
REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No.256

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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.

THE GREATER NEW HAVEN ASSOCIATION OF REALTORS®, INC.

YOU ARE INVITED TO ATTEND OUR ANNUAL PATIO PARTY AND CLAM BAKE

REALTORS, SPOUSES, AFFILIATES, GUESTS

Thursday, June 19, 2008

5 - 9 P.M.

Amarante's Sea Cliff

62 Cove St., Morris Cove, New Haven

Cost - \$40.00 per person

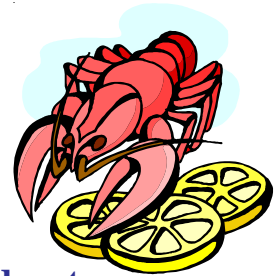
Includes:

Lobster OR Steak

Mussels, Grilled Chicken, Summer Specialities, Salads, etc.

Fabulous Hors D'oeuvres, Pasta

**REALTOR
OF THE
YEAR**



Sponsored by:

M.H. Schaefer Inspection, The Real Estate Book, Tiger Home Inspection, Franklin Mortgage, New Haven Register, Blake Financial, ITeMa, Inc., Bank of America, GMAC Mortgage, Law Office of Edward Burt, Peoples United Bank, Allspect Home Inspection, Law Office of Wm. M Raccio, Wells Fargo Home Mortgage, Bearing Star Ins. Group, and Pillar to Post Prof. Inspection.

RESERVATIONS A MUST, PAYMENT MUST BE MADE AT TIME OF RESERVATION

ABSOLUTE DEADLINE TO SIGN-UP, NO LATER THAN FRIDAY, JUNE 13, 2008

NO ONE WILL BE ADMITTED WITHOUT

PREPAID RESERVATIONS BY THE ABOVE DEADLINE!!!

FLYERS ARE IN THE MAIL AND ALSO EMAILED TO ALL MEMBERS!

The Connecticut Home Browser
A Real Estate Buyers Guide



Published bi-weekly
LOW RATES FOR MEMBERS
Next available issues:
June 20, 2008 issue - Deadline to submit ads is 12 noon, Friday, June 6, 2008 (Offering 1/2 page special for REALTORS \$40.00 prepaid)

ADVERTISE IN COLOR!!!
CALLFORAVAILABILITY

JOAN QUINN
(203) 234-7700 VM 14
email: ct-homebrowser@snet.net
SEE THE CURRENT ISSUE ON LINE:
cthomebrowser.com



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
FirstVice-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
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!

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!

Tuesday, June 3, 2008	Basic II	9:30-11:30	
	Express CMA	11:30-12:30	
	Advanced	1:30-3:30	LIMIT 10
Friday, June 13, 2008	Report Writer	10:00-12 Noon	
	CMA w/Report Writer	1:00-3:00	LIMIT 6

COST \$10.00 PER DAY

(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 YOUR CTMLS SYSTEM TO YOUR ADVANTAGE! THERE'S SO MUCH MORE THAN INPUTTING AND SEARCHING LISTINGS!! SIGN UP TODAY AND EXPAND YOUR KNOWLEDGE!!

**GREATER FAIRFIELD COUNTY CMLS
INFORMATION PAGE**

This section will be available for members of the New Haven Association of Realtors, Inc.® and Greater Fairfield County CMLS (Fairfield County).

The purpose of this is The Greater New Haven Association of Realtors is a Service Center for both MLS's and to keep you informed of the information of the CMLS.

Coming to GFC CMLS June 16th



**Listingbook – The Client Servicing Tool
Satisfy your client's insatiable need for information!**

Supercharge your business!
Gear up for the launch of Listingbook™

With training just around the corner, Listingbook will let you provide your buyers and sellers with reliable real-time market information faster and more personalized than ever. Your clients will have autonomy to create and save their own home searches while keeping you central to the process and the transaction.

