

REALTOR NEWS

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

JULY, 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[®] NEWS

Web Site - greaternhrealtors.com

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Paul Ott
Chairman of the Board
2010

Congratulations!



The following members have been awarded the 2010 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 September 16th General Membership meeting to be held at the New Haven Lawn Club. All recipients will be featured in the August 13th issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - greaternhrealtors.com and the July "Realtor Newsletter"

- | | |
|----------------------|-------------------------------|
| Sally Bowman | Sally Bowman Real Estate |
| Andrea Browser | Coldwell Banker, Milford |
| Beth Cantor | Calcagni Associates, Hamden |
| Patrick R. Combs | Dan Combs Real Estate, Inc. |
| John Coppola | ERA Property World, Milford |
| Kathy Croteau | Coldwell Banker, No Haven |
| Gary Damato | Press/Cuozzo Realtors |
| Stacey DeAngelis | Calcagni Associates, Cheshire |
| Marc Delise | Coldwell Banker, No Haven |
| Joann Digioia | Coldwell Banker, No Haven |
| Stephanie Ellison | ReMax Right Choice, Milford |
| Dorothy Karska-Piech | Calcagni Associates, Cheshire |
| Laureen Kennedy | Coldwell Banker, Cheshire |
| Lawrence Madow | Calcagni Associates, Cheshire |
| Lorrie Maiorano | Calcagni Associates, Hamden |
| Renee Mascia | ReMax Right Choice, Milford |
| Nick Mastrangelo | Weichert Realtors, Orange |
| Janie Ouellette | Coldwell Banker, No Haven |
| James Porto | Coldwell Banker, Milford |
| Betsy Purtell | Coldwell Banker, Cheshire |
| Ruth Ratner | Keller Williams Realty, Ches. |
| Stacy Riccio | Riccio Realty & REO Assoc. |
| Toni Ross | Weichert Realtors, Orange |
| Mike Sirochman | Weichert Realtors, Orange |
| Paul Thompson | Realty World Clayton, E. H. |
| Raymond Valente | ReMax Professionals, Cheshire |

Last month I wrote about safety issues. This month I want to write about something that happened to me, recently. I was sitting at my desk at the office when, to get my attention, an agent seated nearby cleared his throat and turned to me. He started with, " as the Chair of the Association this year you really should do something about the manner in which agents dress. It is shameful, you know. People like myself are seeking to raise the bar of professionalism within our industry and you see agents showing houses dressed like they are off to the beach or worse." He went on to ask what I could do about it? I did mention to him that we had a recent "Dress for Success" seminar and that all real estate companies have dress codes. Though, I did agree that especially in the summer, agents tend to dress more casually than during the rest of the year.

As I sat at my desk wearing a blue double breasted blazer, white dress shirt opened to expose a colored tee and a pair of expensive jeans, I reminded myself that I was not exactly dressed according to the "codes" of our industry. I do love that outfit though, as it harkens back to what "we" all wore in the advertising industry. In retrospect, I will rethink the jean part of the outfit .

The agent was right We need to inspire the people that we are asking to trust us. Part of earning that trust is looking good. Looking good and also appropriately dressed does help us feel better about who we are! Remember: when someone meets you they have made a decision about you within the first 12 seconds! Dressing well might help with a positive decision!

Have a productive summer,

Paul Ott

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*Second Quarter
Quarterly Awards
Continued from Page 1*

The GNHAR "Quarterly Awards" program is open to all Greater New Haven Association members. Points are compiled on listings currently in CTMLS. 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. The next quarter ENDING September 30, 2010 must be received by October 10, 2010. NOMINATION FORM IS ENCLOSED ON PAGE 5.



REALTOR®

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

Thank You

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

Platinum Level Sponsor - \$2,000
Franklin Mortgage, LLC &
Franklin Insurance Group

Silver Level Sponsor - \$500
Bruce R. Peabody, Esquire
Mortgage Access Corp.,
Paul Constantinou
Law Offices of Edward C. Burt, Jr.PC
Campbell Mortgage, Jack Murphy

Gold Level Sponsor - \$1,000
Peoples United Bank,
Randy Thomas
Liberty Bank, John Parillo
Tiger Home & Bldg Inspection
Connex Credit Union, Jason Dagraca
Guarantee Rate, J Pelliccio/J Antonios
Amer. Fin. Resources, M. Klemenz

CREDIT REPORTS!!!

