

# REALTOR NEWS

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

OCTOBER, 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 - [greaternhrealtors.com](http://greaternhrealtors.com)

Issue No. 282

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

*Congratulations!*



The Ct state economist said at our recent lunch that it is neither as good or as bad as we think it is. He went on to say that Connecticut created 12,000 new jobs last month. That is a first since 2008! Take a look at the sale numbers and mixed message certainly seems to be true.

This is the time to focus on doing the basics in our business and for keeping in touch.

For my part I would ask that you all become involved in a community service where you give something back. It is rewarding and it enlarges your sphere.

The following members have been awarded the 2010 Third 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 December 9th 2011 Installation dinner to be held at the New Haven County Club. All recipients will be featured in the November 5th issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - [greaternhrealtors.com](http://greaternhrealtors.com) and the October "Realtor Newsletter" (4th Qtr Nomination form att)

## NEW!!!! COMMERCIAL WEBSITE!!!!

The Greater New Haven Association of REALTORS® working with CERC (Connecticut Economic Resource Center) would like to announce a new website for **commercial REALTORS**.

Visit it at [www.realestatecid.com](http://www.realestatecid.com)

Need commercial real estate in CT? This new site is your one stop site for finding it..

If you are a commercial REALTOR® this site offers you many features on its member side.

- Ability to add/edit an unlimited number of properties.
- User-friendly.
- Minimum six-month review of each property listing, to ensure information is still current.
- Include unlimited photos and additional documents per listing.
- Commercial Investment Division Special Announcements.
- Access to the Commercial Investment Division special events Calendar.
- Up to date Information about tax rates
- Access to Commercial Forms and Disclosures

- ReMax Right Choice  
Stacy Blake
- Dan Combs Real Estate  
Patrick R. Combs
- ReMax Right Choice  
Stephanie Ellison
- Weichert Realtors, Orange  
Melanie Heltke  
Rhonda Kirschner
- Calcagni Associates, Hamden  
Lorrie Maiorano
- Weichert Realtors, Orange  
Nick Mastrangelo
- Coldwell Banker, Milford  
Jim Porto
- Weichert Realtors, Orange  
Toni Ross  
Mike Sirochman
- Calcagni Associates, Hamden  
Steve Votto
- Coldwell Banker/Woodbridge  
Myra Zelson

# 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 fee 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. "**



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

- |   |  |
|---|--|
| <b>Platinum Level Sponsor - \$2,000</b>           | <b>Silver Level Sponsor - \$500</b>                                      |
| Franklin Mortgage, LLC & Franklin Insurance Group | Bruce R. Peabody, Esquire<br>Mortgage Access Corp.,<br>Paul Constantinou |
| <b>Gold Level Sponsor - \$1,000</b>               | Law Offices of Edward C. Burt, Jr.PC<br>Campbell Mortgage, Jack Murphy   |
| Peoples United Bank,<br>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                  |  |
| Bank of Amer. Jonathan Morin                      |  |

## Pending Home Sales Show Another Gain

Washington, October 04, 2010 - National Association of REALTORS®

Pending home sales have increased for the second consecutive month, according to the National Association of Realtors®.

The [Pending Home Sales Index](#),\* a forward-looking indicator, rose 4.3 percent to 82.3 based on contracts signed in August from a downwardly revised 78.9 in July, but is 20.1 percent below August 2009 when it was 103.0. The data reflects contracts and not closings, which normally occur with a lag time of one or two months.

[Lawrence Yun](#), NAR chief economist, said the latest data is consistent with a gradual improvement in home sales in upcoming months. "Attractive affordability conditions from very low mortgage interest rates appear to be bringing buyers back to the market," he said. "However, the pace of a home sales recovery still depends more on job creation and an accompanying rise in consumer confidence."

