site - [greaternhrealtors.com](http://greaternhrealtors.com)

Issue No. 265

Published by the Greater New Haven Association of REALTORS<sup>®</sup>, Inc.

April, 2009

## GNHAR MISSION STATEMENT

The mission of the Greater New Haven Association of REALTORS<sup>®</sup> is to serve our membership through programs, products and services which enhance knowledge, professionalism and profitability.



## *Al Scafati* Chairman of the Board 2009



Michael Feldman  
Chairman RPAC - CAR



Nicole Dagata, Pres. Elect of C.A.R.  
Paul Gradwell Co-Chair RPAC GNHAR

To All Members:

The Realtors Political Action Committee (RPAC) protects our future by supporting candidates who support the Real Estate Industry. Our RPAC Committee recently held a committee meeting at which Michael Feldman, Chairman of RPAC at Connecticut Association of REALTORS<sup>®</sup> and Nicole Dagata, President Elect of C.A.R. attended.

YOU support *your* future by supporting RPAC.

Money "talks" on both the Federal and State government level. However, RPAC does *not* "buy" votes and is *not* partisan. In 2008, 52% of RPAC contributions went to the Democrats, 48% went to the Republicans.

*RPAC is lobbying on the:*

### NATIONAL LEVEL:

- To keep banks out of the Real Estate business
- For tax credits for all buyers
- For healthcare policy
- To permanently increase the FHA loan limits from 95% to 115% of local areas

### STATE LEVEL:

#### To eliminate:

- The conveyance tax or reduce the current tax levels

#### To address:

- Inland wetland issues
- Zoning Issues
- A proposed 6% tax on Real Estate Services

CT Realtors must get involved in these issues that will have a major negative impact on our Industry. We can not afford to let State and Federal governments mandate how we conduct our business.

On May 1st, this Association kicked off our 2009 RPAC Campaign. Paul Gradwell is our 2009 RPAC team leader. Paul and his area task teams will be stopping by your offices to provide more information and to answer questions on the importance of supporting RPAC as an investment in your professional future.

My goal, as your 2009 GNHAR Board Chairman, is to collect a minimum of \$15.00 from every member.

Your help in spreading the word about the importance of supporting our 2009 RPAC goal is greatly appreciated.

*Al Scafati, Chairman of the Board*

## *Congratulations!*



The following members have been awarded the 2009 First Quarter Achievement Award by the Greater New Haven Association of REALTORS<sup>®</sup>, Inc. for being the High Producers during that period. Congratulations! Recipients were honored at the April General Membership meeting. All recipients will be featured in the May 8th issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - [greaternhrealtors.com](http://greaternhrealtors.com)

<b>John Coppola</b>	<b>C21 Today</b>
<b>Gary Damato</b>	<b>Press/Cuozzo</b>
<b>Melanie Heltke</b>	<b>Weichert, Orange</b>
<b>Larry Madow</b>	<b>Calcagni, Wallingford</b>
<b>Nick Mastrangelo</b>	<b>Weichert, Orange</b>
<b>Toni Ross</b>	<b>Weichert, Orange</b>
<b>Charlotte Smith</b>	<b>Calcagni, Wallingford</b>
<b>Paul Thompson</b>	<b>Realty World Clayton</b>

The Quarterly Awards Program is available to all members of The Greater New Haven Association of REALTORS<sup>®</sup>. Points are completed on listings currently in CTMLS. Rental status listings cannot be used. To qualify, you must earn 9 points per calendar quarter. 1 point earned if you are the listing or selling agent on a property that closed during the quarter. You will earn 2 points ONLY if you are both the listing and selling agent, during the same quarter. *Nomination form attached.*

Deadline to submit nominations for the next quarter ending June 30, 2009: MUST be received at the Association Office no later than July 10, 2009. (Fax copies not accepted).



ASSOCIATION DUES  
by  
Edward Spósito  
GNHAR Finance Dept.

I would like to thank those who paid their dues by the end of April.

Those who still owe and made arrangements, payments are due and payable according to the individual arrangement, it is your responsibility to meet your deadlines.



