

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 258

Published by the Greater New Haven Association of REALTORS®, Inc.

August, 2008

GNHAR MISSION STATEMENT

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



Congratulations!!!

The following members have been awarded the 2008 Second Quarter Achievement Award by the Greater New Haven Association of REALTORS®, Inc. for being the High Producers during that period. Congratulations! Recipients will be honored at the October 23rd General Membership meeting. All recipients will be featured in the August 15th issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - greaternhrealtors.com

Carolyn Augur	ReMax Right Choice, Milford
Stacy Blake	ReMax Right Choice, Milford
Chris Canfield	ReMax Schoolside, Cheshire
Patrick R. Combs	Dan Combs Real Estate, Inc., Wallingford
John Coppola	Century 21 Today, West Haven
Kathy Croteau	Coldwell Banker Res. Brok., North Haven
Stacey DeAngelis	Calcagni Associates, Cheshire
Gary Damato	Press & Cuzzo Realtors, Hamden
Stephanie Ellison	ReMax Right Choice, Milford
Betsy Grauer	Betsy Grauer Realty, New Haven
Pat & Wayne Harriman	Wm. Raveis Real Estate, Cheshire
Melanie Heltke	Weichert Realtors Reg. Prop., Orange
Dawn Hoydilla	Prudential Ct. Realty, Wallingford
Wayne Hugendubel	Coldwell Banker Res. Brok., Orange
Larry Madow	Calcagni Associates, Wallingford
Nick Mastrangelo	Weichert Realtors Reg. Prop., Orange
Betsy Purtell	Coldwell Banker Res. Brok., Cheshire
Ruth Ratner	Keller Williams Realty Central Ct., Cheshire
Toni Ross	Weichert Realtors Reg. Prop., Orange
Eric Schuell	ERA Seigel Realty, Hamden
Charlotte Smith	Calcagni Associates, Wallingford
Stephen Thompson	Dan Combs Real Estate, Wallingford
Steve Votto	Calcagni Associates, Hamden
Wendy Weir	ReMax Right Choice, Milford

October Membership Meeting

Note: Date Change!

October 23, 2008

FANTASIA

404 Washington Ave.
North Haven, CT 06473

11:45 - 2:00

SPEAKER

RICHARD LEVIN

a

Dynamic, Entertaining
Motivator

**"THERE MAY BE NO SINGLE
PERSON WHO KNOWS MORE ABOUT
HOW TO RAISE YOUR PRODUCTION
AND YOUR INCOME THAN
RICHARD LEVIN"**

Sponsored by:

M.H. Schaefer Inspection, The Real Estate Book, Tiger Home Inspection, Franklin Mtg, N.H. Register, Blake Financial, Itema, Bank of America, GMAC Mtg, Atty Edward Burt, Peoples Bank, Allspect Home Inspections, Atty Wm Raccio, Wells Fargo Home Mtg., Bearing Star Ins., Pillar to Post Inspections, Countrywide Home Loans

SAVE THIS DATE

POWER LUNCH
SERIES

THURSDAY,
SEPTEMBER 18, 2008

FREE LUNCH
SPEAKER
ATTORNEY EDWARD BURT

TOPIC
"SHORT SALES"

REGISTRATION FLYERS
WILL BE MAILED TO
ALL MEMBERS

HOT SHEET LEGAL TIP

Conn. Association of REALTORS®

Don't Play Lawyer

When your seller client asks for a little help in preparing paperwork to stop others from crossing over his property (he says they're trespassing) or to claim as his own a piece of a neighbor's property through adverse possession (because he's been using it for years), tell your client that you are a real estate agent and not a lawyer. Despite a desire to help a client who says he cannot afford to pay an attorney, proving any such information and/or advice to a client is beyond a real estate licensee's expertise and training and amounts to practicing law, which, if you're not an attorney, is a crime and a violation of the Code of Ethics. Do your client and yourself a favor and tell them you are a real estate agent, not an attorney, and if they have questions that are legal in nature, to talk to an attorney.



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

Officers of the Association

Chairman of the Board..... Marc Seigel
Chairman Elect.....Maureen Campbell
First Vice-President.....Al Scafati
Second Vice-President.....Paul Ott
TreasurerSusan Izzo
Secretary.....Wendy Weir

President & CEO.....Roberta N. O'Hara RCE

Directors

Elizabeth Alberico
Alan Barberino
Tom Cavaliere
E. Tyler Della Valle
Linda Hofbauer
Clayton Janer
Linda Lang-Bankowski
Gena Lockery
Michel Richetelli
Brian Valenti

Immed. Past Chairman: Paul Gradwell

Thank You

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

Platinum Level Sponsor - \$2,000

Blake Financial, LLC
Franklin Mortgage, LLC
Itama, Inc.
M. H. Schaefer Inspection Service
New Haven Register
The Real Estate Book
Tiger Home & Building Inspections

