

REALTOR NEWS

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

OCTOBER, 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 - greater-nh-realtors.com

Issue No. 293

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Congratulations!



The following members have been awarded the 2011 Third Quarter Achievement Award by the Greater New Haven Association of REALTORS®, Inc. for being the High Producers during that period. Congratulations! All recipients are being featured in the November 4, 2011 issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - greater-nh-realtors.com

Chris K. Canfield
Beth Cantor
Patrick Combs
John Coppola
Stephanie Ellison
Betsy Grauer
Linda Lang-Bankowski
Lawrence Madow
Nicholas Mastrangelo
Betsy Purtel
Ruth Ratner
Marilyn Rosa
Toni Ross
Michael Sirochman
Charlotte Smith
Linda Wilson

Calcagni Associates, Cheshire
Calcagni Associates, Hamden
Dan Combs Real Estate, Inc.
ERA Property World, Milford
Re/Max Right Choice, Milford
Betsy Grauer Realty
Quinnipiac Realty, North Haven
Calcagni Associates, Wallingford
Weichert Realtors, Orange
Coldwell Banker, Cheshire
Keller Williams Realty Alliance
Rosa Realty, New Haven
Weichert Realtors, Orange
Weichert Realtors, Orange
Calcagni Associates, Wallingford
Coldwell Banker, Milford

All GNHAR members are eligible. Points are completed on listings currently in CTMLS. Rental's cannot be used. To qualify, you must earn 9 points per calendar qtr. 1 pt if you are the listing or selling agent on a property that CLOSED during the quarter. You earn 2 pts only if you are both the listing & selling agent, during the same qtr. The 2011 4th qtr ends December 31, 2011, nominations must be received by January 10, 2012. Nomination Form enclosed for your convenience.

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.

2012 DUES BILLING WILL BE MAILED IN NOVEMBER, 2011 - FINAL PAYMENT IS DUE NO LATER THAN JANUARY 31, 2012.

LATE FEES OF \$100 WILL BE ISSUED BEGINNING FEBRUARY 1, 2012 ON UNPAID INVOICES.

2012 DUES WILL BE AS FOLLOWS:

REALTOR	\$500.00
REALTOR W/SUPRA KEY	\$645.00
DESIGNATED BROKER	\$555.00
BROKER W/SUPRA KEY	\$700.00

Calcagni Associates chosen as a "Top Workplace in 2011"

CHESHIRE, CT – September 18, 2011- Calcagni Associates, New Haven, announced today that it was recognized as one of the **Top Workplaces** in Connecticut. Each year Workplace Dynamics, a Pennsylvania-based human resources company that consults with the nation, seeks workplaces to identify and celebrate their best is based on survey agents and staff, and values and corporate culture. Results are tabulated on key areas such as the direction of the Company, conditions of the workplace, career opportunities, management, and pay and benefits. Calcagni Associates ranked 2nd amongst the top small companies in this year's survey.



When employees were asked what they like most about their job at Calcagni Associates, agents and staff demonstrated appreciation for the meaningfulness of their work, the people they work with, as well as for their managers. Comments from Calcagni realtors and staff included: *"I believe Calcagni Associates is always trying to stay on the cutting edge of the industry, while maintaining a positive, supportive, family environment. I feel Calcagni is ahead in technology and is always looking at ways to stay at the top of the competition."* Additional comments included: *"Calcagni is an incredibly supportive and happy place to work, the administrative team allows us to better focus on our clients and furthering our professional growth."*

Calcagni Associates President, Steven Calcagni, expressed his gratitude to his team, saying, *"We are thrilled that you have chosen us as a Top Workplace. What a wonderful testament to the leadership, agents and staff of Calcagni Associates! All of you exemplify true professionalism and commitment to our communities and I could not be prouder to be a part of such a wonderful organization. Our growth as a Connecticut-based independent real estate company and the value we deliver to our clients is a direct result of the values, vision and energy of our people."*



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

**Bank of America, Harry Sessa
Tiger Home & Bldg Inspection
Peoples United Bank, Randy Thomas**

Gold Level Sponsor - \$1,000

**Silver Level Sponsor - \$500
Campbell Mortgage, Jack Miurphy
Clean Sweep Restoration Services
of New England
Franklin Mortgage, LLC
Franklin Insurance Group
Law Office of Edward C Burt
M.H. Schaefer Inspection
Mortgage Access Corp.,
Paul Constantinou
Wells Fargo Home Mortgage
Elliot Bauer**

Housing Must Remain Nation's Top Priority, Say Realtors®

Washington, October 04, 2011

We need to keep housing first on the nation's public policy agenda, because housing and homeownership issues affect all Americans, and a housing recovery is necessary for the nation's economic well-being.