The Greater New Haven Association  
of REALTORS®, Inc.  
Phone: (203) 234-7700 Fax: 234-3980

**Officers of the Association**

Chairman of the Board.....Al Scafati  
Chairman Elect.....Paul Ott  
First Vice-President.....Maureen Campbell  
Second Vice-President.....Susan Izzo  
Treasurer .....Elizabeth Alberico  
Secretary.....James Porto  
President & CEO.....Roberta N. O'Hara RCE

**Directors**

Alan Barberino  
Tom Cavaliere  
E. Tyler Della Valle  
Paul Gradwell  
John Hill  
Linda Hofbauer  
Michael Johnson  
Dennis Proto  
Wendy Weir  
Louise Zemina

*Thank You*

To the following companies who have extended their generosity by Sponsoring Association Functions

**Platinum Level Sponsor - \$2,000**  
Franklin Mortgage, LLC

**Gold Level Sponsor - \$1,000**  
New Haven Register  
Law Offices of William M. Raccio LLC  
Bank of America, Harry Sessa  
Tiger Home & Bldg Inspection

**Silver Level Sponsor - \$500**  
Edward C Burt Jr PC  
T D Banknorth

**FIRST AMERICAN MLS TRAINING SCHEDULE**

PLEASE NOTE: CLASSES & TIMES MAY CHANGE. YOU WILL BE CONTACTED IF YOUR CLASS HAS BEEN CHANGED OR CANCELLED. THANK YOU!

**FREE MLX TRAINING CLASSES**

Please fill out the form below and fax to GNHAR (203) 234-3980. Thank you!

Wed., May 6, 2009	Basic II: 9:30-11:30 Express CMA: 11:30-12:30 Advanced: 1:30-3:30	Limit 10
Friday, June 5, 2009	Basic I: 9:30-10:30 Basic II: 11:15-1:15 Advanced: 2:15-4:15	Limit 10
Friday, June 19, 2009	CMA w/Report Writer: 10:30-12:30 Report Writer: 1:30-3:30	Limit 10

IF YOU WISH, YOU MAY BRING YOUR OWN  
LAPTOP OR NOTEBOOK TO USE  
IF YOU NEED TO CANCEL YOUR CLASS,  
PLEASE NOTIFY US 24 HOURS PRIOR TO CLASS  
CALL FOR ADDITIONAL SCHEDULES

**THANK YOU**

**CLASSES HELD AT:**

**Greater New Haven Association of REALTORS, Inc.,  
127 Washington Ave., West Bldg, Lower Level, North Haven, CT 06473.**  
**NAME            COMPANY            PHONE #            DATE OF CLASS & TIME**

**ATTENTION ALL MEMBERS - IMPORTANT**

**GNHAR IS NOW COLLECTING FOOD (NON-PERISHABLE)**

**FOR THE CONNECTICUT FOOD BANK**

**THE FOOD BANK IS IN DESPERATE NEED, THEY CAN'T KEEP UP WITH ENOUGH SUPPLIES FOR FAMILIES IN NEED!**

**PLEASE HELP!**

**BRING DONATIONS OF FOOD OR MAKE A SMALL \$ CONTRIBUTION**

  
**Membership**  
**News**  
**By**  
**Kate Blake**  


The following applications for membership have been received. Any member having any comment, pro or con, on the qualifications of these candidates should forward those comments, in writing, to the Membership Committee in care of the Association Office.

**DESIGNATED REALTOR APPLICATIONS:**

James Peterson d/b/a Apple Real Estate, LLC, 447 Oakview Dr., Orange 06477. Phone 203-980-5532, Fax 203-413-4419.

Frank D'Ostilio, Jr. d/b/a Frank D'Ostilio Commercial & Investment Broker, Woodbridge. Phone 203-641-7072, Fax 203-874-7261.

Debra J. Woods d/b/a Trust Associates Real Estate, 368 Broad St., Windsor, 06095. Phone 860-209-4905, Fax 866-701-4303.

**REALTOR APPLICATIONS:**

Dori DeGennaro, Calcagni, Wallingford  
 Joseph L Paul, ERA Property World, Milf  
 Ermelinda Heinig, Raveis, Cheshire  
 David M Fleischman, The Geenty Group  
 Marc Karpel, H. Pearce, Branford  
 Barbara Vinocchi, Coldwell Banker, Orge  
 Justine Bittle-Ford, Weichert, Hamden  
 Karen A O'Neil, Coldwell Banker, Milf.  
 Krista J Foster-Heard, ERA Prop. World  
 Melvyn D Williams, Buyers Cap., Hmd  
 Gerald V Vitale, Guerra Realtors, E.H.  
 Jennifer Irizarry, Huntsman, Mead & Partners, New Haven  
 Gary Corso, H Pearce, New Haven  
 Susan E Bradley, Raveis, Cheshire  
 Michelle A Wininger, Mission R.E., Wlfd  
 Kirsten Mendillo-Page, Wareck RE, N.H.  
 Merlin Ayuso-Rodriguez, ERA Prop.  
 Wrld, Milford  
 Robin Harrington, ERA Prop. World, Mfd  
 Melinda L Saller, Coldwell Banker, No H  
 Thomas SantaMaria, Raveis, Cheshire  
 Jessica L Doyle, ERA Property World

