

# REALTOR NEWS

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

JANUARY, 2010

## 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.



# REALTOR<sup>®</sup> NEWS

Web Site - [greater-nh-realtors.com](http://greater-nh-realtors.com)

Issue No. 274

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### *Paul Ott* *Chairman of the Board* *2010*

I am honored to be able to follow in the foot steps of the Association's leaders with whom I have worked. They have been great role models.

The world we live in is one built upon relationships and friendships. The business of selling and of real estate is most successful in an atmosphere of camaraderie, "Friendship" and sharing.. Working together for the success of our businesses should be a goal for us all in these more difficult times. We can share in the success of each other if we communicate constructively. In 500 BC Cicero said, "Life is nothing without friends". It is my belief that as REALTORS we can increase sales, build a positive business and still work together as friends.

This is a time in our business for us to focus on communication so that the board can learn about you. First, I want to know what you are thinking about and what is important to you. I want to plan a series of focus groups. Each group will concentrate on a different topic. I would like to see us establish a forum for the exchange of ideas of our agents from the generations of X, Y, Boomers and Civics..It is in the best interest of us all to communicate and work together. Should we as agent learn to communicate with our different generations then we will be able to use that knowledge with our clients! I need your help to make these focus groups and forums a success by volunteering to become members...Please email, text or phone me, soon!  
2010 is the era of technology and to learn to use it better is in our best interest as REALTORS. What apps should we all be using our phones that are not phones anymore? Social Media is changing the fabric of our business as we speak. Handheld computers are changing concepts about Internet access and information sharing just to name a few subjects. Francisco and I have a plan and we are looking forward to the first focus group to meeting with you all.

Let's have fun in 2010 and work to accomplish great things together.

Paul Ott, Chairman of the Board  
203-272-0001  
[plott@cox.net](mailto:plott@cox.net)

*PS: See Attached list of 2010 Offices and Directors*

## *Congratulations!*



The following members have been awarded the 2009 Fourth 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 February 25th General Membership meeting. All recipients will be featured in the Feb. 12th issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - [greater-nh-realtors.com](http://greater-nh-realtors.com)

- |                      |                             |
|----------------------|-----------------------------|
| Debra Becroft        | Carbutti & Co.              |
| Stacy Blake          | ReMax Right Choice          |
| Patrick R. Combs     | Dan Combs R.E., Inc.        |
| John Coppola         | ERA Property World          |
| Gary Damato          | Press/Cuozzo Realtors       |
| Stephanie Ellison    | Re/Max Right Choice         |
| Lisa Golebiewski     | Realty Associates           |
| Kevin Green          | Prudential Ct, Wall.        |
| Melanie Helтке       | Weichert Realtors           |
| Wayne Hugendubel     | Coldwell Banker, Orange     |
| Jared James          | ReMax Right Choice          |
| Dorothy Karska-Piech | Calcagni, Cheshire          |
| Laureen Kennedy      | Coldwell Banker Cheshire    |
| Renee Masica         | Re/Max Right Choice         |
| Patricia Moreggi     | Prudential Ct North Haven   |
| Nick Mastrangelo     | Weichert Realtors, Orange   |
| Joseph Piscitelli    | Coldwell Banker, Milford    |
| Jim Porto            | Coldwell Banker, Milford    |
| Ruth Ratner          | Keller Williams Central Ct. |
| Toni Ross            | Weichert Realtors, Orange   |
| Sandy Maier Schede   | Maier Real Estate           |
| Mike Sirochman       | Weichert Realtors, Orange   |
| Paul Thompson        | Realty World Clayton        |
| Stephen Thompson     | Dan Combs Real Estate       |
| Raymond Valenti      | ReMax Schoolside Realtors   |

(Awards continued from page 2)

The GNHAR "Quarterly Awards" program is open to all Greater New Haven Association members. Points are completed on listings currently in CT-MLS. RENTAL STATUS LISTINGS CANNOT BE USED.

To qualify, you must earn 9 points per calendar quarter. 1 point is earned if you are the listing or the 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.