Although Yun expects a continuing steady rise in home sales from favorable affordability conditions and some job creation, he cautioned any sudden rise in mortgage rates could slow the recovery. "Current low consumer price inflation has helped keep mortgage interest rates very attractive this year. However, recent rising trends in producer prices at the intermediate and early stages of production, along with very high commodity prices, are raising concerns about future inflation and future mortgage interest rates," he said. "Higher inflation would mean higher mortgage interest rates. In the meantime, housing affordability is hovering near record highs." The PHSI in the Northeast declined 2.9 percent to 60.6 in August and remains 28.8 percent below August 2009. In the Midwest the index rose 2.1 percent in August to 68.0 but is 26.5 percent below a year ago. Pending home sales in the South increased 6.7 percent to an index of 90.8 but are 13.1 percent below August 2009. In the West the index rose 6.4 percent to 101.1 but remains 19.6 percent below a year ago.

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1.1 million members involved in all aspects of the residential and commercial real estate industries.

###

\*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.

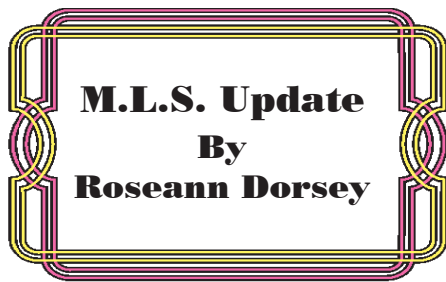
The index is based on a large national sample, typically representing about 20 percent of transactions for existing-home sales. In developing the model for the index, it was demonstrated that the level of monthly sales-contract activity parallels the level of closed existing-home sales in the following 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.

**NOTE:** The next Pending Home Sales Index will be released November 5 at 12:30 p.m. EDT from NAR's 2010 Conference & Expo in New Orleans; a news conference there begins at noon EDT, which also will cover the 2011 housing and economic forecast. Existing-home sales for September will be reported October 25.

NAR's statistical news release schedule for 2011 is being distributed October 5. Dates for existing-home sales and the pending home sales index are being moved up, and there will be an additional release this year for pending home sales on December 30, 2010.

**Information about NAR is available at [www.realtor.org](http://www.realtor.org). This and other news releases are posted in the News Media section. Statistical data, tables and surveys also may be found by clicking on Research.**



**NOTICE  
BROKERS &  
OFFICE MANAGERS  
REGARDING  
REAL ESTATE LICENSES**

**B**rokers can no longer hold a license of an agent who is NOT a member of a Board of REALTORS® or Association of REALTORS® and the CTMLS.

If the company is a primary member of the New Haven Association of REALTORS®, ALL AGENTS MUST join our Association as well as the CTMLS.

If the Broker is holding a license of an agent that is currently not active, you must notify that agent that they are no longer working for your company, return the license to them and notify the DCP (Dept. of Consumer Protection) in writing to remove that agent from your roster.

**PLEASE NOTE:**

The State of Ct. does not hold licenses; the agent holds their own license for two years after you notify the State. At the end of two years, the agent can either affiliate themselves with a company, or choose not to continue in real estate. (Agents can affiliate themselves any time within the two years).

If you have any questions, please call Kate or Roseann at 203-234-7700.



The Staff and Board of Directors regret to inform you of the following recent deaths. Our condolences to all the families and friends.

John A. Wierzbicki, husband of Sarah Harrower Wierzbicki of Weichert Realtors, Orange.

Joey Russell, father of Carl Russell of George J. Smith & Son, Milford.

Hilda Ann Fiorillo, wife of Richard C. Fiorillo of General Real Estate, East Haven.

**CONGRATULATIONS  
TO THE FOLLOWING  
NEW REALTORS®**

- American First Realty, Bfd.
- Ricardo E Cordido
- C21 Access America, Bfd.
- Michael J O'Brien
- Rogina J Bedell-O'Brien
- CB Res. Brokerage, Milford
- Leann E Lynn
- DePodesta Real Estate, Hamden
- Timothy J Scanlon
- Gaudioso Realtors, East Haven
- Michael T Brown, Sr.
- GRL & Realtors, New Haven
- Diana L Nastri
- H Pearce Co., Branford
- Manuel Galarza
- Long Ridge RE, Stratford
- Jennifer R Borreggine
- M B DiMarco & Assoc.
- Mark B. DiMarco
- Press & Cuozzo, Hamden
- Angela M Hulford
- Prudential Ct Realty, North Haven
- Carl D Jones
- Ingrid E Lambert
- Raveis RE, Cheshire
- Martha S Hansen
- Debra Ouellette
- Weichert Realtors, Orange
- Frank Rully

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:**

Steven L Frey d/b/a Steven L Frey, 253 Summer Hill Rd., Madison. Phone 203-421-4700, fax 203-421-0214.