**AGENT CHANGES:**

Cynthia Ruiz now rep Riccio Realty, WH  
 Toure Diggs now rep Riccio Realty, WH  
 Diana D Doyle now rep Press/Cuzzo  
 John Doyle now rep Press/Cuozzo  
 Gina Michaels now rep Ct Realty Partners  
 Catherine DeRose now rep Riccio Realty  
 Soraya Kaoropham now rep ERA Seigel  
 Gunna Voigt now rep C21 Amer. Dream  
 Martha L DelGuidice now rep Carbutti & Co  
 John Klimczak now rep Leaders Edge  
 Realty, Wallingford.

**OFFICE ADDRESS CHANGE:**

J Redding Realty, 2 Carafa Terrace, North Haven, CT 06473. Phone 203-239-5100, Fax 203-287-0241.

Coriano Realty, P O Box 4010, Meriden, CT 06450. Phone 203-537-0627, Fax 203-413-6325.

**OFFICE NAME CHANGE:**

Tarita Colite d/b/a Leaders Edge Realty LLC, 428 Main St., Wallingford 06492. Phone 203-681-5550, Fax 203-303-8559 was ReMax Great Estates.

**CONGRATULATION TO THE  
 FOLLOWING NEW REALTORS:**

Alan Barberino RE., Wallingford  
 Martha L DelGuidice  
 Buyers Capital, Hamden  
 Melvyn D Williams  
 Coldwell Banker, Cheshire  
 Paulette S Limato  
 Coldwell Banker, Milford  
 Karen A O'Neil  
 Coldwell Banker, Orange  
 Barbara Visocchi  
 ERA Property World, Milford  
 Jessica Doyle  
 Krista J Foster-Heard  
 Guerra Realty, East Haven  
 Gerald V Vitale  
 H Pearce Co., Branford  
 Marc W Karpel  
 H. Pearce Co., New Haven  
 Gary J Corso  
 Huntsman, Meade & Partners  
 Andrew J Rizzo, Jr.  
 Ivy Realty, West Haven  
 Lori R Roffwarg  
 Levey Miller Maretz  
 Howard E Kantrovitz

Mission Real Estate, Wallingford  
 Michelle A Wininger  
 Raveis Real Estate, Cheshire  
 Susan E. Gradley  
 Ermelinda Heinig  
 Seabury Hill Realtors, New Haven  
 Gareth J Gibson  
 Team Real Estate, Hamden  
 Hanna Belska

**REALTORS**  
**Making the News**



**SUSAN TOLISANO  
 JOINS  
 PRESS/CUOZZO  
 REALTORS**

HAMDEN, CT – Stephen Press and John M. Cuozzo, Jr., Principals of Press/Cuozzo Realtors, are proud to announce the addition of Susan Tolisano to their sales team.

As a top producing New Haven County Realtor for the past 15 years, Susan achieves quality results for her clients while maintaining her focus on integrity, honesty and compassion. A long-time Hamden resident, now living in Branford, Susan has a thorough understanding of the Greater New Haven market. Whether buying or selling real estate, her goals are the same: To satisfy the needs of her clients with quality service. For all your real estate needs, contact Susan at (203) 288-1900 x198.



*Al Scafati*  
*Chairman of the Board*  
*2009*

**You may want to recommend to your investors the advantages of 1031 exchanges!!**

**What is a 1031 exchange?**

A 1031 exchange makes it possible for investors to sell and buy property of like kind while deferring tax consequences. This transaction is authorized by section 1031 of the IRS code and offers investors a reliable strategy for the protection of their real estate assets. A successful 1031 exchange allows the investor to reinvest 100% of the equity from the sale of a property into the purchase of a preferred replacement property without recognizing any gain. This type of property sale and reinvestment can either be done through a simultaneous or delayed 1031 exchange. In most cases, a 1031 exchange is done as three-party delayed exchange also known as a "Starker Exchange" in which an intermediary ensures a reciprocal transfer of the properties and provides a "safe harbor" against the actual receipt of exchange funds.