A "Nomination" form must be completed and signed and be received by the 10th of the month following the end of the quarter. This quarter ENDING MARCH 31, 2010 must be received by APRIL 10, 2010. NOMINATION FORM IS ENCLOSED ON PAGE 9.

*Thank You*

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

<b>Platinum Level Sponsor - \$2,000</b>	<b>Gold Level Sponsor - \$1,000</b>
<b>Franklin Mortgage, LLC &amp; Franklin Insurance Group</b>	
	<b>Silver Level Sponsor - \$500</b>

## GENERAL MEMBERSHIP MEETING



*FLYERS HAVE BEEN MAILED TO ALL MEMBERS!*

SIGN UP NOW TO ATTEND OUR

**ELLEN BOYLE SEMINAR**

*"BUILDING EXCEPTIONAL SALESPEOPLE THROUGH TRAINING"*

ON  
**FEBRUARY 25, 2010 - 12 NOON**  
**DELI BUFFET LUNCH WILL BE SERVED**

**VILLA CAPRI**  
**906 NORTH COLONY ROAD, WALLINGFORD**

**COST: \$15 PER PERSON**  
**RESERVATIONS A "MUST" - DEADLINE TO RESERVE YOUR SEAT IS MONDAY, FEB. 22ND.**

Ellen Boyle is a unique motivational speaker and fabulous real estate educator. Ellen is a REALTOR®. She built a legendary listing and sales business that spanned over two decades with multi-million dollar production.

Her teaching and programs are based on reality real estate and not hypothetical theories. She is truly committed to improving the real estate profession by sharing her experiences and highly successful techniques with others.

**WATCH FOR YOUR FLYER IN THE MAIL, AND SIGN UP IMMEDIATELY, YOU DON'T WANT TO MISS THIS DYNAMIC SPEAKER!!!**



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

**Officers of the Association**

Chairman of the Board.....Paul Ott  
Chairman Elect..... E. Tyler Della Valle  
First Vice-President.....Susan Izzo  
Second Vice-President.....Elizabeth Alberico  
Treasurer ..... Linda Hofbauer  
Secretary.....James Porto  
President & CEO.....Roberta N. O'Hara RCE

**Directors**

Alan Barberino  
Tom Casey  
Joel Galvin  
Kris Geenty  
John Hill  
Michael Johnson  
Patricia Reed  
Gena Ruocco-Lockery  
Louisa Zemina  
Wendy Weir

Immed. Past Chairman: Albert Scafati



**CONGRATULATIONS  
TO THE FOLLOWING  
NEW "REALTORS®"**

**H. Pearce, New Haven  
Steven F Palma  
Prudential Ct RE, Branford  
Christiana Thomas-Hjerpe**

**OFFICE CLOSING:**

**Fred Mansfield II, 17 Pleasant St., West  
Hartford.**

**Annette Gambardella, 32 Taylor Ave.,  
East Haven now with Zip Realty, Rocky  
Hill.**

**Ted Davis, 122 Morningside Ct, Shel-  
ton, Ct.**

**OFFICE NAME CHANGE:**

**Tony Guistinello d/b/a A&M Realtors,  
3000 Whitney Ave., Suite #203, Ham-  
den, Ct 06514 was Aristide & Maxwell.**

**AGENT CHANGES:**

**Linda Homan now rep CB, Milford  
Louis A Pomarico now rep Weichert,  
Hamden.**

**Theodore Anastasio now rep Zip Re-  
alty, Rocky Hill.**

**Amina Blake now rep CB, Cheshire  
Joanna Adams now rep ERA Seigel,  
Hamden.**

**Julie A Raymond now rep Berardino,  
Durham**

**Joan Luna Zayas now rep Calcagni,  
Cheshire.**

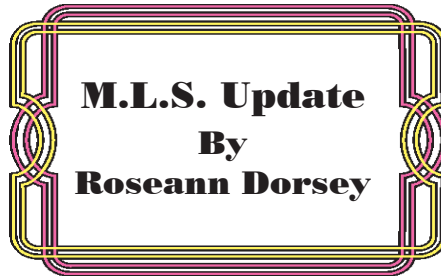
**Julie Cestaro now rep RW Clayton,  
East Haven.**