David C Wall d/b/a D C Foster Appraisal, 266 Housatonic Dr., Milford. Phone 203-882-0004, fax 203-882-1114.

**REALTOR APPLICATIONS:**

- Kasondra M Brochu, RW Clayton, EH
- Christopher J DelGreco, NE Realty
- Vinh N Bui, Raveis, Cheshire
- Irina V Ananina, Prudential, No Haven
- Laurie J Moniello, Guerra, EH
- Imran Ahmed, Domus Realtors, No.H.
- Luigi Fiore, Quinnipiac Realty, No.H.
- John Prokop, Jr., DeCola Realty, NH
- Ellen B Harriman, Harriman RE, Wall.
- Scott R Crowley, Seabury Hill, NH
- Jeffrey Swiggett, Dow Realty, NH
- Gaylyn C Martino, C21 Access Amer,Bfd

**OFFICE CLOSED:**

Frank Santino d/b/a MidState Realty, LLC, 44 Rice Rd., Meriden, Ct.

**OFFICE ADDRESS CHANGE:**

Prime Realty & Capital, 58 River St., Milford 06460.

**OFFICE NAME CHANGE:**

Cheryl Wall Real Estates now Long Ridge Real Estate, Stratford. Same address, phone/fax.

**AGENT CHANGES:**

- Krista Cusano now rep Riccio Realty
- Stephanie Laurenza now rep Premier Realty
- Joanne Tom now rep ERA Prop. World
- Bradley Fulner now rep Keller Williams, Stratford.
- Vicki Anne Stone now rep Harriman RE
- Marina J Markowski now rep Harriman RE.
- Armantino Cabral now rep Keller Williams, Stratford.
- Judith Daley now rep Weichert, Wall.
- Lori A Rubbo now rep Harriman RE.
- Judith A Daley now rep Weichert, Wall.
- Andrea J Ahearn now rep Zip Realty, Rocky Hill.

# 10 Reasons To Buy a Home

## Enough with the doom and gloom about homeownership.

### Brett Arends explains why owning a home is a good thing.

The Wall Street Journal 9/16/10

#### Enough with the doom and gloom about homeownership.

Sure, maybe there's more pain to come in the housing market. But when Time magazine starts running [covers](#) that declare "Owning a home may no longer make economic sense," it's time to say: Enough is enough. This is what "capitulation" looks like. Everyone has given up.



The Sept. 6 cover of Time magazine: This is what capitulation looks like. After all, at the peak of the bubble five years ago, [Time](#) had a different take. "Home Sweet Home," declared its cover then, as it celebrated the boom and asked: "Will your house make you rich?"



But it's not enough just to be contrarian. So here are 10 reasons why it's good to buy a home.

**1. You can get a good deal.** Especially if you play hardball. This is a buyer's market. Most of the other buyers have now vanished, as the tax credits on purchases have just expired. We're four to five years into the biggest housing bust in modern history. And prices have come down a long way—about 30% from their peak, according to Standard & Poor's Case-Shiller Index, which tracks home prices in 20 big cities. Yes, it's mixed. New York is only down 20%. Arizona has halved. Will prices fall further? Sure, they could. You'll never catch the bottom. It doesn't really matter so much in the long haul.

Where is fair value? Fund manager Jeremy Grantham at GMO, who predicted the bust with remarkable accuracy, said two years ago that home prices needed to fall another 17% to reach fair value in relation to household incomes. Case-Shiller since then: Down 18%.