Gold Level Sponsor - \$1,000

Allspect Home Inspections
Bank of America, Harry Sessa
GMAC Mortgage
Law Office of Edward C. Burt, Jr., PC
Law Offices of William M. Raccio LLC
People's Bank
Wells Fargo Home Mortgage

Silver Level Sponsor - \$500

Bearing Star Insurance Group
Countrywide Home Loans
Pillar to Post Professional Inspections

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

Wednesday, Aug. 20	Advanced	10:00-11:30	LIMIT 10
	CMA w/Report Writer	12:45-2:45	LIMIT 6
Wednesday, Sept. 3	Basic II	9:30-11:30	
	Express CMA	11:30-12:30	
	Advanced	1:30-3:30	LIMIT 10
Monday, Sept. 22	Report Writer	10:00-Noon	
	CMA w/Report Writer	1:00-3:00	LIMIT 6

**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 CLASS**

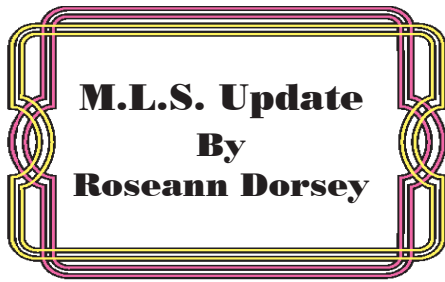
THANK YOU

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

Immed. Past Chairman: Paul Gradwell



**CTMLS REMINDER NOTICES
REGARDING
THE RULES & REGULATIONS
OF THE MLXCHANGE**

Example #1. "Hubbard Agreement has been accepted" in the remarks is a violation of the CTMLS Rules and Regulations.

The listing must be shown in MLS as Hubbard (HUBRD) status even if the owner feels they need to keep the listing on Active.

CTMLS Rules & Regulations state: **(I) Status Changes:** For failing to report a status change within forty-eight (48) hours after all necessary signatures have been obtained. Should a Participant discover that they have not reported a change in status prior to a fine being issued; they may correct the error and must immediately contact the MLS department with the information by email, phone or fax to avoid a fine. Amount determined by the Progressive fine schedule.

In addition, Article 3, Standard of Practice 3-6, in the Code of Ethics states:

REALTORS® shall disclose the existence of accepted offers, including offer with unresolved contingencies, to any broker seeking cooperation.

Example #2: "Pre-qual. and addendums req'd. All offers Pre-qual through _____-call_____ " in the property remarks is a violation

of the CTMLS Rules & Regulations. While many lenders may require certain statements and their name and contact information to be put into the MLS listing, as non subscribers to CTMLS, the lenders should not be dictating what information should or should not be in the MLS neither should their names or contact information be placed anywhere in the "public" field in the MLS. **PLEASE REMEMBER, the "Property Remarks" field is for remarks about the property only. If a bank name needs to be placed in the listing, it should be done in the "Owner name" field or in the "Agent or Agent Remarks" field only.**

Also, agent's names, phone numbers, URL's, virtual tours, contact information, non-members such as banks or builders are not permitted in the property remarks. Property remarks are remarks about the property. (See Section 4.1.7 in the CTMLS Rules & Regulations).

IT WOULD BE AN EXCELLENT IDEA FOR THE OFFICE TO PRINT UP THE CTMLS RULES AND REGULATIONS AS A REFERENCE GUIDE.

*Log on to <http://ctstatewidemls.com>
Select Governing Documents
Select Rules and Regulations*

FOR THE AGENT, YOU SHOULD PRINT UP RULES & REGULATIONS SUMMARY INSTEAD OF THE FULL CTMLS RULES & REGULATIONS TO KEEP ON HAND WHEN INPUTTING A LISTING. (Please see above Log in info except select "Rules & Regulations Summary instead of "Rules & Regulations")



The Association Office and Board of Directors regret to inform you of the recent death of Richard C. "Dick" Chamberlin, Sr. who owned and operated The Chamberlin Agency, Inc. Mr. Chamberlin, Sr. passed away July 3, 2008 at the age of 88 in Boynton Beach, Florida. He was the second-generation owner of the oldest real estate and insurance company in West Haven, founded by his father Charles G. Chamberlin in 1907. He was a Realtor for over 30 years and best known as the long time Chairman of the Ethics and Arbitration Committee. He is survived by his widow Doris, and four sons. Richard Jr., Rick Chamberlin, continues the real estate business today under the names Chamberlin Realty and Realty Partners.