**What are the advantages of a 1031 exchange?**

1031 exchanges provide real estate owners with a range of opportunities to meet personal investment objectives including increased leverage, improved cash flow, diversification, reduction of management obligations, geographic relocation and/or consolidation. The tax dollars saved by an exchange may be maximized to increase an investor's overall net worth. Ultimately, the exchange process allows investors to reorganize their real estate portfolios to best suit their unique interests and needs.

**What is Tenant-in-Common Ownership?**

Tenant-in-Common Ownership, also known as TIC ownership, is rapidly becoming the most popular choice among real estate exchangers seeking ideal replacement properties. While it is often difficult to locate a property that has the right purchase price, debt ratio and closing schedule within the 45-day time limit, TIC properties are flexible enough to meet almost any 1031 exchanger's needs. A TIC interest represents co-ownership between two or more investors and is especially suited to investors involved in the 1031 exchange process because the properties can be identified and closed in a timely manner thanks to pre-arranged financing.

**What are the advantages of TIC ownership?**

Since TIC investors receive separate deeds to undivided interests, they are able to own fractional interests in potentially larger, higher valued and better located properties that they could own independently. The resulting advantages may include increased net cash flow, tax write-off's and appreciation without the headaches and time commitments of real estate management. With a TIC 1031 exchange you can trade net lease or institutional-quality property that will appreciate and generate steady income on its own. Through your management contract, a manager can be retained to deal with the hassles of tenants, maintenance and upkeep while you enjoy your free time!

**TIC is *NOT* an investment entity**

TIC owners have the same bundle of rights as if they solely owned the reinvestment property outright.

TIC ownership is a direct, undivided ownership interest in an investment property. Simply one co-investor with other exchange investors is a Tenant in Common, with each exchange investor having individual and undivided rights in the whole property. Each TIC exchange investor is entitled to his/her percentage interest to possession of and the profits of the entire property subject to the same rights of the other TIC exchange investors.

Always have your clients consult with their tax advisor.

**Anthony Rescigno, President  
Greater New Haven  
Chamber of Commerce**

**Spoke at the April 23rd General Membership Luncheon held at Racebrook Country Club.**

**Mr. Rescigno gave an informative look in "The Exciting Future of the NEW New Haven".**



*Anthony Rescigno, President  
GNH Chamber of Commerce*



**MEMBERSHIP MEETINGS  
ARE IMPORTANT  
AND  
INFORMATIVE**

**WATCH FOR OUR NEXT  
MEETING IN JUNE!**



NEW HAVEN REAL ESTATE SCHOOL  
A Division of the Greater New Haven Association of REALTORS  
127 Washington Ave., West LL  
North Haven, CT 06473  
Telephone: 203-234-3938 Fax: 203-234-3980  
reschool@snet.net  
www.greaternhrealtors.com  
GET a REAL Education

**“It’s not enough that we do our best, sometimes we have to do what’s required.”**

Winston Churchill 1874-1965

The two required Continuing Education courses for the 2008- 2010 cycle are CT Buyer Agency and CT Disclosure, RESPA & Law Update.

However unlike your relatives, you do get to choose your electives. We have several new electives that are currently scheduled. As we ramp up the CE cycle, please visit our website [www.greaternhrealtors.com](http://www.greaternhrealtors.com) for future course offerings.

**Annual Property Operating Data Report (APOD) 3 hours April 30 – 6-9 p.m.**

This course is of special interest to the commercial realtor. It is focused on helping both REALTORS® and investors to understand, analyze, and complete the key elements of the Annual Property Operating Data form.

**Current Challenges in Real Estate Forum 3 hours May 7, 2009 9 a.m.-Noon**

This course is designed to keep real estate professionals informed on the legislative efforts and trends in this ever changing real estate landscape. A thought provoking, interactive format will address the key issues impacting today’s real estate market. Topics include Mortgage Financing, Economic Stimulus plans, Energy Policies, Real Property Rights, Smart Growth and Green Policy.

**Does Green Make \$ense in Real Estate? 3 hours May 28, 2009 9 a.m.Noon**

“Green” is the marketing catch-phrase of the decade. This class is not designed as a forum to argue the validity or cause/effect of Global Warming/Climate Change. It is designed to help the real estate professional start to recognize and analyze the current and changing expectations of the real estate market. How is eco-friendliness being reflected in the design, construction and function of real estate improvements? How these changes are marketed, chosen, measured/certified and, in increasing importance, mandated through legislation and regulations. How will we start to measure its value in sale prices?