That was the message delivered today by National Association of Realtors® President Ron Phipps during the New Solutions for America's Housing Crisis forum, where he joined a panel of experts to discuss solutions for addressing the country's housing and economic challenges. The event was hosted by Economic Policies for the 21st Century and the Progressive Policy Institute.

"As the leading advocate for homeownership, Realtors® know that issues like affordable financing, natural disaster insurance, the mortgage interest deduction, and foreclosures and short sales don't just affect people who own a home – homeownership shapes communities and strengthens the nation's economy," said Phipps, broker-president of Phipps Realty in Warwick, R.I. "America needs strong public policies that promote responsible, sustainable homeownership and that will help stabilize the nation's housing market to support an economic recovery."

Phipps said that housing is not recovering at the rate it should be and called on legislators and regulators to do no harm. He said that proposed legislation and regulatory rules or changes to homeownership tax benefits need to help America out of today's economic struggles and not further harm consumer confidence or exacerbate problems within the fragile real estate industry.

Overly stringent standards and lower mortgage loan limits are preventing qualified borrowers from getting loans, and Phipps called on lenders and regulators to reduce the overcorrection in underwriting standards for mortgages. He urged support for policies that ensure qualified borrowers can obtain safe and sound mortgages in all markets at all times and encourage sound lending without high downpayment requirements.

"Realtors® support strong underwriting, but too-stringent standards are curtailing the ability of creditworthy consumers from obtaining mortgages to purchase a home, and that's impacting the recovery," said Phipps. "Making mortgages available to creditworthy home buyers and streamlining loan modifications and short sales will help stabilize and revitalize the housing industry and reduce the rising inventory of foreclosed homes."

Phipps recommended that political and industry leaders work together to help reshape real estate and put the country back on the right track. "Our goal is to help ensure that anyone in this country who aspires to own their own home and can afford to do so is not denied the opportunity to build their future through homeownership," Phipps said.

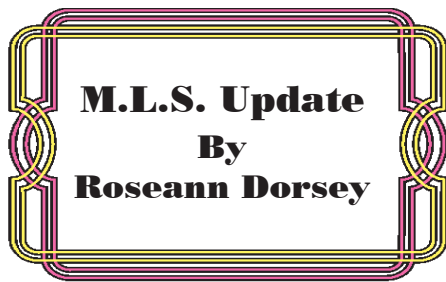
NAR Chief Economist Lawrence Yun also participated in the forum on a panel, "Homeownership, Tax Policy and Deficits." Yun said it's a misplaced argument to say the mortgage interest deduction is suddenly part of the deficit problem, when it's been part of the federal tax code for nearly 100 years.

"The mortgage interest deduction is vital to the stability of the American housing market and economy," said Yun. "Now is the worst possible time to discuss changes to the tax laws, which could impair the housing market's fragile recovery and a broader job market recovery."

"Reducing or eliminating the MID is a de facto tax increase on homeowners, who already pay 80 to 90 percent of U.S. federal income tax. And middle-class families would be among the hardest hit; 65 percent of families who claim the MID earn less than \$100,000 per year," said Yun.

Yun also emphasized that any changes to the MID would greatly hamper the ability of small businesses to create jobs given that housing equity is often a major source of funding.

A video webcast of the event is available for viewing at www.livestream.com/progressivepolicyinstitute. 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.



**M.L.S. Update
By
Roseann Dorsey**

LISTING PHOTOGRAPHS

Did you know that if there is no photo on your listing, your listing will NOT be displayed on CTReal.com???? CTReal is a CTMLS PUBLIC WEBSITE.

PHOTO PLACEMENT IN MLS

When entering photos, the photo entry should be as follows:

1. First photo should always be an exterior (except in rare cases).
2. Second photo should be the kitchen or next best feature.
3. The layout of the photos should resemble the flow of the house.
4. Your company sign must NOT appear in the photo.
5. Your photos should not contain children, people or anything of value. This is a safety issue.

CTMLS rules state that "AT least one exterior photo with the exception of Lots/Land, Rental & Commercial Property is required within 4 days of the effective date of the listing agreement."

LISTINGS

You have 48 hours from the effective date of the listing agreement to enter your listing into the computer. (No longer excludes weekends & Holidays).

When entering a listing into the MLS, keep in mind that these properties must be available to be shown to perspective buyers. If you seller, after signed the Listing Agreement, decides to hold off showings for a week or two, the listing must be entered into the MLS but placed on TEMP status. If the time frame is longer than two weeks, then the status would be WITH.