GNHAR is no longer processing credit reports....All credit reports are now being run through MCB (Merchant's Credit Bureau).

If you have already applied for a code to do credit reports through MCB, you are now able to process your own credit reports 24/7.

The cost is only \$15.00 per credit report with a FICO score for mortgages and rentals and \$20.00 for employment reports.

IF YOU ARE INTERESTED IN SIGNING UP WITH MCB, THE FOLLOWING GUIDELINES MUST BE MET:

- **The office must be inspected to be sure that the office is located at the given address.**
- **A one time inspection fee of \$75.00 for an office in a commercial building; \$75.00 per year if the office is located in a residence. (If in a residence, the room must be away from the living quarters and set up as an office with office furniture, fax, computer, files. etc.)**

After the guidelines have been met, Pattie Annunziata from MCB will contact you regarding your set up. At this point, you will be given your End User Codes to begin processing your own credit reports.

If you would like an application or have any question, please feel free to contact Roseann at 203-234-7700 x110.



Why should I contribute to RPAC?

RPAC is the muscle behind the voice of REALTORS®. RPAC represents over 1,200,000 politically active

REALTORS® that Members of Congress want as their friends. Recent legislative and regulatory successes include:

- The continued preservation of the mortgage interest deduction.
- \$8,000 First Time Homebuyer Tax Credit to stimulate the real estate market.
- Improving federal mortgage programs, allowing more families to join the ranks of homeownership.

RPAC Legislative Priorities

Freddie Mac/Fannie Mae Reform: NAR will work closely with the U.S. Senate to mandate strengthening regulatory oversight of Freddie Mac and Fannie Mae and will advocate an increase in the GSE conforming loan limit to better serve homebuyers nationwide.

Appraisal/Mortgage Reform: NAR will participate in the Senate debate of legislation to reform appraisal, mortgage and anti-predatory lending practices and work to ensure that persons engaged in real estate only are exempt from any proposed mortgage registration requirements.

Flood Insurance: NAR will lobby for reform of the National Flood Insurance Program and press for the financial resources needed for FEMA's Floodplain Map Modernization Program.

Natural Disaster: NAR will press the Senate to address the problem of lack of available and affordable property insurance in disaster-prone areas.

Small Business Health Coverage: NAR will encourage congress to correct the inequities in the nation's health insurance delivery system.

RPAC SAVES YOU MONEY

REALTORS® are business people and know that the best way to do business is to maximize return on investment. So, how does RPAC help a REALTOR®'s business? CONSIDER THIS:

Banks in Real Estate: After an eight-year fight, Congress passed legislation in 2009 to permanently keep banking conglomerates out of the real estate brokerage, which saves the typical real estate professional \$5,400 annually.

Conforming Mortgage Loan Limit Increase: Legislation that increased the Fannie and Freddie conforming mortgage loan limits increased the earnings of the typical real estate professional by \$6,250 last year over and above what would have been the case without the increase in the Fannie/Freddie loan limits.

Distressed Sales Tax Relief: NAR-supported legislation

provided \$606 million in tax relief through 2012 to homeowners who are forced to sell their homes for less than the amount of the outstanding mortgages. Unlike before, if the lender forgives some portion of the mortgage, the forgiven amount won't be taxed as income. The relief applies to short sales, foreclosures and workouts of existing mortgages on principal residences.

That's money back in your pocket and added back to your business' bottom line. RPAC is an investment; your investment in your business.

The Connecticut Home Browser A Real Estate Buyers Guide

Including Residential homes, Condos, Rentals, Commercial and Land

Published Bi-Weekly by

The Greater NH Assn of REALTORS®

THE 'BROWSER' WORKS FOR YOU!



For 12 years the "Home Browser" has offered low rates and a wide distribution.

We are now accepting ads for the August 13, 2010 issue. Black and White pages will be available until 12 noon, Friday, July 30th.

RATES:

Black and White - full page \$84.48 prepaid

Black and White - 1/2 page \$53.76 prepaid

COLOR PAGES ARE AVAILABLE TO RESERVE.

Prices range from \$170 - \$250 prepaid per issue.

Call for availability.

We accept Master Card/VISA or check.

Rates shown are "Open Rates", sign a 6, 12, 18 or 26 issue contract and SAVE EVEN MORE.

Advertising is easy....email Joan Quinn the MLS numbers and text, Joan will design your ad at no extra charge and email you a proof for change or acceptance.