An agent-central service, it is different than other public online sites. Listingbook enables agents to take back the power of the Internet for the benefit of their clients. Learn more about Listingbook at www.listingbook.com or www.ct-mls.com

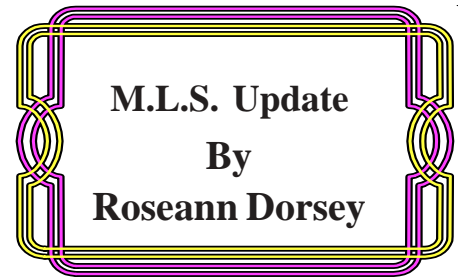
CMLS Computer Training Schedule located at The Greater New Haven Association of Realtors, 127 Washington Ave, West Bldg, Lower Level, North Haven, CT 06473:

Friday, July 11, 2008:
Rex Beginning: 9:30-12:30
Rex Advanced: 1:00-4:00

CTMLS REMINDER

Member Photographs may be submitted to the MLS system for display on CTREAL.com and also on various listing reports in the system. To submit your photo:

1. Click on Tools in the MLXchange
2. Go to Images
3. Click Member Images
4. Click Agent Image (Not the first box but the second)
5. Click Browse to select your photo
6. Click Save.



CTREAL.COM

www.CTREAL.com is the official Public Website of the Statewide MLS & the Connecticut Association of REALTORS, Inc. CTREAL is a powerful benefit of the membership in the Connecticut Statewide MLS (CTMLS). CTREAL.com promotes your listings to the 80% of home buyers who begin their search on the internet. It is also updated every 24 hours. For more info, please call CTMLS, (203) 234-7001.

**TAX CHANGES IN MLS
IT'S THAT TIME OF YEAR AGAIN
WHEN MILL RATES AND
ASSESSMENTS START CHANGING!**

If you need to change the taxes for a particular town, please following these directions:

1. Take out the mill rate, assessment and the taxes.
2. Go back and fill in the new mill rate and assessment, the taxes will now automatically fill in correctly.

PARID

Before you begin entering your listing into the MLXchange, it would be easier for you to click on the TAX SEARCH FUNCTION. Enter the county, street number, street name and town. Select the tax record and print it. This will make it easier for you when entering the listing. If you are still having a problem, please call Roseann at 203-234-7700 x10.

PHOTOGRAPHS ON MLS

You can add up to 20 images at no extra charge to any of your listings in the MLXchange.

- No company branding permitted.
- Pictures must be submitted within 4 days from the start date of the listing agreement. CTMLS will fine \$50.00 if the photo is not submitted in this time frame.
- There should be at least one exterior photo of your listing.

SOLD INFORMATION

Please remember to update your listings to "CLOSE" status. CTMLS Rules state that any changes to a listing must be made within 48 hours from the closing. This is very important for comparable data.



**Membership
News
By
Kate Blake**



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

William Nichols, Keller Williams Realty, Ches.
Rosemary K DeFilippo, CB, Woodbridge
Jillian McCarthy, CB, No Haven
Kristen L Blando, ERA Fort Hale, EH
Shirley Gray, McNeil Realty, NH
Donna M Buffington, Weichert, Hamden
Karen L Bertoi, Calcagni Assoc., Cheshire.
Vivienne T Saldibar, ERA Seigel, Hamden
Stacy L Steele-Derusso, Prudential, No Haven
Patrizia Lorenti, DePodesta RE, Hamden

DESIGNATED REALTOR APPLICATIONS

Roberta Hoskie-Graham d/b/a Outreach
Property Management, 588 East St., New
Haven 06511. Phone 203-498-2031, fax 203-
496-2031.
Douglas Ledewitz d/b/a Pulse Realty LLC, 817
Grand Ave., New Haven 06511. Phone 203-
672-4888, fax 203-789-0776.
Eleanor Aloï d/b/a Aloï Realty, 1298 Hartford
Tpke, Unit 5E, No Haven 06473. Phone/fax
203-287-9660.
Kim M. Digirolamo d/b/a Absolute Appraisals,
68 Roast Meat Hill Rd, Killingworth 06419.
Phone 860-663-2466, fax 860-663-2565.
Timothy Birtles d/b/a Eye Spy Realty LLC,
121 Woodmont Rd, Milford 06460. Phone 860-
550-4417, fax 203-878-5412-2nd office-
Hartford Main Board.

