

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 248

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

July, 2007

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.



PRESIDENT 'S MESSAGE By Paul Gradwell

My Friends:

Congratulations to Sandy Maier Schede upon her well deserved designation as our **2007 REALTOR OF THE YEAR.**

We are all proud of her because Sandy has committed her talent and knowledge throughout these years in working for every Realtor in the state of Connecticut. This is a job well done! Thank you Sandy for your service.

We have reached the six month point since the inception of the statewide Multiple Listing Service or CTMLS. We have come a long way since the first discussions a few years ago. I had an opportunity to archive these messages a few days ago and it is so interesting to see our progress condensed into a few monthly presidential messages.

As you know, the GNHAR, your board, serves as a "Service Center" for the CTMLS. Many Associations throughout the state serve the same function. Therefore, it is incumbent that all members of the Association understand that as an Association of Realtors we have no power nor authority to bill, set or collect dues or fines and we have no authority in the administration of the CTMLS.

As a Realtor you must join an Association of choice so that you can access the inventory that appears on the CTMLS. We as the stewards of the GNHAR, continue to work to create programs that will add value to your membership to NAR (National Association of Realtors) and CAR (Connecticut Association of Realtors).

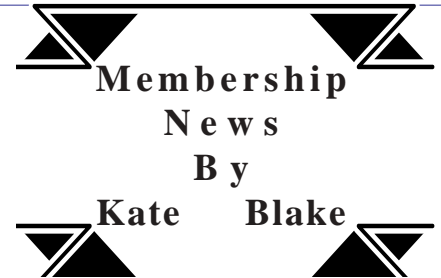
I hope that this will clearly define the differences between an "Association" and the CTMLS or Connecticut MLS.

Both organizations have a common goal. Both are committed to your growth and success in the real estate business.

If you have questions, please call me at 203.699.8399 or e mail me at pgradwell@kw.com.

Warm Regards,

Paul



After 24 years of service to the Association as our Membership Administrator, Kate Blake retired on

Friday, July 13th. A reception was held in her honor on Thursday, July 12th at the Association office where her family, co-workers and members came to wish her a **Happy Retirement.** Kate's dedication to her job plus her pleasant personality will be missed at the Association Office by staff and members alike. Good Luck Kate!

The following new REALTORS have passed orientation and been accepted by the Board of Directors of the Greater New Haven Association of REALTORS at their July 13th meeting. Congratulations and Good Luck to all of you!

Aristide & Maxwell, Hamden
Crystal Guistinello
Calcagni Assoc.
Deborah L Baker
C21 Access America, Meriden
Veronica Lesprier
C21 Access America, NH
Ted Allen
Derek B Bacon
Conrad Covington
Gyna M Self
Dorothy Walker
Salah Y El-saddiouq
C21 Access America, Wallingford
Sabrina Parent
Priscilla A Torcello

Continued on Page 3

**2007
GNHAR
Charity Golf
Tournament
SAVE
THE
DATE!!!!**



**MONDAY, SEPTEMBER 17, 2007
LAUREL VIEW COUNTRY CLUB**

**WE NEED YOUR HELP!
SPONSORS NEEDED!!!**

We hope that you will be able to help by either sponsoring a hole or donating some items for our "goodie bags", a raffle gift or even a donation. Call (203) 234-7700.

**TEE OFF FOR A GOOD CAUSE!!
WATCH FOR THE FLYERS!!!**



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

Officers of the Association

President.....Paul Gradwell
President Elect..... Marc Seigel
FirstVice-President.....Maureen Campbell
Second Vice-President.....Al Scafati
TreasurerPaul Ott
Secretary.....Lee McParland

Exec V.P.....Roberta N. O'Hara RCE

Directors

Elizabeth Alberico
Alan Barberino
Tom Cavaliere
E. Tyler Della Valle
John Guerra
Susan Izzo
Linda Lang-Bankowski
Gena Lockery
Brian Valenti
Wendy Weir

Immed. Past Pres: James Porto

Thank You

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

Platinum Level Sponsor - \$2,000

Chase Home Finance
Franklin Mortgage, LLC
M W Financial Group, Ltd.
M. H. Schaefer Inspection Service
New Haven Register
The Real Estate Book
Tiger Home & Building Inspections
Wells Fargo Home Mortgage

Gold Level Sponsor - \$1,000

Allspect Home Inspections
Arbella Insurance Group
Bank of America, Harry Sessa
CCO Mortgage Corp.
GMAC Mortgage
Law Office of Edward C. Burt, Jr., PC
People's Bank
Residential Home Funding
Tyler Cooper & Alcorn
Washington Mutual

Silver Level Sponsor - \$500
Law Offices of Gregory T. Lattanzi, LLC

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!