**2. Mortgages are cheap.** You can get a 30-year loan for around 4.3%. What's not to like? These are the lowest rates on record. As recently as two years ago they were about 6.3%. That drop slashes your monthly repayment by a fifth. If inflation picks up, you won't see these mortgage rates again in your lifetime. And if we get deflation, and rates fall further, you can refi.

**3. You'll save on taxes.** You can deduct the mortgage interest from your income taxes. You can deduct your real estate taxes. And you'll get a tax break on capital gains—if any—when you sell. Sure, you'll need to do your math. You'll only get the income tax break if you itemize your deductions, and many people may be better off taking the standard deduction instead. The breaks are more valuable the more you earn, and the bigger your mortgage. But many people will find that these tax breaks mean owning costs them less, often a lot less, than renting. The June 13, 2005 cover of Time.

**4. It'll be yours.** You can have the kitchen and bathrooms you want. You can move the walls, build an extension—zoning permitted—or paint everything bright orange. Few landlords are so indulgent; for renters, these types of changes are often impossible. You'll feel better about your own place if you own it than if you rent. Many years ago, when I was working for a political campaign in England, I toured a working-class northern town. Mrs. Thatcher had just begun selling off public housing to the tenants. "You can tell the ones that have been bought," said my local guide. "They've painted the front door. It's the first thing people do when they buy." It was a small sign that said something big.

**5. You'll get a better home.** In many parts of the country it can be really hard to find a good rental. All the best places are sold as condos. Money talks. Once again, this is a case by case issue: In Miami right now there are so many vacant luxury condos that owners will rent them out for a fraction of the cost of owning. But few places are so favored. Generally speaking, if you want the best home in the best neighborhood, you're better off buying.

**6. It offers some inflation protection.** No, it's not perfect. But studies by Professor Karl "Chip" Case (of Case-Shiller), and others, suggest that over the long-term housing has tended to beat inflation by a couple of percentage points a year. That's valuable inflation insurance, especially if you're young and raising a family and thinking about the next 30 or 40 years. In the recent past, inflation-protected government bonds, or TIPS, offered an easier form of inflation insurance. But yields there have plummeted of late. That also makes homeownership look a little better by contrast.

**7. It's risk capital.** No, your home isn't the stock

market and you shouldn't view it as the way to get rich. But if the economy does surprise us all and start booming, sooner or later real estate prices will head up again, too. One lesson from the last few years is that stocks are incredibly hard for most normal people to own in large quantities—for practical as well as psychological reasons. Equity in a home is another way of linking part of your portfolio to the long-term growth of the economy—if it happens—and still managing to sleep at night.

**8. It's forced savings.** If you can rent an apartment for \$2,000 month instead of buying one for \$2,400 a month, renting may make sense. But will you save that \$400 for your future? A lot of people won't. Most, I dare say. Once again, you have to do your math, but the part of your mortgage payment that goes to principal repayment isn't a cost. You're just paying yourself by building equity. As a forced monthly saving, it's a good discipline.

**9. There is a lot to choose from.** There is a glut of homes in most of the country. The National Association of Realtors puts the current inventory at around 4 million homes. That's below last year's peak, but well above typical levels, and enough for about a year's worth of sales. More keeping coming onto the market, too, as the banks slowly unload their inventory of unsold properties. That means great choice, as well as great prices.

**10. Sooner or later, the market will clear.** Demand and supply will meet. The population is forecast to grow by more than 100 million people over the next 40 years. That means maybe 40 million new households looking for homes. Meanwhile, this housing glut will work itself out. Many of the homes will be bought. But many more will simply be destroyed—either deliberately, or by inaction. This is already happening. Even two years ago, when I [toured the housing slump](#) in western Florida, I saw bankrupt condo developments that were fast becoming derelict. And, finally, a lot of the "glut" simply won't matter: It's concentrated in a few areas, like Florida and Nevada. Unless you live there, the glut won't have any long-term impact on housing supply in your town.