AGENT CHANGES

Salvatore L Vollero, Jr. now rep Bishop,
Edward, Roberts, No Haven
Bernice D Montagna now rep Bishop, Edward
& Roberts, No Haven
Vincenzo G. Sullo III now rep Bishop, Edward
& Roberts, No Haven
Maureen Campbell now rep H Pearce, Orange
Shirley Palmisano now rep Aloï Realty, No. H.
Lori C Caruso now rep Prudential, No Haven
James Saldamarco now rep ERA Property
World, Milford
Dorothy Walker now rep Sette RE, Hamden

Pattie Quaranto now rep Raveis, Cheshire
Julie A Diglio now rep Platinum Assn, NH
Laura E. Forcinelli now rep Guerra Realtors,
EH
Patricia Scalesse now rep Guerra Realtors, EH
Charles Scalesse now rep Guerra Realtors, EH
Aimee Gaigiulo now rep CB, Orange
Joann Dunsing now rep Realty Partners, WH
Michael L Harris now rep Platinum Assoc, NH
Jessie Alvarez now rep MaxCom Realty, Orge
Carrie Teele now rep Prudential, Wall.
Loriann Vestuti now rep Guerra Realtor, EH

**THE FOLLOWING OFFICES HAVE
RESIGNED MEMBERSHIP**

Parry Singh d/b/a American Capital Realty,
Hinsdale, IL
P J Perrelli d/b/a P J Perrelli RE, Woodbridge.

OFFICE ADDRESS CHANGE

Coldwell Banker Res. Brokerage, 680 South
Main St., Office 101, Cheshire, 06410. Same
phone/fax.

OFFICE NAME CHANGE

Victor Borrome d/b/a Victob Realty Inc was
Horizonte Realty

Congratulations!

The following **NEW** members have been
approved as **REALTORS®** by the Board
of Directors at their
May, 2008 meeting.

Bishop, Edward & Roberts, NH
Janet Brown
Betsy Grauer Realty, Inc.
Teresa A. Peniston
Calcagni Assoc., Hamden
Kristen L Glifort
Louis A. Pomarico
C21 Access America, Meriden
Jeffrey Candelaria
CB Res Brokerage, Cheshire
Gail L Mojcher
CB Res Brokerage, Milford
Barbara M Zink
CB Res Brokerage, Orange
Lisa Chapman
CB Res Brokerage, Woodbridge
Rosemary DeFilippo
Ennis Realty, LLC, Meriden
Anthony L Petrone
ERA Fort Hale Realty, East Haven
John F Finnimore
ERA Property World, Milford
Gerard Umana
ERA Seigel, Hamden
Vivienne T Saldibar
Cheryl Stanton

GAP Realty, Inc, East Haven
Ariana Farino
H Pearce RE, Wallingford
Brenda Squires-Shaw
Elaine C Turek
Platinum Assoc., New Haven
Gladys I Nieves
Prime Realty & Capital, WH
Victoria A McGeorge
Prudential CT Realty, Orange
Robert A Lamparski
Quest Realty Group
Mosha Pinsky
Raveis Real Estate, Milford
David Plumey
Realty World Clayton, East Haven
Troy Ruccuia
Weichert Realtors, Hamden
Noel Clark
Weichert Realtors, Orange
Donna Ricci

**Greater New Haven Association of Realtors
TECHNOLOGY SERVICES**

SERVICES AVAILABLE

- ✓ Computer repair, upgrade, setup and configuration
- ✓ Virus removal, security installation and child monitoring services
- ✓ Network installation
- ✓ Web hosting, web design, email hosting, banner and logo creation
- ✓ Disaster recovery
- ✓ Computer training
- ✓ Consulting services

Your business relies on the latest and greatest computer information technology. Ultimately, who can you depend on to keep your systems current, integrated, and operating efficiently. We have been offering technology services for over 2 years; we have the expertise and knowledge to be your total IT solution provider.

