

REALTOR NEWS

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

JUNE, 2011

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

Issue No. 290

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CONGRATULATIONS



ALBERT SCAFATI
2011

REALTOR OF THE YEAR

Al is senior commercial advisor at Press Cuozzo in Hamden. He is the former 2009 Chairman of the Greater New Haven Association of REALTORS[®], Inc. and has worked his way up in the Association via various committees. He co-chaired the golf tournament for several years and contributed to its success. Al has also served on Finance, Legislative and is a long standing member of the CID committee which he has been instrumental in forming a website for the group; he is the former two term chairman of the Quinnipiac Chamber of Commerce in 2007 & 2008 and he is currently serving on the Legislative Committee at the Connecticut Association of REALTORS[®] of which he is also a State Director. Al has been recognized by CoSTAR awarding him the Power Broker Award in 2008, 2009 and 2010... Al has put countless volunteer hours in various organizations throughout the community in addition to a successful real estate career. Al is a worthy recipient of this award.

RENTAL

SECURITY DEPOSITS

Regardless of what your landlord tells you he/she wants for a security deposit, please remember, there is a Connecticut statute covering Security Deposits. CGS 47a-21. Go on <http://www.cga.ct.gov/2011/pub/Chap331.htm> to read the entire chapter.

Security deposit is a defined term. It is 'any advance rental payment other than first month's rent and a deposit for a key or special equipment.'

If the tenant is giving the landlord money that is not for the first month's rent or a deposit for a key or special equipment, it is considered security deposit.

The statute tells us how much security deposit is allowed:

If the tenant is under 62 years of age, the landlord may take an amount equal to two month's rent.

If a tenant is 62 years of age or older, the landlord may take only one month's rent.

Adding it all up, the most a landlord can take up front is:

- First month's rent,*
- Two month's rent as security deposit, and*
- a deposit for a key or special equipment.*

NOTHING ELSE. NO PET DEPOSIT, NO LAST MONTH'S RENT.....

The landlord is REQUIRED to deposit the security deposit money into an escrow account where it should remain until the tenancy ends when the landlord can use it to offset any damage to the premises caused by the tenant. Security deposit money returned to the tenant upon termination must include interest.

Interest rates are determined by the State Banking Commissioner. Interest percentage from 1995 are available at the Association.

WHERE DO YOU PAY WHAT!!!!

ASSOCIATION DUES!

Are due and payable by the end of January each year, invoices are mailed in November. Your Association Dues include State, National and New Haven Association dues. They DO NOT INCLUDE CTMLS DUES OR YOUR CONNECTICUT R.E. LICENSE!

CTMLS DUES!

Are e-mailed to each member and payment is to be sent to the CTMLS office in Wallingford in the months of April and October. If you do not utilize the e-mail you have on file in MLS, you will not receive this bill from CTMLS and if not paid will be shut off by CTMLS.

CMLS DUES (Fairfield County)

Are quarterly and mailed by their office in Fairfield in July, October, January and April.

CT. REAL ESTATE / APPRAISAL LICENSE!

Are paid to the Dept. of Consumer Protection in Hartford. Brokers pay in March and REALTORS® payments are due in May and Appraisal Licenses due in April.



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

Officers of the Association

Chairman of the Board.....E.Tyler Della Valle
Chairman Elect.....Elizabeth Alberico
First Vice-President.....Susan Izzo
Second Vice-President.....Thomas Casey
TreasurerTricia Reed
Secretary.....James Porto
President & CEO.....Roberta N. O'Hara RCE

Directors

Alan Barberino
Jonathan Carbutti
John Hill
Michael Johnson
Steve Miller
Nanette Pastore
Gena Ruocco-Lockery
Cheryl Ulstad
Wendy Weir
Louise Zemina
Immed. Past Chairman: Paul Ott

Thank You

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

Platinum Level Sponsor - \$2,000

Gold Level Sponsor - \$1,000
Bank of America, Harry Sessa
Tiger Home & Bldg Inspection

Silver Level Sponsor - \$500
Campbell Mortgage, Jack Miurphy
Clean Sweep Restoration Services
of New England
Franklin Mortgage, LLC
Franklin Insurance Group
M.H. Schaefer Inspection
Mortgage Access Corp.,
Paul Constantinou

Connecticut Association of REALTORS®

EXPLAINING THE BUYER REPRESENTATION AGREEMENT TO A BUYER

Buyers may not understand the concept of buyer agency, but as a real estate professional you must understand it and be able to explain it clearly to the buyer. Here are a few points you should mention to that buyer hesitant about signing a representation agreement that may end up winning your buyer's loyalty.

