

# REALTOR NEWS

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

APRIL, 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](http://greaternhrealtors.com)

Issue No. 288

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*E. Tyler DellaValle*  
*Chairman of the Board*  
*2011*

*Congratulations!*



To All Members:

In March 2011, NAR launched the REALTOR® Party Political Survival Initiative. The initiative is a bold and powerful proposal to make the Voice of Real Estate one of the most influential advocacy groups in America.

The real estate industry is facing monumental issues—in Congress, in the regulatory agencies that govern mortgage financing, in the statehouses that are dealing with critical budget crises and declining property tax revenues, and in municipalities and counties. Each of these issues impact REALTORS®' ability to do business and serve clients. It is important to act as one to ensure the future of mortgage financing and keep housing affordable in America. We must have the power to shape this pivotal moment for the American Dream of home ownership everywhere and at every level of government.

To fund such a nationwide effort, the REALTOR® Party Political Survival Initiative proposes a dedicated dues increase of \$40. NAR will be dedicating these funds specifically for use with political advocacy efforts. Nearly 70% of this money is for the use of state and local REALTOR® associations for their political advocacy efforts. If approved, over 50% of the NAR budget would be devoted to political advocacy, which consistently ranks among members as the No. 1 benefit they receive from NAR.

The NAR Board of Directors, at the Midyear Legislative Meetings & Trade Expo, will vote on the proposal in May.

Your feedback is important and NAR is listening. Visit the REALTOR® Action Center and [let them know what you think](#).

Sincerely,

E. Tyler DellaValle

The following members have been awarded the 2011 First Quarter Achievement Award by the Greater New Haven Association of REALTORS®, Inc. for being the High Producers during that period. Congratulations! All recipients will be featured in the May 6th issue of The Connecticut Home Browser magazine, the April, 2011 'Realtor News" and also featured on the Association Web Site - [greater-nhrealtors.com](http://greater-nhrealtors.com)

- John Coppola - ERA Property World
- Stacey DeAngelis - Calcagni Assoc., Ches.
- Stephanie Ellison - ReMax Right Choice
- Dorothy Karska-Piech-Calcagni Assoc., Ches.
- Robert Letskus - Platinum Associates
- Lawrence Madow - Calcagni, Cheshire
- Nick Mastrangelo - Weichert, Orange
- Stacy Riccio-Riccio Realty & REO Assoc.
- Toni Ross - Weichert, Orange
- Mike Sirochman - Weichert, Orange

### HERBERT PEARCE

*The Staff and Board of Directors regret to inform you of the recent death of Herb Pearce founder of H. Pearce Co. Mr. Pearce was an active member of this Association from 1958 until he retired in 1996, he was the president of GNHAR in 1964. Our condolences to all his family and friends.*

**REALTORS® Federal Credit Union:  
Two Great Ways to Save**

Get fixed low auto loan rates as low as 4.75% APR\*. Happy with your car, but not your payment? Consider refinancing. Get financing from an institution that understands your needs and drive away with a rate that is sure to make you happy. REALTORS® Federal Credit Union is a bigger, better piggy bank! Take advantage of their most popular investment. Open a 12-month certificate and enjoy an industry leading dividend rate of 1.10% APY. Open a certificate investment online in minutes with just \$1,000! Certificates from 3-60 months are available for both consumers and businesses. For more information on the REALTORS® Federal Credit Union and to find out how to open an account to take advantage of these opportunities, please visit [www.realtorsfcu.org](http://www.realtorsfcu.org).



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  
Treasurer .....Tricia Reed  
Secretary.....James Porto  
President & CEO.....Roberta N. O'Hara RCE

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Jonathan Carbutti  
John Hill  
Michael Johnson  
Steve Miller  
Nanette Pastore  
Gena Ruocco-Lockery  
Cheryl Ulstad  
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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

Silver Level Sponsor - \$500

Clean Sweep Restoration Services  
of New England  
Franklin Mortgage, LLC  
Franklin Insurance Group  
Mortgage Access Corp.,  
Paul Constantinou

Gold Level Sponsor - \$1,000

Bank of America, Harry Sessa

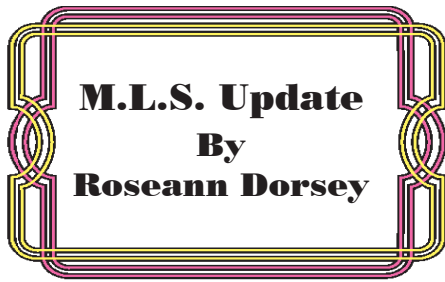
**REALTORS® - On the Road Again!**

**THE SAME TRAM 2011 - SALES AND MARKETING TOUR**

Presented by: **THE HOME BUILDERS ASSOCIATION of  
New Haven County**

The 10th annual SAM TRAM is ready to roll again on Friday, 5/13/11 - a bus tour for REALTORS® of area new construction that encompasses the unique building going on in the Cheshire & Wallingford area. Familiarize yourself with new products on the market and enhance your knowledge of new construction. The tour will increase your business opportunities and broaden your scope for potential new markets. The 8:30 am tour will begin with coffee/bagels at Cheshire Park and conclude with lunch, ALL REALTORS® are invited with guests; there will be a \$10.00 registration fee. Contact Ruth Ratner, Keller Williams Realty at 203-439-0946 or Steve Montessano, William Raveis Real Estate at 203-315-0550.