**PRINCIPLES & PRACTICE OF REAL ESTATE 60 hours- May 5- July 21, 2009 6- 9 p.m.  
Tuesdays & Thursdays**

**CERTIFIED NEGOTIATION EXPERT DESIGNATION 9 a.m. – 4:30 p.m., May 27<sup>th</sup> & 28<sup>th</sup>  
6 CE credits**

It's Always a good time to learn.  
Lynne Westerhoff  
Education Coordinator

MONTH	ANNUAL SALES REPORT														
	TOTAL SALES \$ VALUE			TOTAL SALES #			NEW LISTINGS			DEPOSITS			ACTIVE		
	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009
JANUARY	117,612,082	59,522,323	44,937,542	402	229	201	1,309	1,075	763	482	314	225	3,574	3,961	3,121
% change	-2%	-49%	-25%	1%	-43%	-12%	12%	-18%	-28%	-3%	-35%	-28%	20%	11%	-21%
FEBRUARY	88,687,814	58,219,167	40,084,535	306	226	181	926	954	744	515	402	325	3,373	3,543	3,236
% change	-3%	-34%	-31%	-6%	-26%	-20%	-15%	3%	-22%	-11%	-22%	-18%	7%	5%	-9%
MARCH	120,596,418	86,265,060	61,776,287	424	315	265	1,024	1,029	946	539	451	418	3,560	3,600	3,344
% change	-26%	-28%	-28%	-33%	-26%	-16%	-36%	0%	-8%	-26%	-16%	-7%	-7%	1%	-7%
APRIL	123,407,519	76,103,112		389	280		1,224	1,055		575	514		3,686	3,846	
% change	-3%	-38%	-100%	-12%	-28%	-100%	-8%	-14%	-100%	-13%	-11%	-100%	1%	4%	-100%
MAY	149,540,713	119,204,567		509	433		1,261	1,135		587	460		3,816	3,884	
% change	-18%	-20%	-100%	-19%	-15%	-100%	-16%	-10%	-100%	-26%	-22%	-100%	-1%	2%	-100%
JUNE	183,245,823	129,823,548		582	424		1,167	956		533	436		3,888	3,911	
% change	-18%	-29%	-100%	-22%	-27%	-100%	-21%	-18%	-100%	-27%	-19%	-100%	-1%	1%	-100%
JULY	166,927,752	116,917,724		550	382		1,202	989		561	426		3,992	3,928	
% change	-18%	-30%	-100%	-15%	-31%	-100%	-10%	-18%	-100%	-8%	-24%	-100%	-4%	-2%	-100%
AUGUST**	180,076,074	136,020,434		579	532		980	860		401	385		3,899	3,858	
% change	-5%	-24%	-100%	-11%	-8%	-100%	-29%	-12%	-100%	-38%	-4%	-100%	-7%	-1%	-100%
SEPTEMBER	105,345,654	95,870,312		367	350		1,106	937		347	377		3,990	3,905	
% change	-33%	-9%	-100%	-30%	-5%	-100%	-14%	-15%	-100%	-34%	9%	-100%	-1%	-2%	-100%
OCTOBER	104,948,419	92,954,574		376	360		971	734		391	324		3,781	3,732	
% change	-31%	-11%	-100%	-30%	-4%	-100%	-23%	-24%	-100%	-28%	-17%	-100%	-10%	-1%	-100%
NOVEMBER	85,625,185	73,567,787		286	224		747	640		309	294		3,706	3,565	
% change	-38%	-14%	-100%	-39%	-22%	-100%	-22%	-14%	-100%	-37%	-5%	-100%	-10%	-4%	-100%
DECEMBER	87,309,132	82,601,205		302	309		473	486		197	218		3,140	3,101	
% change	-37%	-5%	-100%	-40%	2%	-100%	-29%	3%	-100%	-47%	11%	-100%	-6%	-1%	-100%
TOTALS	1,513,322,583	1,044,468,608	146,798,364	5,069	3,749	382	12,388	10,850	2,453	7,441	4,601	968	44,405	41,102	9,701
INCREASE/DECREASE	-10.7%	-31.0%	-85.0%	-21.0%	-20.0%	-80.8%	-17.0%	-12.4%	-77.4%	-24.3%	-38.2%	-79.0%	-11.0%	-7.4%	-70.4%

\*\*AUGUST FIGURES REFLECT THE EARLY CLOSE DATE OF 8/22/2007