Joan Quinn, email: ct-homebrowser@snet.net

Phone: 203-234-7700 VM 114

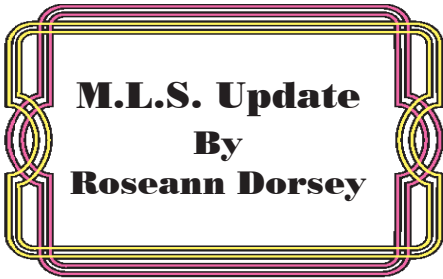
Fax: 203-234-1477

**ATTENTION ALL MEMBERS
IMPORTANT NOTICE!
2011 ASSOCIATION DUES**

Effective for the 2011 Association Dues - A motion was passed at the May, 2010 Board of Directors meeting to implement the following late fees for late payment of Association Dues.

"\$100 late fee will be charged per month until dues are paid.

If terminated, in order to re-apply, all past due fees including late fees must be paid in full before application for membership is approved. "



MILL RATES - JULY 2010

The new Mill Rates beginning July 2010 is located on Page 6. Please print and keep a copy handy for reference. The Mill rates and taxes in MLS will not be changed until September, 2010 by CTMLS. To keep your listings in MLS correct, until CTMLS makes the change, you will have to manually change the Mill Rate and Taxes on each listing. Do not change the "LMM".

OPEN LISTING FOR COMP PURPOSES

Open listings are NOT permitted in the MLS. The MLS is about two things only:

1. A place for Participants to share their listings with other Participants; and
2. To make an offer of compensation to them.

Nothing more, nothing less. If the sale did not take place in the MLS, the listing does not belong in the service.

If an Open listing for comp purposes is found in the MLS, Michele Benson from CTMLS will notify you and that listing will be removed from the MLS by the end of the day.

If you have questions regarding this rule, please call Michele Benson at 203-697-1006.



Congratulations to the following new "REALTORS®"
Coldwell Banker, North Haven
Diane Marie Goldschmidt
Coldwell Banker, Woodbridge
Rondi H D'Agostino

John Shanley Appraisals, Hmd
John Shanley
Raveis Real Estate, Cheshire
Kathleen L Menard
Sette Real Estate
Larry J Nelson
Christina M Stewart

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.

Christine M. Stewart, Raveis, Cheshire.
Megan N Reynolds, GRL & Realtors, New Haven.
Suzanne N Raymond, Calcagni Assoc, Hamden.
Urszula Kossarka, Weichert Realty, Orange.
April E Stirling, Coldwell Banker, Woodbridge.
Nicole E Felicello, Platinum Assoc., New Haven.
Jennifer Farkas, Sette R.E., Hmd.
Kelly Shine, C21 Access America, Branford.

NEW COMPANY:
Karen Kline d/b/a The Real Estate Gallery of Ct., 117 Stagecoach Cir., Milford. Phone/fax 203-987-7355.

OFFICE ADDRESS CHANGE:
Keller Williams Realty Central CT, 821 North Main St. Ext., Wallingford 006492. Phone 203-265-9400, Fax 203-265-7733.
Sam Property Appraisals Co., 994 No Colony Rd, Wallingford 06492. Same phone/fax.

OFFICE NAME CHANGE:
Edmund J Ramos d/b/a R & C Realty Consultants Inc. was Ramos Realty Group.

Greater New Haven Association of REALTORS, Inc.
Mill Rates
As of July, 2010

<i>Town</i>	<i>Assessment Ratio</i>	<i>Last Year Re-Evaluation</i>	<i>Next Evaluation Year</i>	<i>PI</i>	<i>Present Mill Rate</i>
ANSONIA	70%	2007	2012		25.75
BEACON FALLS	70%	2006	2011		25.60
BETHANY	70%	2008	2013		27.55
BRANFORD	70%	2009	2014		23.57
CHESHIRE	70%	2008	2013		26.5
DERBY	70%	2005	2011		27.4
EAST HAVEN	70%	2006	2011		26.84
GUILFORD	70%	2007	2013		20.83
HAMDEN	70%	2010	2015		31.16
HUNTINGTON	70%	2006	2011		18.61
KILLINGWORTH	70%	2006	2011		21.00
MADISON	70%	2007	2012		19.3
MERIDEN ---					
DIST 1	70%	2006	2011		29.53
DIST 2	70%	2006	2011		31.43
MILFORD	70%	2006	2011		28.44
NAUGATUCK	70%	2007	2012		32.02
NEW HAVEN	70%	2006	2011		43.9
NORTH BRANFORD	70%	2010	2015		26.71
NORTH HAVEN	70%	2009	2014		26.18
ORANGE	70%	2006	2011		29.3
OXFORD	70%	2010	2015		21.05
SEYMOUR	70%	2005	2011		26.78
SHELTON	70%	2006	2011		18.61
SOUTHINGTON	70%	2005	2011		24.02
STRATFORD	70%	2009	2014		33.32
WALLINGFORD	70%	2010	2015		24.08
WEST HAVEN ---					
DIST 1	70%	2010	2015		35.56
WEST SHORE (DIST 2)	70%	2010	2015		35.91
ALLINGTON (DIST 3)	70%	2010	2015		35.51
WOODBIDGE	70%	2009	2014		33.11