DEFINITION OF TEMPorary and WITHdrawn status:

TEMP = no longer than 2 weeks
WITH=longer than 2 weeks up to the expiration date.

REMARKS IN MLS

When entering PUBLIC remarks, be sure you are describing the listing property. Words such as: 'The builders name', 'perfect for children', 'executive neighborhood', 'growing family' and agents name or mortgage companies and their contact information, do not describe the property, therefore, do not belong in the public remarks.

The mortgage company, agents filling in for other agents, basically anything that would be helpful to other agents must be entered into "Agent to Agent" remarks.

REMEMBER: The PUBLIC remarks and photos appear on CTReal, Realtor.com, Zillow, etc.

*

*Real Estate sites available to the public..



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

Guilherme P Oliveira, ERA Prop. World
Stephen R Singley, Wareck RE, N.H.
Louis A. Storo, C21 AllPoints, Meriden

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:

Norma N Contois, Prudential, Branford
Louis V DeFranco, Berardino, Durham

NEW COMPANY:

Julio M Lopes d/b/a Encore Premier Properties, 996 Dixwell Ave., Hamden 06514. 203-996-8204

OFFICE REINSTATED:

Victor Borrome, 642 Newhall St., Hamden 06517 203-927-8761

AGENT CHANGES:

Suzanne Mikosz now rep Calcagni, Ches
Lisa M Croce now rep CB, Milford
Rhonda Kirschner now rep ERA Prop World, Milford.
Maggie Griffin now rep Weichert, NH
Janet A Cianelli now rep Clayton Properties, East Haven.
Karina Zhitnitsky now rep Raveis RE, Cheshire.

	TOTAL SALES \$ VALUE		TOTAL SALES #		NEW LISTINGS			DEPOSITS			ACTIVE			
	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
-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
-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
-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
-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
-42%	27%	1%	-26%	18%	-9%	-19%	-16%	26%	18%	-40%	36%	-9%	5%	3%
111,857,429	140,293,336	107,690,395	442	514	397	864	913	862	535	361	374	3,512	3,761	3,902
-14%	25%	-23%	4%	16%	-23%	-10%	6%	-6%	23%	-33%	4%	-10%	7%	4%
121,837,875	72,913,536	84,062,329	480	293	320	792	847	739	442	356	362	3,605	3,866	3,909
4%	-40%	15%	26%	-39%	9%	-20%	7%	-13%	4%	-19%	2%	-8%	7%	1%
111,734,016	76,332,739	82,650,229	438	292	330	769	760	701	467	352	339	3,445	3,873	3,849
-18%	-32%	8%	-18%	-33%	13%	-11%	-1%	-8%	21%	-25%	-4%	-11%	12%	-1%
81,799,857	67,972,598	77,582,317	335	286	315	798	783	639	459	295	267	3,306	3,866	3,636
-15%	-17%	14%	-4%	-15%	10%	-15%	-2%	-18%	22%	-36%	-9%	-15%	17%	-6%
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	662,570,576	3,851	3,428	2,434	8,898	9,352	7,013	4,885	4,231	3,158	36,162	38,420	31,983
-12.1%	-9.3%	-20.4%	2.7%	-11.0%	-29.0%	-18.0%	5.1%	-25.0%	6.2%	-13.4%	-25.4%	-12.0%	6.2%	-16.8%

RE-10 9/06
www.ct.gov/dcp
(860)713-6150



STATE OF CONNECTICUT
DEPARTMENT OF CONSUMER PROTECTION
License Services Division
165 Capitol Avenue – Room 110 – Hartford, CT 06106