2010-2012 Continuing Education Renewal Cycle on page 6



## DUPLICATE PROPERTY ADDRESSES

A listing may be entered in more than one property type ONLY if the MLS# is cross referenced in the public remarks section of each of the listings.

The sale of a property, which is in more than one property type, can only be reported in ONE property type and additional entries will be removed from the system.

## BANK INFORMATION

If the Bank name, product or contact information are found in the Public Remarks and/or Public Additional Remarks Field this information will be removed from the listing by CTMLS. Please keep in mind that the Public Remarks and/or Public Additional Remarks should be used ONLY to describe the property.

## MLS FORMS

To access MLS forms go on the Association's web site; <https://greaterhrealtors.com>, click on Members Services, "Click on "Click here to access the login page", use your old MLS user name and password. A list of forms available will appear. You can either auto fill the form on line or print to use.



## CONGRATULATIONS TO THE FOLLOWING NEW 'REALTORS®'

Philip D'Antonio, CB, Branford  
 Deborah Campbell, Prudential, No.H.  
 Jessica M Wooldridge, ERA Prop. World  
 John J Kniejzneski, Group IV Realty  
 Jacquelyn O St Peter, Carbutti & Co.  
 Lenny Goldberg, Weichert, Orange  
 Ellen Kannatt, Betsy Grauer Realty  
 Richard J Vizziello, Weicher, New Haven  
 Max Gladstone, Team Real Estate  
 Dawn A Zullo, C21 American Dream

*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.*

### REALTOR APPLICATIONS:

Jonathan Bossio, Carbutti & Co., Wall.  
 Amanda Zorovich, Carbutti & Co., Wall.  
 Rebecca B Paatan, Prudential, Wall.  
 Crystal Davies, Coldwell Banker, Wood.

### WELCOME TO THE FOLLOWING NEW OFFICES;

Milena Quinto d/b/a MQ Realty, 99 Coe Avenue, East Haven 06512. Phone 203-214-2462, Fax 203-553-7620.

Lynwood King d/b/a King Regional properties, LLC, Meriden 06450. Phone/fax 203-889-4999.

Santo Ortiz d/b/a 360 Realty Corp., 360 State St., Suite 100, New Haven 06510.

Phone 866-681-2167, Fax 866-920-1545.

William F LaMarco d/b/a W F LaMarco Real Estate, 61 Church St., Old Saybrook 06475. Phone 860-339-5946, Fax 860-339-5812

### OFFICES CLOSED:

Kirk Baird d/b/a K Baird Associates, 5 Whittier Rd, New Haven 06515 - now with George J Smith, Milford.

Maura Cannon d/b/a Summit Homes, 60 Thorpe St., Fairfield now with Coldwell Banker, Milford.

Paul Dayton d/b/a Showcase Properties, 267 Fort Hale Rd, New Haven.

### OFFICE NAME CHANGE:

John Ortiz d/b/a Agency One Group Inc, 1015 State St., New Haven was Ortiz Agency, phone/fax same.

### AGENT CHANGES:

Donna Springer now rep ReMax Right Choice, Milford.

Maria V Addona now rep Leaders Edge Realty, LLC, Wallingford.

Enilda Rosas now rep CB, Orange.

Sondra Tamborini now rep Carbutti & Co., Wallingford.

Sandra Cassista now rep CB, Orange.

Carlene Lepre-Roche now rep Calcagni Assoc., Wallingford.

Justine Bittle-Ford now rep I & S Realty Plus, New Haven.

Dennis E Carr now rep First Choice RE, Hamden.

Tracy Slocum-Daddio now rep Combs RE., Wallingford.

Daniel J O'Brien now rep Realty Partners, West Haven.

Kirk Baird now rep George J Smith, Milf.

Belinda Ladutko now rep The Real Estate Gallery of Ct, Milford.

John J Proto now rep Calcagni Assoc, Hamden.

Michael J Pappa now rep CB, Branford.

Judith A Daley now rep Calcagni Assoc., Wallingford.

# NAR Study Finds Americans Prefer Smart Growth Communities

*Washington, DC, April 04, 2011*

Americans favor walkable, mixed-use neighborhoods, with 56 percent of respondents preferring smart growth neighborhoods over neighborhoods that require more driving between home, work and recreation. That's according to a recent study, the *Community Preference Survey*, by the National Association of REALTORS®. "REALTORS® care about improving communities through smart growth initiatives," said NAR President Ron Phipps, broker-president of Phipps Realty in Warwick, R.I. "Our members don't just sell homes, they sell neighborhoods. REALTORS® understand that different home buyers are looking for all kinds of neighborhood settings and that many home buyers want walkable, transit-accessible communities."

