
REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 263

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

February, 2009

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.



Al Scafati *Chairman of the Board* *2009*

THE IMPORTANCE OF RPAC (Realtor Political Action Committee)

RPAC is what protects our future by supporting candidates who support our industry.

Realtors have RPAC because "money talks" both on Capitol Hill and State government. RPAC does not buy votes. RPAC is not partisan. In 2008, 52% of the contribution went to the Democrats, 48% went to Republicans.

In this economic environment, we need to support our industry through RPAC.

RPAC is lobbying both on a National and State level. They are fighting for us on the following issues. Here is just a few.

On A National Level

- Keep banks out of the real estate business
- Tax credits for all buyers
- Healthcare policy
- Permanently increase the FHA loan limits from 95% of local areas to 115%

On the State level.

- Eliminate the conveyance tax or reduce the current levels
- Inland wetlands issues
- Zoning issues
- Proposing 6% tax on real estate services

As you can see, these issues will certainly have a negative impact on our industry. We cannot afford to have our State and Federal representatives get involved in how we conduct our business practice. Therefore, I appointed our former chairman, Paul Gradwell, to head up area teams. The team leader will be stopping by your offices to answer any questions you may have regarding RPAC, and to have you invest in your future. My goal, as your chairman, is to collect \$15.00 per member. However, if you prefer to give more, please do so.

Please understand, you are investing in your business and a commitment to pursuing the future of our industry.

Your participation is truly appreciated.

Thank you,
Albert Scafati
Chairman of the Board

POWER LUNCH SERIES

THURSDAY,
MARCH 19, 2009

11:45 AM

FREE LUNCH PROVIDED
FLYERS SENT TO ALL MEMBERS
SIGN UP NOW! RESERVATIONS A MUST!

Come and Meet
Ann Anderson, owner
of "Rooms Reborn"
Ann will speak on
"Ten Staging Tips You
Never Knew!"



After years in corporate America, Ann began study with the Sheffield School of Interior Design in New York City. But it was after completing courses necessary to practice as a Certified Interior Redesign Specialist that she found her true calling - and Rooms Reborn was created.

Since then, Ann has developed a loyal following through her interior decorating, interior redesign, and home staging and real estate staging services, as well as her seminars and workshops.

Ann has been featured in numerous newspapers and magazines, including the Connecticut Post, Hartford Courant, Milford Living, and the Newtown Bee, as well as on the television shows Daytime Edition and Weekend Edition.

Her professional affiliations include Interior Redesign Industry Specialist, Interior Design Society, Association of Design Education, and the Network of Executive Women. She is also the founder and Director of the School of Interior Redesign, a school teaching the concepts of interior redesign, home staging and real estate staging all over the country. Her knowledge, experience, and talent make her the ideal designer for your next project. For additional information, call Ann at 203-459-8901 or email Ann@RoomsReborn.com.

**IMPORTANT NOTICE
PAST DUE
ASSOCIATION DUES!**

On February 18th past due notices were mailed to all **Designated Realtors** whom have unpaid agents in their office. Dues are due and payable by March 31st, and are now the responsibility of the Designated Realtor.

On April 1, 2009 all offices, still having delinquent agent(s), will be shut off of CTMLS access.

To avoid your office losing access to MLS, please have all past-due Association dues paid before March 31st.



REALTOR®

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
TreasurerElizabeth 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
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

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!

Fri., March 13, 2009	Basic 1: 9:30-10:30	
	Basic II: 11:15-1:15	
	Advanced: 2:15-4:15	Limit 10
Wed., March 25, 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 TO THE GNHAR OFFICE



The Association Office and Board of Directors regret to inform you of the recent deaths of two fellow REALTORS®, Deborah Willis Schroeder, was affiliated with Realty Partners and Roosevelt (Rocky) Young previously affiliated with Weichert Regional Properties, Hamden.

We extend our deepest sympathy to their family and friends.

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:

Julia Wells d/b/a Commercial Valuation Services, 205 Church St., Suite 322, New Haven, 06510. Phone/fax 203-208-0997.

Mark Quinlan d/b/a God's Real Estate Co., 387 Woodhaven Rd., Glastonbury, CT 06033. Phone 860-834-6251.