LIST OF RECIPROCAL STATES

ALABAMA	Alabama Real Estate Commission 1201 Carmichael Way - Montgomery, AL 36106-4350 Telephone: (334) 242-5544	
COLORADO	Colorado Department of Regulatory Agencies Division of Real Estate 1900 Grant Street - Suite 600 - Denver, CO 80203 Telephone: (303) 894-2166	
GEORGIA	Georgia Real Estate Commission 229 Peachtree Street, NE International Tower - Suite 1000 Atlanta, GA 30303-1605 Telephone: (404) 656-3916	
ILLINOIS	Illinois Department of Financial & Professional Regulation Division of Professional Regulation 500 East Monroe Street - Suite 200 Springfield, Illinois 62701-4278 Telephone: (217) 785-9300	LIMITED RECIPROCITY Illinois and Connecticut Applicants LICENSING LAW EXAM REQUIRED
INDIANA	Indiana Real Estate Commission Indiana Professional Licensing Agency 302 W. Washington Street - Room EO34 Indianapolis, IN 46204 Telephone: (317) 234-3009	LIMITED RECIPROCITY Indiana and Connecticut Applicants LICENSING LAW EXAM REQUIRED
MASSACHUSETTS	Massachusetts Real Estate Board 239 Causeway - Suite 500 - Boston, MA 02114 Telephone: (617) 727-2373	
MISSISSIPPI	Mississippi Real Estate Commission P O Box 12685 - Jackson, MS 39236-2685 Telephone: (601) 932-9191	
NEBRASKA	Nebraska Real Estate Commission P O Box 94667 - Lincoln, NE 68509-4667 Telephone: (402) 471-2004	
NEW YORK	New York Department of State Division of licensing Services 84 Holland Avenue - Albany, NY 12208-3490 Telephone: (518) 473-2728	
NORTH CAROLINA	North Carolina Real Estate Commission P O Box 17100 - Raleigh, NC 27619-7100 Telephone: (919) 875-3700	
OHIO	Ohio Division of Real Estate & Professional Licensing 77 South High Street - 20 th Floor Columbus, OH 43215-6133 Telephone: (614) 466-4100	LIMITED RECIPROCITY Ohio and Connecticut Applicants LICENSING LAW EXAM REQUIRED
OKLAHOMA	Oklahoma Real Estate Commission Shepherd mall 2401 N W 23 rd Street - Suite 18 Oklahoma City, OK 73107 Telephone: (405) 521-3387	
RHODE ISLAND	Rhode Island Department of Business Regulation 233 Richmond Street - Suite 230 Providence, RI 02903 Telephone: (401) 222-2255	
TENNESSEE	Tennessee Real Estate Commission 500 James Robertson Parkway - Suite 180 - Nashville, TN 37243-1151 Telephone: (615) 741-2273	

Government Plays Valuable Role in Homeownership, Say Realtors®

Washington, October 13, 2011

Owning a home has had long-standing government support in the U.S. because homeownership benefits individuals and families, strengthens communities, and is integral to the nation's economy, the National Association of Realtors® said in testimony today. NAR President-Elect [Moe Veissi](#) outlined the association's recommendations for housing finance reform before the House Financial Services Subcommittee on International Monetary Policy and Trade.

"We must be better stewards of the U.S. housing finance system if it is to thrive and effectively serve American home buyers and mortgage investors into the future," said Veissi, broker-owner of Veissi & Associates Inc., in Miami. "Repairs to our current housing finance structure must be made, but we must be careful that changes to the system do not come at the expense of homeownership opportunities for middle- and lower income Americans."

Toward that end, NAR supports H.R. 2413, the "Secondary Market Facility for Residential Mortgage Act of 2011," introduced by Reps. Gary Miller, R-Calif., and Carolyn McCarthy, D-N.Y.

"H.R. 2413 offers a comprehensive strategy for reforming the secondary mortgage market and gives the federal government a continued role to ensure a consistent flow of mortgage credit in all markets and all economic conditions," said Veissi. "Moreover, it supports the use of long-term fixed-rate mortgage products."

Veissi testified that full privatization of the secondary mortgage market would all but eliminate products like the 30-year fixed-rate mortgage and that mortgage interest rates would be unnecessarily higher and unaffordable for many Americans, shutting otherwise qualified buyers out of the market.

"The 30-year fixed-rate mortgage is the bedrock of the U.S housing finance system, and without government support, there's no evidence that this type of mortgage would continue to exist," said Veissi. "Private firms' business strategies would focus on optimizing their profits, creating mortgage products that are more aligned with the goals of their business than in the best interests of the nation's housing policy or consumers."

Veissi said that while the size of the government's participation in housing finance should decrease if private capital is to return to the market and function properly, the federal government must have a continued role in the secondary mortgage market to avoid losing long-term, fixed-rate mortgage products and keep borrowing costs affordable for consumers.

"Continuing government participation in the secondary mortgage market is critical to ensuring that qualified home buyers can obtain safe and sound mortgage financing products even during market downturns, when private entities have historically pulled back," Veissi said.

Recent reductions to the conforming loan limits by the federal government are already having an impact on mortgage liquidity according to early data from an NAR survey, which found that consumers who are now above the new lower conventional conforming loan limit are experiencing significantly higher interest rates and the need for substantially larger down payments. Veissi said that the housing and economic recoveries have been slow and that activities that force economic activity to be constricted further should be resisted.

"For hundreds of years, this country has understood the value of homeownership because it helps families build wealth, supports community stability and contributes to our economy. We need to make sure that future housing policies continue to reinforce our long-standing value of homeownership, for the future of our families and our country," said Veissi. 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.

Information about NAR is available at www.realtor.org. This and other news releases are posted in the News Media section.