Please fill out the form below and mail a \$10.00 CHECK (PER DAY-\$20.00 FOR 2 DAYS) payable to GNHAR. There are a limited number of seats available! Thank you!

Thurs., Aug. 9, 2007	Basic MLX	9:30-11:30	LIMIT 16
	CMA	11:45-12:45	LIMIT 16
	Advanced MLX	1:00-4:00	LIMIT 16
Thurs., Sept. 6, 2007	Advanced MLX	9:30-11:30	LIMIT 16
	CMA	11:30-12:30	LIMIT 16
Thurs., Sept. 27, 2007	Basic MLX	9:30-11:30	LIMIT 16
	CMA	11:45 - 12:45	LIMIT 16
Friday, Oct. 26, 2007	Advanced MLX	9:30-12:30	LIMIT 16
	Prospecting Manager	11:30-12:30	LIMIT 16
Thurs., Nov. 8, 2007	Basic MLX	9:30-11:30	LIMIT 16
	CMA	11:45-12:45	LIMIT 16

(TWO (2) PER COMPUTER-OR YOU MAY BRING YOUR OWN LAPTOP OR NOTEBOOK)
ALL THE ABOVE CLASSES REQUIRE A \$10.00 CHECK (PER DAY-\$20.00 FOR 2 DAYS) AND A 24 HOUR CANCELLATION NOTICE IS REQUIRED
(CREDIT CARDS ARE NOT ACCEPTED).
SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK OR CASH!

MAIL CHECK TO: Greater New Haven Association of REALTORS, Inc., 127 Washington Ave., West Bldg, Lower Level, North Haven, CT 06473. ATTENTION: ROSEANN

NAME COMPANY PHONE # DATE OF CLASS & TIME

**LEARN HOW TO UTILIZE OUR MLS SYSTEM TO YOUR ADVANTAGE!
THERE'S SO MUCH MORE THAN INPUTTING AND SEARCHING LISTINGS!! SIGN UP TODAY
AND EXPAND YOUR KNOWLEDGE!!**

Membership Continued from Page 1

C21 Greengarden, West Haven
Luz Trujillo
C21 Today, West Haven
Jean Francois Couvertier
Michele DeSimone
Classic Properties, Hamden
Cara Malavolti
CB Res Brokerage, Cheshire
David J Adams
CB REs Brokerage, NH
Dawn S Vittorio
CB Res Brokerage, North Haven
Jason Piekarski
CB Res Brokerage, Orange
Joseph W Yasick
CB Res Brokerage, Woodbridge
Laura A Elman
Dan Combs Real Estate, Wallingford
Joel D Sirois
Dow Realty Co., New Haven
Jeffrey S Dow
ERA Property World, Milford
Ewa E Zaniewska
H Pearce Co., Wallingford
Paul M Januszewski
Home Run Realty, North Haven
William A DeVivo, Jr
Keller Williams, Cheshire
Chi M Lam
Lisa Smith
Kirwan Real Estate, Wallingford
Maria M Caulfield
North Atlantic Realty, Hamden
Lesley M Kelly
Premier Residential, Woodbridge
Rudy D Farriselli
Prudential Ct Realty, Wallingford
Lisa Parker
ReMax Right Choice
Christopher F Field
ReMax Schoolside, Cheshire
Mary K Canfield
Sette Real Estate
Claudia Staffieri
Waterfronts, Ltd, Milford
Cheryl J Forgette
Weichert Regional Properties, Hamden
Maria Valentino
Weichert Regional Properties, Orange
Melanie H Ganem
Assunta Nimley-Phillips
Teresa Soule

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.

