

# REALTOR NEWS

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

SEPTEMBER, 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<sup>®</sup> NEWS

Web Site - [greaternharealtors.com](http://greaternharealtors.com)

Issue No. 292

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## MEMBER BENEFITS

As a member of the GNHAR your paid dues include membership in both National Association of REALTORS® and Connecticut Association of REALTORS® (C.A.R.).

CAR offers numerous discounted products and/or services which we hope you are taking advantage of! Here is a partial list;

*American Eagle Federal Credit Union offers \$250 off Closing Costs for you and your clients.*

*BearingStar Insurance up to 30% off auto & homeowners insurance.*

*BJ's Wholesale Club - \$40 - 14 month membership.*

*Bridgeport Bluefish - 50% off select tickets plus.*

*The Garvin Group help to get Health Insurance rates avail. to CAR members.*

*N.A.R.'s benefits program also offers competitive pricing on life, dental, disability and long term care through Marsh Affinity Group Services. Call 1-800-626-6983 and mention your N.A.R. membership.*

*LifeLock-Identity Theft Prevention Program - 10% off.*

*Long Wharf Theatre - 10% discount.*

*Planet Sign Shop - Real Estate signs 10-20% discounts.*

*Raymour & Flanigan - 12% off entire purchase.*

*Six Flags tickets \$29 each for C.A.R. members.*

*Town Fair Tire - 5% off.*

*UPS Save up to 28% on shipping.*

For a complete list of products/services offered please go on

Connecticut Association of Realtors website:

[http://www.ctrealtor.com/mt\\_about\\_car/memberBenefits.shtml](http://www.ctrealtor.com/mt_about_car/memberBenefits.shtml)

## 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

**ANNUAL SALES REPORT - PG 6**  
**NEW MILL RATES - PG 8**

### GNHAR 3RD QUARTER QUARTERLY AWARDS

Nomination forms fully completed and accompanied by a full MLS computer printout of every sale must be received at the Association Office no later than October 12th.

Forms are available at the Association office, call or email to receive a copy.

In order to qualify you must be a member of the NH Assn of Realtors. You must earn 9 points during the quarter (July 1-Sept. 30, 2011).

1 point earned if you are the listing or selling agent on a property that CLOSED during the quarter. You will earn 2 points ONLY if you are both listing & selling agent during the same quarter.

Any questions, please call Joan Quinn, 203-234-7700 vm 114 or email: ct-homebrowser@snet.net

*Thank You*

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

<p><b>Platinum Level Sponsor - \$2,000</b></p> <p><b>Gold Level Sponsor - \$1,000</b></p> <p>Bank of America, Harry Sessa Tiger Home &amp; Bldg Inspection Peoples United Bank, Randy Thomas</p>	<p><b>Silver Level Sponsor - \$500</b></p> <p>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</p>
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## Pending Home Sales Slip in July but Up Strongly From One Year Ago

Washington, DC, August 29, 2011

Pending home sales declined in July but remain well above year-ago levels, according to the National Association of Realtors®. All regions show monthly declines except for the West, which continues to show the highest level of sales contract activity.

The [Pending Home Sales Index](#),\* a forward-looking indicator based on contract signings, slipped 1.3 percent to 89.7 in July from 90.9 in June but is 14.4 percent above the 78.4 index in July 2010. The data reflects contracts but not closings.

[Lawrence Yun](#), NAR chief economist, said sales activity is underperforming. “The market can easily move into a healthy expansion if mortgage underwriting standards return to normalcy,” he said. “We also need to be mindful that not all sales contracts are leading to closed existing-home sales. Other market frictions need to be addressed, such as assuring that proper comparables are used in appraisal valuations, and streamlining the short sales process.”

The PHSI in the Northeast declined 2.0 percent to 67.5 in July but is 9.7 percent above July 2010. In the Midwest the index slipped 0.8 percent to 79.1 in July but is 18.8 percent above a year ago. Pending home sales in the South fell 4.8 percent to an index of 94.4 but are 9.5 percent higher than July 2010. In the West the index rose 3.6 percent to 110.8 in July and is 20.6 percent above a year ago.

“Looking at pending home sales over a longer span, contract activity over the past three months is fairly comparable to the first three months of the year, and well above the low seen in April,” Yun said. “The underlying factors for improving sales are developing, such as rising rents, record high affordability conditions and investors buying real estate as a future inflation hedge. It is now a question of lending standards and consumers having the necessary confidence to enter the market.”

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 Greater New Haven Association  
of REALTORS®, Inc.  
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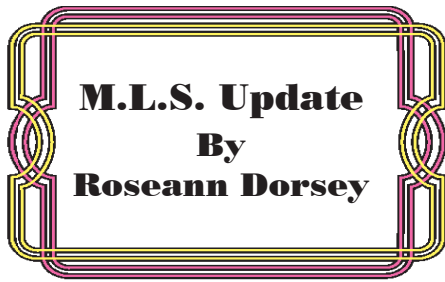
#### Officers of the Association

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

#### 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



## RENTAL LISTINGS

Did you know that when a deposit is taken on a Rental Property, there is a status DRENT??? When it's actually finalized, then you change the status to CRENT...