Write to Brett Arends at [brett.arends@wsj.com](mailto:brett.arends@wsj.com)

	TOTAL SALES \$ VALUE		TOTAL SALES #		NEW LISTINGS		DEPOSITS		ACTIVE			
	2009	2010	2008	2009	2008	2009	2008	2009	2010	2008	2009	2010
2008												
59,522,323	44,937,542	51,114,199	229	201	1,075	763	314	225	319	3,961	3,121	2,713
-49%	-25%	14%	-43%	-12%	4%	-29%	-35%	-28%	42%	11%	-21%	-13%
58,219,167	40,084,535	50,205,126	226	181	954	744	402	325	333	3,543	3,236	2,915
-34%	-31%	25%	-26%	-20%	3%	-22%	-22%	-19%	2%	5%	-9%	-10%
86,265,060	61,776,287	70,915,734	315	265	1,029	946	1,094	418	485	3,600	3,344	3,488
-28%	-28%	15%	-26%	-16%	14%	0%	16%	-7%	16%	1%	-7%	4%
76,103,112	73,573,313	85,120,700	280	309	1,055	633	1,035	514	570	3,846	3,437	3,699
-38%	-3%	16%	-28%	10%	17%	-40%	64%	-8%	20%	4%	-11%	8%
119,204,567	68,739,624	87,409,469	433	319	1,135	920	772	460	541	3,884	3,549	3,740
-20%	-42%	27%	-15%	-26%	18%	-19%	-16%	18%	-40%	2%	-9%	5%
129,823,548	111,857,429	140,293,336	424	442	956	864	913	436	535	3,911	3,512	3,761
-29%	-14%	25%	-27%	4%	16%	-10%	6%	-18%	23%	1%	-10%	7%
116,917,724	121,837,875	72,913,536	382	480	989	792	847	426	442	3,928	3,605	3,866
-30%	4%	-40%	-31%	26%	-39%	-20%	7%	-24%	4%	-2%	-8%	7%
136,020,434	111,734,016	76,332,739	532	438	860	769	760	385	467	3,858	3,445	3,873
-24%	-18%	-32%	-8%	-18%	-33%	-11%	-1%	-4%	21%	-1%	-11%	12%
95,870,312	81,799,857	67,972,598	350	335	937	798	783	377	459	3,905	3,306	3,866
-9%	-15%	-17%	-5%	-4%	-15%	-15%	-2%	9%	22%	-2%	-15%	17%
92,954,574	99,787,763		360	403	734	706	324	479		3,732	3,147	
-11%	7%	-100%	-4%	12%	-100%	-4%	-100%	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%	-100%	-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%	-15%	-100%	8%	-100%	-1%	-15%	-100%
1,044,468,608	917,865,032	702,277,437	3,749	3,851	10,850	8,898	7,700	4,885	3,394	41,102	36,162	31,921
-31.0%	-12.1%	-23.5%	-26.0%	2.7%	-33.6%	-12.4%	-13.5%	6.2%	-30.5%	-7.4%	-12.0%	-11.7%

# CTMLS TRAINING ON LINE NOW AVAILABLE!!!

Learn the ins and outs of MLX-change from the comfort of your favorite easy chair - all you need to access the online session is a computer and an internet connection. It's one of the benefits of your membership in the State-wide MLS.

Online training seminars will be limited to twenty-five attendees per session and registration is on a first come, first serve basis.

To register go into <http://ctmls.ctreal.com/Services/Training-Resources/Classes>

## First Steps Online Sessions

Next class:  
Monday, October 18th,  
1-2:30pm  
Check the web site above for future class schedules.

Several different classes are offered depending on your ability to use the system.

Take advantage of all these online classes to advance your knowledge of how to use your MLS system.

## EXPLAINING THE BUYER REPRESENTATION AGREEMENT TO A BUYER

Connecticut Association of REALTORS®

*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 professional you must understand it

and be able to clearly explain it to the buyer - simply shoving a form under a buyer's nose and telling him or her to sign

it is not

good enough. There needs to be a discussion, an explanation, and the better the explanation, the better the likelihood the

buyer will remain loyal to you and your agency.

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.