REALTOR APPLICATIONS:

Janet V Hayes, Weichert Regional Properties, Hamden
Nancy A Paddock, MaxCom Realty, Orange
Kate M Klein, Raveis Real Estate, Cheshire
Sally Ann Endleman, Levey, Miller Maretz, Woodbridge
Robin J Patnaude, ERA Property World, Milford

Carol H Agin, Coldwell Banker Res Brokerage, Woodbridge
Mark M Schreiber, Ortiz Agencies, Inc. New Haven
Frederika L Johnson, J Redding Realty, North Haven
Michael K Williams, Fischer Realtors, West Haven
Alex B Shelekhin, Liberti Realty, Southington
Wade J Caszatt, E Drake Real Estate, Hamden
Frank J Jannotta, Sette Real Estate, Hamden
Nicole M DeFrancesco, Platinum Associates, New Haven
Robert A Hoskie-Graham, Westville Realty, New Haven
Beth Sansalone, Innovative Properties, Wallingford
Robert D. Smith, Century 21 Access America, New Haven
Bruno T Ciccone, Platinum Assoc, New Haven
Eric Peet, Ditchkus Real Estate, Milford
Mohamed Taroua, Weichert Realtors Regional Prop, Hamden
Michael L Harris, H Pearce Company, Orange
Traci L Paskiewicz, Century 21 Access America, Milford
Taurin A Batts, GRL and Realtors, New Haven

AGENT CHANGES:

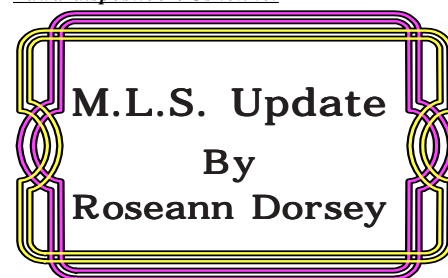
John S Papp now representing Keller Williams Realty, Cheshire
Christian Iannotti now representing ERA Advantage Realty, North Haven
Lucy Lacava now representing DePodesta Real Estate, Hamden
Lindsay Laviolette now representing Exit Creative Realty, Wallingford
Stephen Turtzo now representing Fischer Realtors, West Haven
Kelly Turtzo now representing Fischer Realtors, West Haven
Arlene E Henry now representing Weichert Realtors Regional Properties, Orange
Robin Hannon now representing West Shore Realty, Milford
Thelma A Fritzell now representing Coldwell Banker Res Brokerage, New Haven
Pamela Sommer now representing RE/MAX Amity Assoc., Orange
Vera Clark now representing West Shore Realty, Milford
Karen Charest now representing Calcagni Assoc., Wallingford
Wendy Noel now representing Exit Creative Realty, Wallingford
Ted Ademola Allen now representing MaxCom Realty LLC, Orange
Brian W Zeiner now representing Prudential Ct Realty, North Haven
Brian McGrew now representing Raveis Real Estate, Cheshire
Heather Salg now representing Raveis Real Estate, Cheshire
Edward Whitbread now representing Prudential CT Realty, Milford
Andrea Brower now representing Coldwell Banker Res Brokerage, Milford
Julia Rivera now representing Calcagni Assoc., Cheshire

ADDRESS CHANGES:

Esquire Real Estate, 20 Myers Lane, Milford
06460 203-209-1813 phone, 203-283-5131 fax
CT Residential Appraisals LLC, 3C Pineview Drive, Branford CT 06405 203-605-3731 phone, 203-488-9935 fax

ASSOCIATION STAFF EMAIL ADDRESSES:

Roberta O'Hara-Exec. VP:
NH.board.Realtors@snet.net
Francisco Garcia-Technology Director:
fgarcia@snet.net
Joan Quinn-Ct Home Browser:
ct-homebrowser@snet.net
Jeannine Mollica-Membership:
jmollica@snet.net
Roseann Dorsey-Receptionist,MLS Admin.
rdorsey@snet.net
Edward Sposito-Bookkeeper:
Edward.sposito01@snet.net



2007 MILL RATES

Are posted on the GNHAR web site for your convenience. <http://www.greaternhrealtors.com>

CTMLS advises us the new mill rates will not be posted in MLS until early fall. Therefore, in the meantime you will have to change the Mill Rate on your listings and the new taxes will automatically update.

**BLOOD DRIVE
NEWHAVENLIONS CLUB**

The New Haven Lions Club will be holding a blood drive on July 30, 2007. We have a critical shortage of blood in Connecticut and the Lions are looking for donors. Donating takes less than one hour which can mean the difference between life and death. You can make an appointment to donate blood between 12:30 and 6 P.M. and you will receive a free ticket from Cinema Deluxe in Milford. To register, Please send an e-mail to: Barbara Gould @ Prudentialct.com, or call Barbara at Prudential CT. Realty @ (203) 239-4663 X964 and specify what time you would like to donate. **Come on Realtors, lets show Greater New Haven we care!**

Sincerely,
Barbara E. Gould, President
New Haven Lions Club
Realtor, Prudential CT. Real Estate
North Haven Office

THE REALTORS CODE OF ETHICS

This is a second of a series of articles to be published monthly.