**Janet Cianelli now rep RW Clayton,  
East Haven.**

**Joseph Tomasello now rep Platinum As-  
soc., New Haven.**

**Marta P Bertoldo now rep Berardino,  
Durham.**

**OFFICE ADDRESS CHANGE:  
Sell Some Property, 226 East Main St.,  
Branford, CT 06405. Phone 203-433-  
0244, Fax 203-433-0248.**



**CREDIT REPORTS**

GNHAR is offering a new service which allows the office to process their own Credit Reports for RENTALS only 24/7. The codes will be issued to authorized person(s) in your office. The cost of the processing will be \$15.00 per person which includes tax. There is, however, a \$75.00 one time inspection fee for offices of GNHAR & \$100.00 for non-member offices with secondary membership. If the office is in a residence, this will be a yearly \$75.00 fee.

Many Companies have already taken advantage of this service. If your company is interested, please call me, Roseann Dorsey, (203) 234-7700 x110.

**REAL ESTATE STORE**

The Store is open 8:30-4 PM, Monday thru Friday. We have a large selection of real estate signs, bags, books, jewelry, house closing gifts....Come check us out!!

We accept Master Card/Visa/Check/Cash.

**CONDO MANAGEMENT  
BOOK**

2010 "Condo Management" books are now available.

Over 630 listings of condo's and who manages them.

**A must for every office!!**

Cost \$8.00 each. Send a check payable to GNHAR and your book will be mailed to you.

**SUPRA KEY  
AND  
MEMBERSHIP  
DUES UPDATE**

**2010 GNHAR Membership  
and Supra Key bills were  
due and payable December,  
2009.**

**The grace period of 30 days  
ended January 16, 2010.**

**For those of you who have  
yet to pay your dues (in-  
cluding your Supra Key),  
a \$50.00 late fee will now  
be added to the bill. If you  
decide to drop your mem-  
bership after January 16th,  
you will still be responsible  
for the \$50.00 late fee and  
pro-rated January fees.**

**Supra Key fees for 2010 are  
\$135/year. At this time, if  
you return your key to us,  
you will be responsible for  
a portion of the lease.**

**Please remember, you must  
be a member of the Asso-  
ciation in order to continue  
receiving CTMLS access.**

**We accept Master Card/  
VISA or check. Please  
call Edward Sposito (203)  
234-7700 VM 113 with any  
questions.**

## Pending Home Sales Down from Surge but Higher than a Year Ago

Washington, January 05, 2010

Contract activity for pending home sales fell after a surge of activity in preceding months to beat the original deadline for the first-time home buyer tax credit but remains comfortably above a year ago, according to the National Association of Realtors®.

The [Pending Home Sales Index](#),\* a forward-looking indicator based on contracts signed in November, fell 16.0 percent to 96.0 from an upwardly revised 114.3 in October, but is 15.5 percent higher than November 2008 when it was 83.1.

[Lawrence Yun](#), NAR chief economist, said a drop was expected. "It will be at least early spring before we see notable gains in sales activity as home buyers respond to the recently extended and expanded tax credit," he said. "The fact that pending home sales are comfortably above year-ago levels shows the market has gained sufficient momentum on its own. We expect another surge in the spring as more home buyers take advantage of affordable housing conditions before the tax credit expires."

Buyers who have a contract in place to purchase a primary residence by April 30, 2010, have until June 30, 2010, to finalize the transaction to qualify for the tax credit of up to \$8,000 for first-time buyers and \$6,500 for repeat buyers.

The PHSI in the Northeast dropped 25.7 percent to 74.4 in November but is 14.7 percent above a year ago. In the Midwest the index fell 25.7 percent to 82.0 but is 9.2 percent higher than November 2008. Pending home sales in the South fell 15.0 percent to an index of 97.8, but are 14.7 percent higher than a year ago. In the West the index declined 2.7 percent to 124.6 but is 21.4 percent above November 2008.