Charles E. Maynard d/b/a New Neighbors Real Estate, 110 Hope Hill Rd., Wallingford. Phone 203-484-1168, Fax 203-268-4928.

REALTOR® APPLICATIONS:

Catherine H Conlin, Seabury Hill Realtors, New Haven.

Roseanne R Scacca, Dan Combs Real Estate, Wallingford.

Matthew J Kelly, SellSomeProperty, New Haven.

RESIGNED OFFICES:

John Picard d/b/a Sun House Brokerage, Branford.

Gerald Fogarty d/b/a Gerald Fogarty Appraisal, Easton.

Karen Kline, VW Homes, Wall.

Robert Cone d/b/a Cone Realty, Hamden.

Jaimie Patchell d/b/a Bottom Line Realty, Bristol.

Roberta Peck d/b/a New Home Scene, Milford.

Prudential Ct. Realty, Orange Office.

Denise Balisciano d/b/a Hallmark Properties, North Haven.

AGENT CHANGES:

Patricia Ann Ornato now rep DePodesta RE, Hamden.

Sheila Bassett now rep Pickett Prop., Cheshire

Marri Mostad now rep D Combs RE, Wallingford

Karen Kline now rep Carbutti & Co., Wallingford.

Kristin Welage now rep Pickett Prop., Cheshire.

Frank Guodace now rep Realty Assoc, Durham

Paula Eisner now rep Prudential, Wallingford.

David A Newell now rep Pickett Prop., Cheshire.

Deborah Kulik now rep Raveis, Cheshire.

Christine M Zygmunt-Ross now rep Raveis, Cheshire.

Robert Lunney, Jr now rep The Home Store, Wallingford.

Bradley J Fulner now rep Keller Williams, Cheshire.

Ronald Stein now rep Pulse Realty, New Haven.

Joe Cifarelli now rep Coldwell Banker, Milford

Cheryl L Keene now rep Coldwell Banker, Hamden.

Barbara Hawes now rep Weichert, Orange.

David Hawes now rep Weichert, Orange.

Sal Diglio now rep Prudential, Milford.

Linda DeRosa now rep Prudential, Branford

John Persse now rep Prudential, Branford

Jeffrey Reilly now rep Prudential, Branford.

Arlene & Cheryl Szczarba now rep Prudential, Branford.

Carole A McElrath now rep Prudential, No Haven.

Elizabeth Brochin now rep Prudential, No Haven.

John Tischio now rep Prudential, No Haven.

Lillian Edwards now rep Prudential, North Haven.

Following Agents now rep Prudential, Milford:

Andrew Anastasio

Carole Annicelli

Chuck Sienkiewicz

Dawn Minardi

Fern Drutman

Holly Geremia

Jan Diamond

Jill Taylor

John Bevacqua

John Vigliotti

John Bevacqua

Kennedy Wobill

Lavern Creech

Leashe Pittman

Marsha Oliver

Marybeth Keating

Melissa Wunder

Noelle Geremia

Patty Weyant

Robert Lamparski

Roman Geftor

Ron Boufford

Russ Reynolds

Terri Guidone

Elizabeth Young now rep GRL & Realtors, New Haven.

ADDRESS CHANGE:

G W Real Property, P O Box 67, Wallingford, CT 06492.

WELCOME TO THE FOLLOWING NEW REALTORS®:

Calcagni Assoc., Wallingford

Victoria P Sammis

Maryam A Taylor

C21 Access America, Meriden

Gil Marshak

Commercial Valuation Services, NH

Julia Wells

Consolidated Realty Services, Wall.

Robert W Paskiewicz

ERA Seigel Realty, Hamden

James Kozlowski

H Pearce Co., North Haven

Christopher S David

Huntsman, Meade & Partners, NH

Jason DelMonico

Lynwood King

Tricia A Watson

ReMax Right Choice, Milford

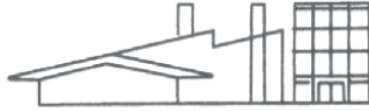
Nurys Cooley

Weichert Realtors, Wallingford

Antoinette Falcone

Zip Realty Inc

Charles Howard



NEW HAVEN REAL ESTATE SCHOOL

A Division of the Greater New Haven Association of Realtors (GNHAR)

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

“HOPE IS NOT A PLAN.”