Let us be your IT department for a fraction of the cost! Give us a call to find out more about our specific home or business service offerings.

Francisco Garcia
(203) 234-7700 x18
Email: info@greaternhrealtors.com

GET REAL



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

“Change is inevitable. Improvement is optional.”

The 2006-2008 Continuing Education cycle has come to another hectic end.

Between January 1 and May 30, 2008; the New Haven Real Estate School ran 128 CE classes with a combined total enrollment of 2262 members and non-members

The 2010 CE cycle which began on April 1, 2008 for Brokers and June 1, 2008 for Sales Agents will bring about some major change in how Continuing Education is tracked and reported to the CT Department of Consumer Protection (DCP). The DCP recently announced a goal of a 100% CE audit for the new 2010 cycle. CT Real Estate schools will be required to upload student attendance and completion information via computer to the DCP.

In the interim, make sure you retain and file your paper CE certificates for the next three years, in the event you are audited under the current cycle

Continuing Education for Realtors is required and regulated by the CT Department of Consumer Protection. For more information please visit their website (www.ct.gov/dcp).

NATIONAL ASSOCIATION OF REALTORS (NAR) QUADRENNIAL ETHICS REQUIREMENT

NAR requires Realtors to complete an Ethics course every four years. The current cycle began on January 1, 2005 and ends on December 31, 2008. For more information on the Quadrennial Ethics requirement please visit the NAR website at: <http://www.realtor.org/MemPolWeb.nsf/pages/quadrennialethicstrainingcourse>

For information on Pre-Licensing and Continuing Education classes and schedules; please visit our new and improved website. www.greaternhrealtors.com.



Article compliments of The Marvin H. Schaefer Inspection Service, Inc.

SELLERS INSPECTION – What to do with It:

As a home inspector, Realtors often ask me about the benefits of a pre-market inspection for their listing clients. The logic is two fold. First, have an unbiased person evaluate the house to make visible improvements and create better curb appeal in order to attract more buyers. The more potential buyers interested in a home, the greater the chance of getting the desired amount of money for it. Second, have an inspector identify issues that the buyer's inspector would see so that all of the issues found can be fixed so they don't become a hindrance later. It is also less expensive to repair something than to replace it. Once found by a buyer, it's more likely they will ask for replacement. This difference alone can often pay for the seller's inspection. I believe most home inspectors and Realtors see this type of inspection of great value to someone selling their home. The question is, what should a seller do with the information? Should every issue reported to the seller be fixed for fear it will become a problem later? Or, does it make economical sense to leave some issues alone? It may be that the average seller needs some level of consultation with the inspection so they don't end up spending more money in repairs than will be returned to them in the sale of their home. Of course, the prevailing market often dictates how extensive the improvements should be. When it is a seller's market and housing inventory is low, with possible multiple offers on homes at or above asking price, very few improvements will be needed. When things are slow and there is high inventory, a buyer has more to choose from and competition is greater. More improvements mean standing out from the crowd. In either case, selective repairs are important so the seller is not spending more than they need to in order to achieve their goals. It has been my experience that if the price of a home is reasonable, most buyers are willing to accept some minor defects. At times they are willing to accept partial compensation for some needed repairs rather than full repair costs. It would be lost money for a seller to address ALL items before marketing their home. The first challenge is to look at all the potential repairs that could be done to create better curb appeal and determine how much of that can be left undone before it means turning off potential buyers. Secondly, if there are major issues such as a roof that needs to be replaced in the near future, a decision has to be made. Does it make sense to replace it immediately so it is not an issue to potential buyers? If it is not evident to the average buyer that it will need replacing soon, should it be left alone until their home inspector reports the condition, thus providing the chance that the buyer may accept a reduction for a partial replacement cost rather than the full cost of the roof? The bottom line is this. A seller's home inspection has great value to the seller but it is not always cost effective to make all possible repairs without evaluating which repairs will translate into a savings for the seller.

Tom Tussing
The Marvin H. Schaefer
Inspection Service, Inc.