GNHAR ANNUAL SALES REPORT

	TOTAL SALES		TOTAL SALES			NEW LISTINGS			DEPOSITS			ACTIVE		
	\$ VALUE	#	2008	2009	2010	2008	2009	2010	2008	2009	2010	2008	2009	2010
2008														
59,522,323	44,937,542	51,114,199	229	201	209	1,075	763	738	314	225	319	3,961	3,121	2,713
-49%	-25%	14%	-43%	-12%	4%	-18%	-29%	-3%	-35%	-28%	42%	11%	-21%	-13%
58,219,167	40,084,535	50,205,126	226	181	218	954	744	758	402	325	333	3,543	3,236	2,915
-34%	-31%	25%	-26%	-20%	20%	3%	-22%	2%	-22%	-19%	2%	5%	-9%	-10%
86,265,060	61,776,287	70,915,734	315	265	301	1,029	946	1,094	451	418	485	3,600	3,344	3,488
-28%	-28%	15%	-26%	-16%	14%	0%	-8%	16%	-16%	-7%	16%	1%	-7%	4%
76,103,112	73,573,313	85,120,700	280	309	361	1,055	633	1,035	514	474	570	3,846	3,437	3,699
-38%	-3%	16%	-28%	10%	17%	-14%	-40%	64%	-11%	-8%	20%	4%	-11%	8%
119,204,567	68,739,624	87,409,469	433	319	375	1,135	920	772	460	541	323	3,884	3,549	3,740
-20%	-42%	27%	-15%	-26%	18%	-10%	-19%	-16%	-22%	18%	-40%	2%	-9%	5%
129,823,548	111,857,429	140,293,336	424	442	514	956	864	913	436	535	361	3,911	3,512	3,761
-29%	-14%	25%	-27%	4%	16%	-18%	-10%	6%	-18%	23%	-33%	1%	-10%	7%
116,917,724	121,837,875		382	480		989	792		426	442		3,928	3,605	
-30%	4%	-100%	-31%	26%	-100%	-18%	-20%	-100%	-24%	4%	-100%	-2%	-8%	-100%
136,020,434	111,734,016		532	438		860	769		385	467		3,858	3,445	
-24%	-18%	-100%	-8%	-18%	-100%	-12%	-11%	-100%	-4%	21%	-100%	-1%	-11%	-100%
95,870,312	81,799,857		350	335		937	798		377	459		3,905	3,306	
-9%	-15%	-100%	-5%	-4%	-100%	-15%	-15%	-100%	9%	22%	-100%	-2%	-15%	-100%
92,954,574	99,787,763		360	403		734	706		324	479		3,732	3,147	
-11%	7%	-100%	-4%	12%	-100%	-24%	-4%	-100%	-17%	48%	-100%	-1%	-16%	-100%
73,567,787	101,736,791		224	415		640	549		294	284		3,565	2,965	
-14%	38%	-100%	-22%	85%	-100%	-14%	-14%	-100%	-5%	-3%	-100%	-4%	-17%	-100%
82,601,205	82,118,019		309	328		486	414		218	236		3,101	2,642	
-5%	-1%	-100%	-2%	6%	-100%	3%	-15%	-100%	11%	8%	-100%	-1%	-15%	-100%
1,044,468,608	917,866,032	485,058,664	3,749	3,851	1,677	10,860	8,898	5,310	4,604	4,885	2,391	41,102	36,162	20,316
-31.0%	-12.1%	-47.2%	-26.0%	2.7%	-56.5%	-12.4%	-18.0%	-40.3%	-38.2%	6.2%	-51.1%	-7.4%	-12.0%	-43.8%