FEBRUARY 2009

FAST TRACK PRINCIPLES AND PRACTICES OF REAL ESTATE

February 24th – April 7th, 2009

Tuesdays & Thursdays 9 a.m. – 4 p.m.

For registration information www.greaternhrealtors.com

MARCH 2009

March 3 Free e-PRO WORKSHOP 10 – 11:30 a.m.

For registration information <http://ePROworkshop.InternetCrusade.com> or call 866-377-6627

March 11 & 12 CERTIFIED DISTRESSED PROPERTY EXPERT DESIGNATION

CDPE will provide you with the **advanced training and systems** needed to properly and successfully work **Short Sales**. The **CDPE** is unlike any other Short Sales and Distressed Properties training currently available. Over **(1100)** real estate professionals have earned the coveted **CDPE** designation.

For registration information: <http://greaternhrealtors.com/pdf/distressproperties.pdf> or call 800-482-0335

CT CONTINUING EDUCATION 2008-2010 RENEWAL CYCLE

Between June 1, 2008 and May 31, 2010, Real Estate Agents must complete **twelve (12) hours** of continuing education to renew your real estate license.

NEW MANDATORY CONTINUING EDUCATION CLASSES FOR RENEWAL IN 2010

Connecticut Buyer Agency	3 hours
Connecticut Disclosure, RESPA, and Law Update	3 hours
TWO (2) ELECTIVE COURSES	Each 3 hours

Please visit the Education section of our website www.greaternhrealtors.com for schedule information.

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%	-48%	-25%	1%	-43%	-12%	12%	-18%	-29%	-3%	-35%	-28%	20%	11%	-21%
FEBRUARY	88,687,814	58,219,167		306	226		926	954		515	402		3,373	3,543	
% change	-3%	-34%	-100%	-8%	-26%	-100%	-15%	3%	-100%	-11%	-22%	-100%	7%	5%	-100%
MARCH	120,596,418	86,265,060		424	315		1,024	1,029		539	451		3,560	3,600	
% change	-26%	-28%	-100%	-33%	-26%	-100%	-36%	0%	-100%	-26%	-16%	-100%	-7%	1%	-100%
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	183,245,923	129,823,548		582	424		1,167	956		533	436		3,888	3,911	
% change	-18%	-28%	-100%	-22%	-27%	-100%	-21%	-18%	-100%	-27%	-18%	-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%	-8%	-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%	-6%	-100%	-40%	2%	-100%	-29%	3%	-100%	-47%	11%	-100%	-6%	-1%	-100%
TOTALS	1,513,322,583	1,044,468,608	44,937,542	5,069	3,749	201	12,388	10,850	763	7,441	4,601	225	44,405	41,102	3,121
INCREASE/DECREASE	-10.7%	-31.0%	-95.7%	-21.0%	-26.0%	-94.6%	-17.6%	-12.4%	-93.0%	-24.3%	-38.2%	-95.1%	-11.0%	-7.4%	-92.4%

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

The Greater New Haven Association of REALTORS®, Inc.

Telephone: (203) 234-7700 VM 14

Fax: (203) 234-1477

greaternhrealtors.com

email: ct-homebrowser@snet.net

The Connecticut

Home Browser®

A Real Estate Buyers Guide

127 Washington Ave., West Bldg, Lower Level, North Haven, CT. 06473



February, 2009



Dear Member:

THE ROBIN'S ARE COMING!!!!!! SPRING IS AROUND THE CORNER.....IN THIS ECONOMY YOU NEED ALL THE HELP YOU CAN GET - THAT'S WHAT THE CT. HOME BROWSER IS FOR! WE REACH OVER 11,000 POTENTIAL CLIENTS BI-WEEKLY AND RATES FOR MEMBERS ARE VERY LOW!

The Browser has been published successfully for over ELEVEN years. I encourage you to use this facility as a special **TOOL OF YOUR TRADE** and beat the competition....

I'm now accepting ads for the March 13th (Spring) Issue.

Final Deadline to place your ad is 12 noon Friday, February 27, 2009.