EXPLAINING THE BUYER REPRESENTATION AGREEMENT TO A BUYER

When a buyer signs a Buyer Representation Agreement with one agency and then signs another Buyer Representation Agreement with another agency it can give rise to problems between the two agencies. Buyers probably think that the more agents they have working for them the better their chances of finding the property they want and sooner. That might be true, but when agents learn that "their" buyer has signed a Buyer Representation Agreement with another agency covering the same geographical area for the same period of time, it pits competing brokers against each other, and, faster than you can calculate your commission, accusations of interference with another's agency relationship are hurled about and indignant agents profess they're the procuring cause and threaten to file complaints with the Real Estate Commission and/or the local Board of Realtors®. All this mess because the Buyer strayed.

What's the key to solving this problem? The key may lie in the conversation you have with the buyer at your first meeting. Consider this: People are reluctant to sign a contract with someone they don't know for something they don't want and/or understand. Buyers may not understand the concept of buyer agency, but as a real estate

It's a Contract. Explain that a Buyer Representation Agreement is a legally binding contract between the real estate brokerage agency (not with you in particular) that is in effect for a specified amount of time for a specific area. It should be stated that neither the agency nor the buyer can decide unilaterally that the contract is no longer in effect because as it takes two parties to agree to enter into an agreement, it takes the same two parties to agree to terminate it.

The Term - Be Reasonable. Explain that the term of the agreement is negotiable and that there are no set time periods - one day, the weekend, that week, that month, 2 months, 3 months or longer are all possibilities. What if a buyer's representation agreement expires before the closing date? While it may or may not be necessary, the safest practice is to ask that the term of the agreement be extended through the closing date.

The Geographical Area - Be Specific. Explain that the geographical area is negotiable. Remember that while you are probably very familiar with a specific geographical area, you probably are not an expert in every Connecticut town. A good practice would be to discuss with the buyer which town, towns or county s/he wants to search for property and write in that specific county, town or towns for the geographical area. If you write in "all of CT", remember that as a buyer's agent you are obligated to make a diligent effort in the entire state. Some firms can and do provide this "all state" service; however, if your firm cannot or does not choose to, defining a specific area provides an opportunity for the buyer to search for property with you in one specified area and with other agencies in areas outside your expertise, reducing the likelihood of conflicting contemporaneous agreements and procuring cause arguments with other agencies.



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

Salvatore R Ceneri, Prime Realty & Capital, Milf.

Wm F LaMarco, W F LaMarco RE, Old Saybrook

Linda S Montagna, Realty World Clayton, E.H.

Charles Lesser, Pike International Realty, N.H.

Tiffany I Negreiro, Coldwell Banker, Woodbridge

John Henry, Sette Real Estate, Hamden
Holli Shanbrom, ERA Property World, Milford

John C Wimberley, Coldwell Banker, Woodbridge

Michael P Spear, GRL & Realtors, LLC.

The following applications for membership have been received. Any member having any comment, pro or con, on the qualification of these candidates should forward those comments, in writing, to the Membership Committee in care of The Association Office.

DESIGNATED REALTORS APPLICATION:

Nick Saraceni d/b/a Charter Oak Real Estate & Management, LLC, P O Box 1593, Wallingford, Ct 06492. Phone 203-376-8825.

REALTOR APPLICATIONS:

Hayden D Brooks, Prudential Ct., North Haven

Karen Muller, ERA Property World, Milford.

OFFICES CLOSED:

Jennifer D'Amato d/b/a Modern Real Estate Group, LLC, 78 Olive St., Ste 508, New Haven, Ct 06511.

Richard F Thomas d/b/a Richard Thomas Realty, 157 Tulip Dr., Meriden 06450.

Gary Thompson d/b/a Apex Realty, 23 Tract Rd, Cromwell, CT 06416-Gary Thompson now with Keller Williams, Wallingford.