Congratulations to the following new REALTORS®

Carbutti & Co. Realtors, Wallingford
Lorraine L Yetke
Coldwell Banker Res Brokerage
Timothy M Denbo
ERA Property World, Milford
Marlene Procino
First Choice Real Estate, Hamden
Lesha T Pittman
McNeil Realty, New Haven
Shirley A Gray
Mission Real Estate, Wallingford
Todd R Odermatt
North Atlantic Realty, Hamden
Denise Gordon
Raveis Real Estate, Cheshire
Adrian K Cote
Amanda R Faroni
Mary Karedes
Weichert Realtors, Hamden
Isaac L McBride
Weichert Realtors, Orange
Catherine V Chapkovich

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.

Kareem D Parks, Fischer Realtors
Erin E Regan, Jack Regan Realty
Donna Howe, CB, Milford
Stuart Cohn, MaxCom Realty
Sandra E Shokite, CB, Milford
Ed Nasr, ERA Property World
Christine H Lovejoy, CB, Milford
Bradley M Glazer, Weicher, Orange
Agnieszka Rugar, C21 Access America, Meriden
Rhonda Mesenbourg, Conn. Realty Group
Martha S Nabstedt, DePodesta Real Estate

Continued on Page 5

BUYING FORECLOSURES: DEAL OR NO DEAL?

Published by

HouseMaster Home Inspections

For Information Purposes

Buyers and would-be investors often look to foreclosure sales to find real estate bargains. But newcomers to this market could find some unpleasant surprises if they go in blind. All homes should be thoroughly inspected by a professional home inspector before sealing the deal.

Why inspect if you can't negotiate?

Foreclosure homes are usually "as-is" sales. This means that buyers cannot negotiate for the cost of needed repairs, as they may do in a traditional home purchase. Buyers must absorb repair costs themselves and consider this in their purchase offer at auction. So why get a professional inspection on a foreclosure property?

Too many foreclosure buyers think they're getting a deal when, in fact, they might be purchasing a property with substantial and costly defects. The repair of these major issues could exceed the savings gained in buying a foreclosed property.

Sellers at foreclosure auctions are not usually obligated to disclose defects. But buyers can empower themselves by getting a professional property inspection before the auction that will provide valuable insights about the condition of the home. If pre-

auction property inspections are not permitted at the foreclosure sale, buyers will need to weigh that risk carefully.

Knowledge is Power

Even with a significant influx of newly foreclosed properties due to the sub prime mortgage mess, the foreclosure market can be competitive, and it is often dominated by experienced real estate investors. Armed with the right information you can make informed bids and find the best home at the best deal. After all, a bargain isn't a bargain if it costs more than expected down the line.

Remember, buying foreclosed properties can be a risky business, so be certain to consult with needed professionals, including a reputable, certified home inspector, to address questions about specific issues. More homebuyer and home maintenance tips are available online at housemaster.com

HOME ENERGY TUNE UP "Going Green"

Tiger Home and Building Inspection is currently offering an energy savings program that is extremely beneficial to homeowners both in savings and comfort!

Unrelated to a standard home inspection, this energy audit is offered separately as a stand-alone analysis. **A HOME ENERGY TUNE UP** is a program designed to provide detailed information on **IMPROVING RESIDENTIAL ENERGY EFFICIENCY**.

THE HOME ENERGY TUNE UP REPORT is tailored to each home. It is generated using the

information collected by the inspector during a one to two hour personal onsite inspection of the home and is analyzed using over 1,000 computer calculations.

Specifically, the computerized report produces a Comprehensive Illustrated Report where homeowners can find:

- Which energy improvements are best for their home
- How much these improvements will COST
- How much these improvements will SAVE
- How long the payback period is
- Which group of improvements will save more on energy bills than they cost
- A list of no-cost or low-cost energy savers
- Guidance on indoor air quality
- A link to the names of contractors and suppliers
- If needed, low-cost financing information

Many of the recommended energy efficiency improvements are simple homeowner (or handyman) type projects; others are more extensive tradesperson/investment type improvements.

In either case, smart homeowners realize that at today's energy prices, upgrading the energy efficiency of their home:

- Improves their comfort
- Increases the home's value
- Saves more money than the improvements cost

As a seller, obtaining an energy audit would benefit the potential value of the home according to the National Association of Realtors.

Please call **Tiger** for more information or to schedule an audit at 1-800-328-INSP or visit our website at www.tigerinspect.com.

Membership - Continued from Page 3

Antoinette DeBarros, C21 Greengarden, WH
 Maria C Clow, Blue Ribbon Realty
 Susan Fitzpatrick, Blue Ribbon Realty
 Lydia Hemingway, MaxCom Realty
 Rhonda J Mesenbourg, Conn. Realty Group

OFFICE ADDRESS CHANGE:

Wareck Real Estate, 129 Church St., Suite 305,
 New Haven, CT 06510. Phone (203) 787-6888,
 Fax (203) 787-6886.