Walkable communities are defined as those where shops, restaurants, and local businesses are within walking distance from homes. According to the survey, when considering a home purchase, 77 percent of respondents said they would look for neighborhoods with abundant sidewalks and other pedestrian-friendly features, and 50 percent would like to see improvements to existing public transportation rather than initiatives to build new roads and developments.

The survey also revealed that while space is important to home buyers, many are willing to sacrifice square footage for less driving. Eighty percent of those surveyed would prefer to live in a single-family, detached home as long as it didn't require a longer commute, but nearly three out of five of those surveyed – 59 percent – would choose a smaller home if it meant a commute time of 20 minutes or less.

The survey also found that community characteristics are very important to most people. When considering a home purchase,

88 percent of respondents placed more value on the quality of the neighborhood than the size of the home, and 77 percent of those surveyed want communities with high-quality schools.

The survey of 2,071 adult Americans was conducted by Belden, Russonello and Stewart from February 15-24, 2011.

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.

## Realtors® Urge Congress to Approach GSE Reform Slowly

*Washington, DC, March 31, 2011*

The National Association of REALTORS® today urged Congress to move cautiously when reforming government-sponsored enterprises Fannie Mae and Freddie Mac.

Reforming America's housing finance market can only be achieved through a forward-looking, comprehensive approach that supports the housing and economic recoveries, said NAR President Ron Phipps in testimony before the House Subcommittee on Capital Markets today.

"As the leading advocate for home ownership, NAR strongly agrees that the existing system failed and that reforms are needed; however, redesigning a viable secondary mortgage model that will protect taxpayer dollars and serve the country's home owners today, and in the future, can only be achieved through a methodical, measured effort," said Phipps, broker-president of Phipps Realty in Warwick, R.I.

NAR is concerned that without a comprehensive plan for reforming the secondary mortgage market, proposed legislation to quickly constrain Fannie

Mae and Freddie Mac before an adequate replacement secondary mortgage market mechanism is established will further disrupt the still fragile housing market recovery.

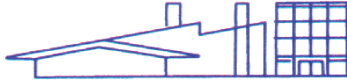
"REALTORS® agree that increasing private capital in the mortgage finance market is necessary for a healthy market and for reducing the government's involvement; however, proposed legislation that relies only on private capital to operate the secondary mortgage market will slow, if not stop, the housing and economic recovery," he said.

Phipps testified that the pendulum on mortgage credit has already swung too far in the wrong direction and is hurting consumers and the economy. He added that quick decisions aimed at punishing certain market players will only punish the taxpayers by constraining their ability to access affordable mortgage financing, and that making it harder for those who can afford a safe mortgage does not further the goals of the recovery.

"Home ownership is a pillar of our economy. NAR research shows for every two homes sold, a job is created, providing needed revenue to both our state and local economies. This must be considered when debating the future of federal housing policies," said Phipps. He added that overreaching rules, like the qualified residential mortgage (QRM) exemption, could further curtail access to affordable credit and will only slow economic growth and hamper job creation.

"The QRM is likely to shape housing finance for the foreseeable future, and we believe that Congress intended to create a broad QRM exemption from the 5 percent risk retention requirement to include a wide variety of traditionally safe, well-underwritten products," said Phipps. "Congress chose not to include a high down payment among the criteria it specified in the Dodd-Frank Act. A poor QRM policy that does not heed their intentions will only increase the cost and reduce the availability of mortgage credit."

# PLEASE PRINT AND POST



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 203-234-3980  
[reschool@snet.net](mailto:reschool@snet.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](http://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.greaternhrealtors.com](http://www.greaternhrealtors.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](http://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 2010. *(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.



The Greater New Haven Association of REALTORS®, Inc.

The Connecticut

# Home Browser®

A Real Estate Buyers Guide

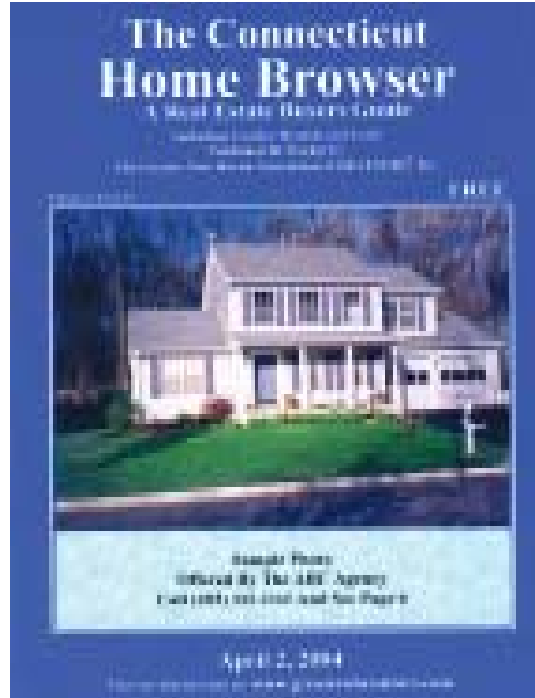
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## MAY 20, 2011 ISSUE

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