OFFICE ADDRESS CHANGE:

James Parisi d/b/a James Parisi LLC, 9 Wildwood Circle, Rockfall, CT 06481 same phone/fax.

OFFICE NAME CHANGE:

R & C Realty Consultants was Ramos Realty, 548 Boston Post Rd., Milford 06460. Office phone 203-878-2265, Fax 203-878-1343.

AGENT CHANGES:

Judith Vanacore now rep Calcagni Assoc, Wallingford.

Gerald Caturano now rep Weed Realty, North Haven.

Marianne F Skuzinski now rep Prudential Ct Realty, Wallingford.

William Salafia now rep Harriman Real Estate, Wallingford.

Heather Salafia now rep Harriman Real Estate, Wallingford.

John Armellino, Jr. now rep Weichert Realtors, Orange.

Chele Mendez now rep Harriman Real Estate, Wallingford.

MaryAnn White now rep Coldwell Banker, Orange.

Patricia Maisano-Votre now rep Re/Max Right Choice, Milford.

Kevin A Augeri now rep Realty Associates, Durham.

Margaret Reynolds now rep Wm Rave4is RE, Cheshire.

Linda L Freeman now rep Nutmeg Property Realty, Milford.

CONNECTICUT ASSOCIATION OF REALTORS®

INTERNET SCAMS

The Association continues to receive complaints about legitimate listing information that is taken from website A, transformed and posted on public website B in order to try and scam the unwary with a bargain "rental." Contacting the police is usually a waste of time and these scams typically originate overseas. However, REALTORS® can and should:

1.

Patrol your listings. Know where your listings are going. Some sites may have a better ability to deter scraping and spidering than others. Don't lend credibility to sites that can't or won't protect listing data by putting legitimate listings on them; all you are doing is helping to bait the trap.

Talk to the seller before putting the seller's listings on the Internet as these scams are the dark side of Internet advertising. Connecticut law requires the seller's permission for Internet advertising, but agents are not having these conversations with sellers. Tell the seller that the agent has no control over who sees the ad. It may be a bona fide buyer and it may not. Sellers, by law, have the right to dictate where their listing information is going.

If you see your listing information on a site and you did not authorize the site to use that listing information, send the site a "takedown notice" under the Digital Millennium Copyright Act as the brokerage owns the data (the MLS owns the rights to the compilation). A form is available at www.ctrealtor.com. Also, post a statement (if possible) on the site that the ad is unauthorized and may be a scam.

Warn the owner who has his or her property for sale that if the seller is contacted by someone wishing to rent that the seller is to notify the agent immediately as that is an indication that the listing information has been misappropriated.

Be thinking about "Internet security". The misappropriation of listing data by bunko artists is a species of a larger problem- the proliferation of data on the Internet that is available to the unscrupulous to be used to commit crimes. Just as listing data can be used by bunko artists, listing data, virtual tours, photos, showing information can be used by burglars and other types of criminals.



NEW HAVEN REAL ESTATE SCHOOL
 Greater New Haven Association of Realtors (GNHAR)
 127 Washington Ave. West LL
 North Haven, CT 06473
 Telephone 203-234-3938 Fax 203-234-3949
nrcshmk@gnhar.net

CT CONTINUING EDUCATION 2010-2012 RENEWAL CYCLE

Between June 1, 2010 and May 31, 2012, Real Estate Sales agents must complete twelve (12) hours of continuing education to renew your real estate license.

The Connecticut Real Estate Commission requires real estate licensees to take one mandatory course (3 hours) as part of their 12 hours of continuing education requirement for the 2010-2012 CE cycle. www.ct.gov/dcp

NEW MANDATORY CLASS FOR RENEWAL IN 2012 ARE AS FOLLOWS:

CT Real Estate Agent Fiduciary Duties & Law Update	3 hours
ELECTIVE COURSES	9 hours

2012 LICENSE RENEWAL DEADLINES:

- Brokers: 3/31/12
- Salespersons: 5/31/12

2010-2012 CONTINUING EDUCATION OPTIONS

- **CLASSROOM SESSIONS** – Please check monthly schedules
- **ON-LINE CE**

In addition to CLASSROOM SESSIONS, we also offer Continuing Education Elective Courses for Real Estate and Appraisal **online**.