AGENT CHANGES:

Alexandra Smith now rep Home Run Realty, No H
 Natalie Lemieux now rep Home Store, Wall.
 Marie Rios-Isona now rep Bishop, Edward & Rob-
 erts, New Haven
 Wendy Noel now rep Planet Realty, New Haven
 Anastine Richardson now rep ERA Seigel, Hmd
 Agnes Iannucci now rep Calcagni, Hamden
 Ellen S Gomes now rep Calcagni, Hamden
 Lorrie Maiorano now rep Calcagni, Hamden
 Richard DiPalma now rep Calcagni, Hamden
 Antonella Vertucci-LaCroix now rep Calcagni,
 Hamden
 Stacy Zalewski now rep Calcagni, Hamden
 Lisa Z Castelli now rep Calcagni, Hamden
 Lisa Marie Holden now rep Calcagni, Hamden
 Antoinette Fazi9o now rep Calcagni, Hamden
 David Drumheller now rep Calcagni, Hamden
 Fannie D Ruhl now rep Maier Real Estate
 Theresa Jordan now rep MaxCom Realty
 Paul Rish now rep Home Store, Wallingford
 June Ferraro now rep Calcagni, Hamden
 Lisa Thompson now rep Calcagni, Hamden
 Carmel Ann Jarmie now rep Planet Realty
 Jeffrey Robbins now rep ERA Property World
 Kashu Walters now rep Guerra Realtors
 Dominic Tata now rep Guerra Realty
 James Saldamarco now rep ERA Property World
 Gina Michaels now rep MaxCom Realty
 Susan A Canning now rep Sette Real Estate
 Chele Mendez now rep Raveis, Cheshire
 Brian Andres now rep Bottom Line Realty, Bristol

NEW OFFICES:

Easton Smith d/b/a Easton B Smith Enterprises,
 889 Ridge Road, Hamden, CT 06517. Phone (203)
 281-6300.

Barry E Hall d/b/a Real Estate Solutions NHCT, P
 O Box 6394 Hamden, CT 06517. Phone (203) 777-
 8877, Phone (203) 498-2170.

Andy F Ross d/b/a Resident Trust Realty LLC, 612
 Chapel St., New Haven, CT 06511. Phone (203)
 641-4666, Fax (203) 782-2186

Jaimie Patchell d/b/a Bottom Line Realty, 351
 Stafford Ave., Bristol 06010. Phone (203) 404-
 4944, Fax (203) 404-4970.

CLOSED OFFICES:

Steve Calcagni d/b/a Calcagni Assoc., 37 Broad-
 way, North Haven
 Anthony Ranciato d/b/a ERA Advantage Realty,
 North Haven.

REALTORS® Required to Complete Ethics Training for Second Cycle Deadline December 31, 2008

WHY

Mandatory ethics training requirements for new and continuing REALTOR® members were established by the National Association's Board of Directors at the 1999 Annual NAR Convention to heighten member awareness of the **Key Tenets of the Code of Ethics:**

- **To create an awareness of and appreciation for the role the Code can and should play in their professional lives.**
- **To enhance professionalism and competency.**
- **To encourage REALTORS® to view the Code of Ethics as a living, viable guide in their daily dealings with clients, customers, and the public.**

WHEN

Between January 1, 2005 and December 31, 2008, every REALTOR® is required to complete 2 1/2 hours of Code of Ethics training. REALTORS® who have completed this training as a requirement of membership in another association are not required to complete additional ethics training until the next four year cycle.

Please note: If you took Ethics training at another school or association it is your responsibility, as a REALTOR, to provide proof of completion to your Association before December 31, 2008.

HOW

If you have not completed an Ethics class since January 1, 2005, the requirement can be met by:

Completing the NAR on-line course through the NAR website. <http://www.realtor.org/MemPolWeb.nsf/pages/quadrennialethicstrainingcourse?OpenDocument>

Or

1. Attending an approved Ethics class in a classroom setting. Please visit our website www.greaternhrealtors.com for schedules

As of August 4th, 2008 members can check whether they have completed their NAR education requirement by using their NRDS ID to access the education link at: <http://nrdsOnline.realtors.org/NrdsOnline/member/memberinformation>.

CONSEQUENCES

Failure to satisfy this requirement shall be considered a violation of a membership duty for which REALTOR® membership shall be suspended until such time as the training is completed.

Failure to meet the requirement for the second (2005 – 2008) cycle and subsequent four (4) year cycles will result in suspension of membership for the first two months (January and February) of the year following the end of any four (4) year cycle or until the requirement is met, whichever occurs sooner. On March 1st of that year, the membership of a member who is still suspended as of that date will be automatically terminated.