Yun projects an additional 900,000 first-time buyers will qualify for the extended tax credit in addition to about 2 million who have already purchased; 1.5 million repeat buyers also are expected to benefit from the credit. "Many trade-up buyers, who have historically

timed their purchase based on school-year considerations, will have to accelerate their buying plans if they need the tax credit to make a trade," Yun said. Repeat buyers do not have to sell their existing home to qualify for the credit, but they must occupy the home they buy as their primary residence.

Yun added that mortgage interest rates cannot remain at rock-bottom levels for a sustained period and will likely inch higher in 2010. But the tax credit impact in the first half of the year and expected job growth impact in the second half will support home buying activity and absorb enough inventory to bring a rough balance between buyers and sellers. Home prices are expected to stabilize or even modestly rise as a result in 2010.

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.

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\*The Pending Home Sales Index is a leading indicator for the housing sector, based on pending sales of existing homes. A sale is listed as pending when the contract has been signed but the transaction has not closed, though the sale usually is finalized within one or two months of signing.

The index is based on a large national sample, typically representing about 20 percent of transactions for existing-home sales. In developing the model for the index, it was demonstrated that the level of monthly sales-contract activity from 2001 through 2004 parallels the level of closed existing-home sales in the following two months. There is a closer relationship between annual index changes (from the same month a year earlier) and year-ago changes in sales performance than with month-to-month comparisons.

An index of 100 is equal to the average level of contract activity during 2001, which was the first year to be examined as well as the first of five consecutive record years for existing-home sales.

Existing-home sales for December will be reported January 25 and the next Pending Home Sales Index will be on February 2; release times are 10 a.m. EST.

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## Realtor® Grant and Mentoring Program Seeks Nominations

Chicago, January 07, 2010

REALTOR® Magazine's Good Neighbor Society is seeking entries for Volunteering Works, a program that matches Realtors® who would like to expand their community service outreach with a mentor and grant money. Mentors are part of the Good Neighbor Society, past recipients of the magazine's annual Good Neighbor Award for volunteerism.

For the second year, the Good Neighbor Society is soliciting applications from Realtors® who work on small-scale charitable efforts that have great potential for growth. Five applicants will be selected to receive a year of one-on-one mentoring from a member of the Good Neighbor Society and a \$1,000 grant as seed money to help implement improvements to his or her community program.

"Realtors® build communities and the Volunteering Works program is a wonderful way to inspire more Realtors® to volunteer throughout the country," said National Association of Realtors® President Vicki Cox Golder, owner of Vicki L. Cox & Associates in Tucson, Ariz. "Mentors pass along valuable knowledge to individuals who have the passion to help others, allowing them to overcome the everyday challenges of getting a charitable effort off the ground."

Recipients will be selected based on their dedication to the community through volunteer work and the potential for their charitable work to be expanded with the help of an expert mentor. Ideal candidates will also be able to spell out specific challenges they would like to address and have specific goals for the future of their community service project. Applicants must be NAR members.

Mentors for Volunteering Works will be members of the Good Neighbor Society. Good Neighbor Award winners spend an average of more than 20 hours a week on volunteer work and have built and led some of the most effective charitable organizations in the country. Since 2000,

Continued on Page 6

**"Realtor Grant continued"**

There have been nearly 100 winners and honorable mention recipients of the Good Neighbor Award.

"Realtor® mentors will share their insights and help motivate other Realtors® to action," said Craig Conant, Good Neighbor Society Advisory Council chair and 2001 winner of REALTOR® Magazine's Good Neighbor Award. "Mentors will provide guidance and advice on things like setting up an effective board of directors, establishing the appropriate nonprofit status, improving fund-raising success and recruiting volunteers."