- For more information on updates to the schedule and **to access online elective courses**, please visit our website at: www.greaternhref.com

OR

- Pass the 40-question Connecticut Continuing Education Examination.
- You can schedule a test date directly with the testing company.
- To schedule a test date call: 1-800-733-9267 or go to: www.psiexams.com

OR

- **Brokers** - If you passed your original licensing examination between 4/1/2010 and 3/31/2012, you do not need to take the continuing education courses for first renewal of 2012. *(The date used is not the issuance date of your first license, it is the exam date.)*
- **Salespersons** – If you passed your original licensing examination between 6/1/2010 and 5/31/2012, you do not need to take the continuing education courses for first renewal of 2012. *(The date used is not the issuance date of your first license, it is the exam date.)*
Your Score Reports you received will reflect the examination passing date.
 - You **DO NOT SUBMIT** Continuing Education Certificates with your 2012 renewal form or mail to the CT DCP unless requested.
 - Please **retain original certificates for 3 years** in the event you are selected for audit by this Department.

	TOTAL SALES \$ VALUE		TOTAL SALES #				NEW LISTINGS				DEPOSITS				ACTIVE		
	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
2009																	
44,937,542	51,114,199	51,309,354	201	209	214	763	738	602	225	319	252	3,121	2,713	2,986	2010	2011	2,986
-25%	14%	1%	-12%	4%	2%	-8%	-3%	-18%	-28%	42%	-21%	-21%	-13%	10%			
40,084,535	50,205,126	48,668,938	181	218	225	744	758	542	325	333	270	3,236	2,915	3,016	2009	2010	3,016
-31%	25%	-3%	-20%	20%	3%	-22%	2%	-28%	-19%	2%	-19%	-9%	-10%	3%			
61,776,287	70,915,734	53,748,389	265	301	245	946	1,094	1,011	418	485	411	3,344	3,488	3,306	2009	2010	3,306
-28%	15%	-24%	-16%	14%	-19%	-8%	16%	-8%	-7%	16%	-15%	-7%	4%	-5%			
73,573,313	85,120,700	68,718,607	309	361	292	633	1,035	944	474	570	443	3,437	3,699	3,521	2009	2010	3,521
-3%	16%	-19%	10%	17%	-19%	-40%	64%	-9%	-8%	20%	-22%	-11%	8%	-5%			
68,739,624	87,409,469	88,140,018	319	375	341	920	772	973	541	323	440	3,549	3,740	3,858	2009	2010	3,858
-42%	27%	1%	-26%	18%	-9%	-19%	-16%	26%	18%	-40%	36%	-9%	5%	3%			
111,857,429	140,293,336		442	514		864	913		535	361		3,512	3,761				
-14%	25%	-100%	4%	16%	-100%	-10%	6%	-100%	23%	-33%	-100%	-10%	7%	-100%			
121,837,875	72,913,536		480	293		792	847		442	356		3,605	3,866				
4%	-40%	-100%	26%	-39%	-100%	-20%	7%	-100%	4%	-19%	-100%	-8%	7%	-100%			
111,734,016	76,332,739		438	292		769	760		467	352		3,445	3,873				
-18%	-32%	-100%	-18%	-33%	-100%	-11%	-1%	-100%	21%	-25%	-100%	-11%	12%	-100%			
81,799,857	67,972,598		335	286		798	783		459	295		3,306	3,866				
-15%	-17%	-100%	-4%	-15%	-100%	-15%	-2%	-100%	22%	-36%	-100%	-15%	17%	-100%			
99,787,763	71,977,515		403	277		706	686		479	316		3,147	3,644				
7%	-28%	-100%	12%	-31%	-100%	-4%	-3%	-100%	48%	-34%	-100%	-16%	16%	-100%			
101,736,791	58,174,743		415	262		549	529		284	278		2,965	3,499				
38%	-43%	-100%	85%	-37%	-100%	-14%	-4%	-100%	-3%	-2%	-100%	-17%	18%	-100%			
82,118,019	78,092,865		328	341		414	437		236	243		2,642	3,000				
-1%	-5%	-100%	6%	4%	-100%	-15%	6%	-100%	8%	3%	-100%	-15%	14%	-100%			
917,865,032	832,429,695	310,585,306	3,851	3,428	1,072	8,898	9,352	4,072	4,885	4,231	1,816	36,162	38,420	16,687	2009	2010	16,687
-12.1%	-9.3%	-62.7%	2.7%	-11.0%	-68.7%	-18.0%	5.1%	-56.5%	6.2%	-13.4%	-57.1%	-12.0%	6.2%	-56.6%			

Telephone: (203) 234-7700
Fax: (203) 234-1477
greaternewhaven.com
E-MAIL: Joan.Quinn@Snet.net

The Greater New Haven Association of REALTORS® Inc.