Each article will contain actual case histories of problems relating to real estate ethics which were presented to actual Hearing Panels and decisions made.

These are actual quotes from the Code of Ethics Manual and are both interesting and educational, I hope you enjoy them.

CASE INTERPRETATIONS RELATED TO ARTICLE 1:

Case #1-2: Honest Treatment of All Parties

As the exclusive agent of Client A, REALTOR® B offered Client A's house for sale, advertising it as being located near a bus stop. Prospect C, who explained that his daily schedule made it necessary for him to have a house near the bus stop, was shown Client A's property, like it, and made a deposit. Two days later, REALTOR® B read a notice that the bus line running near Client A's house was being discontinued. He informed Prospect C of this, and Prospect C responded that he was no longer interested in Client C's house since the availability of bus transportation was essential to him. REALTOR® B informed Client A and recommended that Prospect C's deposit be returned.

Client A reluctantly complied with REALTOR® B's recommendation, but then complained to the Board of REALTORS® that REALTOR® B had not faithfully protected and promoted his interests; that after Prospect C has expressed his willingness to buy, REALTOR® B should not have made a disclosure that killed the sale since the point actually was not of major importance. The new bus route, he showed, would put a stop within six blocks of the property.

In a hearing before a Hearing Panel of the Board's Professional Standards Committee, REALTOR® B explained that in advertising Client A's property, the fact that a bus stop was less than a block from the property had been prominently features. He also made the point that Prospect C, in consulting with him, had emphasized that Prospect C's physical disability necessitated a home near a bus stop. Thus, in his judgment, the change in bus rout-

ing materially changed the characteristics of the property in the eyes of the prospective buyer, and he felt under his obligation to give honest treatment to all parties in the transaction, that he should inform Prospect C, and that in so doing he was not violating his obligation to his client.

The Hearing Panel concluded that REALTOR® B had not violated Article 1, but had acted property under both the spirit and the letter of the Code of Ethics. The panel noted that the decision to refund Prospect C's deposit was made by the seller, Client A, even though the listing broker, REALTOR® B, had suggested that it was only fair due to the change in circumstances.

Case #1-4: Fidelity to Client

Client A contacted REALTOR® B to list a vacant lot. Client A said he had heard that similar lots in the vicinity had sold for about \$50,000 and though he should be able to get a similar price. REALTOR® B stressed some minor disadvantages in location and grade of the lot, and said that the market for vacant lots was sluggish. He suggested listing at a price of \$32,500 and the client agreed.

In two weeks, REALTOR® B came to Client A with an offer at the listed price of \$32,500. The client raised some questions about it, pointing out that the offer had come in just two weeks after the property had been placed on the market which could be an indication that the lot was worth closer to \$50,000 than \$32,500. REALTOR® B strongly urged him to accept the offer, stating that because of the sluggish market, another offer might not develop for months and that the offer in

hand simply vindicated REALTOR® B's own judgment as to pricing the lot. Client A finally agreed and the sale was made to Buyer C.

Two months later, Client A discovered the lot was no longer owned by Buyer C, but had been purchased by Buyer D at \$55,000. He investigated and found that Buyer C was a brother-in-law of REALTOR® B, and that Buyer C had acted on behalf of REALTOR® B in buying the property for \$32,500.

Client A outlined the facts in a complaint to the Board of REALTORS®, charging REALTOR® B with collusion in betrayal of a client's confidence and interests, and with failing to disclose that he was buying the property on his own behalf.

At the hearing before a panel of the Board's Professional Standards Committee, REALTOR® B's defense was that in his observation of real estate transactions there can be two legitimate prices of property—the price that a seller is willing to take in order to liquidate his investment, and the price that a buyer is willing to pay to acquire a property in which he is particularly interested. His position was that he saw no harm in bringing about a transaction to his own advantage in which the seller received a price that he was willing to take and the buyer paid a price that he was willing to pay.

The Hearing Panel concluded that REALTOR® B had deceitfully used the guise of rendering professional service to a client in acting as a speculator; that he had been unfaithful to the most basic principles of agency and allegiance to his client's interest; and that he had violated Articles 1 and 4 of the Code of Ethics.