"So many Realtors® across the country are active in their communities," said Frank Sibley, REALTOR® Magazine publisher. "The wonderful thing about this mentoring program is that it will help Realtors® reach out to even more people to make a real difference. This is an exciting opportunity for Realtors® to learn from some of the country's the most successful volunteers, the Good Neighbor Award winners."

For a Volunteering Works entry form, go to [www.realtor.org/gna](http://www.realtor.org/gna). The entry deadline is February 19, 2010. Recipients will be notified in April.

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.

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**PERSONAL SAFETY GUIDE**

**Published by**

**Connecticut Association of REALTORS®**

**Available on line at:**

***www.ctrealtor.com/pdf/safety-booklet.pdf***

**C.A.R. encourages every office to implement a formal safety program. Each company should implement procedures and education programs that include everyone in the office. The booklet "Personal Safety Guide" is intended as a resource for designing your safety program.**

**Enclosed in this booklet and posted on C.A.R.'s website [www.ctrealtor.com](http://www.ctrealtor.com) are office forms that are recommended for all real estate offices, regardless of size. The forms were developed by agents for agents in the State of Washington and used throughout the country. Law enforcement officials were also consulted in the development of the forms. The purpose of these forms is as follows:**

- 1. To deter assaults by positively identifying the people we are working with.**
- 2. To have emergency information for everyone in the real estate office.**
- 3. If a crime occurs - to know where the agent was going so the police can help.**
- 4. Every client wanting to meet with an agent should expect to**

**be asked for identification.**

**It was found that customers are very understanding of why we need this information. There has been little or no resistance to providing the identification. If a customer does object, that in itself, should raise a red flag.**

**All agents are at risk every time they show a property. It's important that you know Who you are with, Where you are going, When you will be back and make sure someone else knows. Whenever possible, make sure the client knows you have shared this information with someone. You are less likely to be attacked if the criminal knows you will be missed and he/she can be identified.**

**The booklet has many helpful hints on how to stay safe. For instance "Don't advertise a listing as vacant". Don't give out personal information, use your cell number, not your home phone....Use your office address rather than your home address . Avoid glamour shots to advertise, there have been cases of criminals actually circling photographs of their would-be victims in newspaper advertisement.**

**Bottom Line - If you haven't implemented a Personal Safety program, go on line and print your free copy of "Personal Safety Guide".**



# 2010 Officers and Directors

Greater New Haven Association of REALTORS®, Inc.

		<i>Phone #</i>	<i>Fax #</i>
<i>Chairman of the Board</i>	<i>Paul Ott</i>	<i>203-272-0001</i>	<i>203-250-1339</i>
<i>Chairman Elect</i>	<i>E. Tyler Della Valle</i>	<i>203-776-0000</i>	<i>203-562-7707</i>
<i>First Vice-President</i>	<i>Susan Izzo</i>	<i>203-377-4366</i>	<i>203-377-6797</i>
<i>Second Vice-President</i>	<i>Elizabeth Alberico</i>	<i>203-248-5550x11</i>	<i>203-248-3916</i>
<i>Treasurer</i>	<i>Linda Hofbauer</i>	<i>203-265-1821</i>	<i>203-284-3390</i>
<i>Secretary</i>	<i>James Porto</i>	<i>203-878-7424</i>	<i>203-783-1828</i>

DIRECTORS:

<i>Tom Casey</i>	<i>Term Expires 2010</i>	<i>203-877-2704</i>	<i>203-874-2969</i>
<i>Joel Galvin</i>	<i>Term Expires 2010</i>	<i>203-281-3400</i>	<i>203-288-9645</i>
<i>Kris Geenty</i>	<i>Term Expires 2010</i>	<i>203-488-1005</i>	<i>203-481-6552</i>
<i>Louise Zemina</i>	<i>Term Expires 2011</i>	<i>203-265-1655</i>	<i>203-265-9519</i>
<i>John Hill</i>	<i>Term Expires 2011</i>	<i>203-562-1220</i>	<i>203-772-2907</i>
<i>Wendy Weir</i>	<i>Term Expires 2011</i>	<i>203-877-0618</i>	<i>203-874-5621</i>
<i>Gena Ruocco- Lockery</i>	<i>Term Expires 2011</i>	<i>203-781-0000</i>	<i>203-781-0022</i>
<i>Alan Barberino</i>	<i>Term Expires 2012</i>	<i>203-269-0284</i>	<i>203-269-2805</i>
<i>Patricia Reed</i>	<i>Term Expires 2012</i>	<i>203-288-2500</i>	<i>203-288-4600</i>
<i>Michael Johnson</i>	<i>Term Expires 2012</i>	<i>203-789-1426</i>	<i>203-789-1451</i>
<i>Albert Scafati</i>	<i>Immediate Past Chairman</i>	<i>203-288-1900</i>	<i>203-288-0100</i>
<i>Board Counsel:</i>	<i>William W. Bouton III, Esq.</i>		
	<i>Lori Clarke</i>	<i>860-725-6210</i>	<i>784-8522</i>

STATE DIRECTORS:

<i>Ron Masella</i>	<i>Term Expires 2010</i>	<i>203-287-0487</i>	<i>203-288-3388</i>
<i>Teresa Sirico</i>	<i>Term Expires 2010</i>	<i>203-469-5330</i>	<i>203-468-8686</i>
<i>Joanne Hale</i>	<i>Term Expires 2010</i>	<i>203-272-0890</i>	<i>203-250-8163</i>
<i>Richard Hartman</i>	<i>Term Expires 2010</i>	<i>203-239-4663</i>	<i>203-239-3119</i>
<i>Sandra Maier Schede</i>	<i>Term Expires 2010</i>	<i>203-237-7559</i>	<i>203-634-9197</i>
<i>Corinne Ambrose</i>	<i>Term Expires 2010</i>	<i>203-272-0001</i>	<i>203-250-1339</i>
<i>Debra Eccles</i>	<i>Term Expires 2010</i>	<i>203-876-7507</i>	<i>203-876-5923</i>
<i>James Porto</i>	<i>Term Expires 2010</i>	<i>203-878-7424</i>	<i>203-783-1828</i>
<i>Albert Scafati</i>	<i>Term Expires 2010</i>	<i>203-288-1900</i>	<i>203-288-0100</i>
<i>Susan O'Shea</i>	<i>Term Expires 2011</i>	<i>203-877-0618</i>	<i>203-874-5621</i>
<i>Bea Fiorino</i>	<i>Term Expires 2011</i>	<i>203-272-1633</i>	<i>203-272-1569</i>
<i>Sam Ratner</i>	<i>Term Expires 2011</i>	<i>203-699-8399</i>	<i>203-439-0129</i>
<i>Jonathan Carbutti</i>	<i>Term Expires 2011</i>	<i>203-269-4910</i>	<i>203-269-4912</i>
<i>Marc Seigel</i>	<i>Term Expires 2011</i>	<i>203-288-3377</i>	<i>203-281-5461</i>

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<i>Roberta N. O'Hara, RCE, President &amp; CEO</i>	<i>234-7700 VM 12</i>	<i>234-3980 NH</i>
<i>Edward Sposito, Finance Department</i>	<i>234-7700 VM 13</i>	<i>234-3980</i>
<i>Joan Quinn, The Connecticut Home Browser®</i>	<i>234-7700 VM 14</i>	<i>234-1477</i>
<i>Kate Blake Membership Administrator</i>	<i>234-7700 VM 18</i>	<i>234-3980</i>
<i>Roseann Dorsey, MLS Service Ctr Administrator &amp; Recept.</i>	<i>234-7700 VM 10</i>	<i>234-3980</i>
<i>Francisco Garcia, Technology Administrator</i>	<i>234-7700 VM 16</i>	<i>234-3980</i>
<i>Lynne Westerhoff, Director of Education</i>	<i>234-3938 VM 11</i>	<i>234-3980</i>
<i>Dawn Menta, Administrator Assistant</i>	<i>234-3938 VM 19</i>	<i>234-3980</i>