If you are a regular advertiser in our publication you already know what a dynamic tool it is....**IF YOU HAVEN'T USED US LATELY, PLEASE TRY US AGAIN..... IF YOU HAVE NEVER PLACED AN AD WITH US, YOU ARE TRULY MISSING OUT - GIVE US A TRY!!!!**

IN ADDITION TO OUR BLACK AND WHITE PAGES (Full page \$84.48 PP, Half page \$53.76-Save even more by signing a 6, 12, 18, or 26 issue contract). WE OFFER COLOR COVERS AND LIMITED COLOR INSIDE PAGES- THE BACK COVERS ARE AVAILABLE PER ISSUE OR BY CONTRACT AT A COST OF \$200 PER ISSUE PER PAGE. THE FRONT COVER PER ISSUE @ \$250. INSIDE COLOR IS OFFERED AT \$170 PP FLAT RATE OR \$150 PP W/A 26 ISSUE CONTRACT. CALL FOR AVAILABILITY AND TO RESERVE THESE PAGES IN FULL COLOR.

Since this is a service to our members, you will find the prices to be low for members with or without an Advertising Contract. I'm here Monday thru Friday, 8:30 AM to 4:30 PM to help you in any way I can. Call or email me for assistance, (203) 234-7700 VM 14, email: ct-homebrowser@snet.net

I'm looking forward to working with you.

Very truly yours,

Joan Quinn



Telephone: (203) 234-7700 VM 14
 Fax: (203) 234-1477
 greaternhrealtors.com

The Greater New Haven Association of REALTORS®, Inc.
 The Connecticut

Home Browser®

A Real Estate Buyers Guide

127 Washington Ave., West Bldg, Lower Level, North Haven, CT. 06473



CONTRACT RATES

Sizes for submitting Camera-ready copy: full page ad can be no larger than 7 1/2" x 10",
 1/2 page ad no larger than 7 1/2" x 4 1/2" and 1/4 page ad no larger than 3 1/2" x 4 5/8".

FULL PAGE AD FOR ALL REALTORS®, NEW HAVEN AFFILIATE MEMBERS & NEW HAVEN SPONSORS

Issues	% Discount	\$ Ttl *Open Rate	Contract Discount not pp Ttl	Cont Dist + PP(-4%)
6	2.5%	\$ 88.00	\$ 85.80	\$ 82.37
12	5%	88.00	83.60	80.26
18	7.5%	88.00	81.40	78.14
26	10%	88.00	79.20	76.03

PLEASE NOTE:
 OPEN RATE = NO
 CONTRACT

HALF PAGE AD FOR REALTORS® & NEW HAVEN AFFILIATE MEMBERS

6	2.5%	\$ 56.00	\$ 54.60	\$ 52.42
12	5%	56.00	53.20	51.07
18	7.5%	56.00	51.80	49.73
26	10%	56.00	50.40	48.3

Contract Discount =
 Signed contract, not PP

QUARTER PAGE AD FOR REALTORS® & NEW HAVEN AFFILIATE MEMBERS

6	2.5%	\$ 40.00	\$ 39.00	\$ 37.44
12	5%	40.00	38.00	36.48
18	7.5%	40.00	37.00	35.52
26	10%	40.00	36.00	34.56

Cont Dist+PP=
 Ttl amt per issue
 when contract signed
 and prepaid

COLOR PAGES

FRONT COVER BOOKING NOW FOR 2009 - \$250/PER ISSUE PREPAID
 INSIDE FRONT COVER AND INSIDE BACK COVER - \$200/PER ISSUE PREPAID
 OUTSIDE BACK COVER - \$200 PER ISSUE PREPAID
 INSIDE COLOR PAGES (ONLY 4 AVAILABLE AT THIS TIME) \$170 PER ISSUE PREPAID or
 WITH A 26 ISSUE CONTRACT \$150 PREPAID....
 ALL COLOR PAGES MUST BE RESERVED IN ADVANCE!

PREPAID RATES FOR ENTIRE LENGTH OF CONTRACT AVAILABLE. PLEASE CALL.
4% PREPAID DISCOUNT IS GIVEN ON THE OPEN RATE OR CONTRACT RATE (except color pages,
WHICHEVER IS APPLICABLE.

Published by - The Greater New Haven Association of REALTORS®, Inc.
127 Washington Avenue, West Building, Lower Level, North Haven, CT. 06473

Sales Representative - Joan Quinn

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