The Connecticut
Home Browser®
A Real Estate Buyers Guide

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



JULY 1, 2011 ISSUE

CALL JOAN QUINN, 234-7700 VM 14 FOR DETAILS

DEADLINE - FRIDAY, 12 NOON, JUNE 17TH

2 COLOR PAGES AVAILABLE FOR THIS ISSUE,

INSIDE FRONT COVER \$200, OR

OUTSIDE BACK COVER \$200

CALL or EMAIL TO RESERVE COLOR!

Black and White

Full Page \$84.48 prepaid

Half Page \$53.76 prepaid

Quarter page \$38.40 prepaid

We accept MC/VISA or check.

*The Connecticut Home Browser magazine published by
The Greater New Haven Association of REALTORS®*

As a service to all REALTORS®

*Giving you the opportunity to reach thousands of potential buyers and sellers
bi-weekly at a low cost to you!!!!*

For the lowest rates sign a 6, 12, 18, or 26 issue contract!

(Advertise a full B&W page w/a 26 issue contract for only \$76.03 per issue prepaid)

Distribution covers the following areas: (25 AREA TOWNS)

Ansonia, Bethany, Branford, Cheshire, Clinton, Derby, East Haven, Guilford, Hamden, Madison,
Meriden, Milford, Naugatuck, New Haven, North Branford, North Haven, Old Saybrook, Orange,
Oxford, Seymour, Southington, Wallingford, Westbrook, West Haven and Woodbridge

RATES ON NEXT PAGE - Sign a 6, 12, 18 or 26 issue contract and SAVE MORE!!!!

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ct-homebrowser@snet.net FOR DETAILS!
DON'T WAIT - CALL NOW!**

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 Telephone: (203) 234-7700 VM 14
 Fax: (203) 234-1477
 cfbrowner@gnah.net

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® MEMBER SPONSORS

ALL ADS PREPAID ONLY!!!!

#	%	\$ TR	Contract Discount	Cont Dist +
Issues	Discount	*Open Rate	net pp TR	PP(4%)
6	2.5%	\$ 80.00	\$ 85.00	\$ 82.37
12	5%	80.00	81.00	80.26
18	7.5%	80.00	81.00	78.14
26	10%	80.00	78.20	76.03

PLEASE NOTE:
 OPEN RATE = NO
 CONTRACT

Contract Discount =
 Signed contract, not PP

Cont Dist+PP=
 TR net per issue
 when contract signed
 and prepaid

HALF PAGE AD FOR REALTORS® & NEW HAVEN AFFILIATE MEMBERS

6	2.5%	\$ 50.00	\$ 54.00	\$ 52.02
12	5%	50.00	51.20	51.07
18	7.5%	50.00	51.00	49.73
26	10%	50.00	50.00	48.00

QUARTER PAGE AD FOR REALTORS® & NEW HAVEN AFFILIATE MEMBERS

6	2.5%	\$ 40.00	\$ 42.00	\$ 41.04
12	5%	40.00	40.80	40.08
18	7.5%	40.00	41.00	39.52
26	10%	40.00	38.00	36.56

COLOR PAGES

BOOKING COLOR PAGES NOW FOR 2011 - FRONT COVER - \$250/PER ISSUE PREPAID- SOLD OUT!!
INSIDE FRONT COVER \$200/PER ISSUE PREPAID
INSIDE BACK COVER - \$200 PER ISSUE PREPAID
OUTSIDE BACK COVER - \$200 PER ISSUE PREPAID
INSIDE COLOR PAGES (ONLY 2 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.
6% PREPAID DISCOUNT IS GIVEN ON THE OPEN RATE OR CONTRACT RATE (except color pages,
WHICHEVER IS APPLICABLE.



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 127 Washington Avenue, West Building, Lower Level, North Haven, CT. 06473
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