**ARENT = Active Rent**

**DRENT = Deposit taken on rental**

**CRENT - CLOSED RENT**

### 'SHOWING INSTRUCTIONS' ON MLS FORMS

In the 'show' instructions, if you enter 'use show assist' please remember to remove this statement from the showing instructions when the property is no longer available. You can also disable your 'show assist' on the listing, by doing so, all future showings will be cancelled.

### NEED A SIGN RIDER?? WE HAVE HUNDREDS IN STOCK.

Drilled Riders - \$7.00 incl tax ea.  
A-Frames - \$32.00 incl tax.  
House Shaped Signs w/wire stand  
- \$10.00 incl tax each.



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

**E**dmond DellaValle Sr. Ed was a managing partner of Beazley, Hamden for over 30 years.

**M**ary Fusaris. Mary was a REALTOR for over 35 years.

**J**eanne M Delaney. Jeanne was a REALTOR in Milford for many years.

**E**velyn Ward Cotjanle. Evelyn was a REALTOR for approximately 22 years.

**C**hester Edward Haberlin, Jr. Chester was a Real Estate Broker for a number of years.

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

Susan Bedron, Calcagni Assoc., Cheshire

Lorenzina A Boni, Raffone Realty, NH

Marisa Fiora, Calcagni Assoc., Cheshire

George J Russo, Jr, Wareck RE, NH

Haydee Santiago, Sette Real Estate, Hamden

Andrea B Molloy, Coldwell Banker, Branford

Vincent M DeStefanis, Weichert, Hamden

Donna L Ripley, Colony RE, Meriden

Rebecca H Szeffc, C21 Allpoints Realty, Bfd.

Janarl D Thompson, Capstone Co., Hamden

Wm R Carmon, Prudential Ct Realty, Bran.

Erica L Janosko, Prudential Ct Realty, Milford

Jose A Cruz, Keller Williams, Wallingford

Angela Cruz, Keller Williams, Wallingford

Laura A Condon, Weichert, Orange

Anthony Bethune, Outreach Prop Mgmt, NH

Robert Shee, Wareck RE, NH

LeRoy Haynes, Weichert, Wallingford

Sally Sachse, Sirico Realtors, EH

Josh B Arkenout, Keller Williams, Wlfd.

Shadin M Nimery, Calcagni Assoc., Hamden

David M Donavan, Weichert, Wallingford

Tanishia B Richards, Rosa Realty, NH

Matthew J Kaman, Calcagni Assoc., Hamden

*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

Lucille M Winston, ATZ Realty, East Haven  
Erica L Janosko, Prudential Ct Realty, Milford  
Reginald B Maynard, Coldwell Banker, Orange  
Lauren A VanGrowski, ERA Realty World, Milf.  
Salvatore A D'Angelo, C21 AllPoints Realty, Bfd.  
Thomas R Johnson, First Rate Realty, NH  
Stephen R Singley, Wareck RE, New Haven

#### WELCOME TO THE FOLLOWING NEW COMPANIES:

George M Baranowsky d/b/a Baran Realtors, 87 Golden Hill St., Milford, Ct 06460. Phone 203-907-6806.

Belinda A Ludutko d/b/a Property-Connection, LLC., 174 Orchard Rd., Orange, Ct 06477. Phone 203-701-8277, Fax 888-474-8140.

#### TERMINATED:

Thomas E Gallagher d/b/a Four Seasons Realty, LLC, 136 Richmond Ave., West Haven.

#### RESIGNED:

Ben Shoemaker d/b/a Alpha RE & Valuation, 12 Hamlin Ct, Middletown.

#### OFFICE ADDRESS CHANGE:

John Kealey d/b/a Prime Realty & CFapital, 151 Kalmus Dr, Ste D102, Costa Mesa, CA 92626.  
Frederick Dzindzalet d/b/a Fredericks Realty Co., LLC, PO Box 1413, Wall., Ct 06492.  
Prudential Ct Realty, 9 South Colony St., Wallingford, Ct 06492.

#### OFFICE NAME CHANGE:

Gary Thompson d/b/a Nextage Red Star Realty, 1960 Silas Deane Hwy, Suite C, Rocky Hill, CT 06067. Phone 860-529-0360, Fax 860-529-0376 - WAS Apex Realty.

#### AGENT CHANGES:

Maria Kahen now rep Betsy Grauer Realty, NH  
Susan Browning now rep B. Grauer Realty, NH  
Debra G Nardini now rep ERA Prop World, Milf.  
Ewa Zaniewska now rep Wm Raveis, Milford  
Peggy L Miller now rep AllPoints Realty, Bfd.  
Amanda R Faroni now rep Wm Raveis, Cheshire  
Amina S Blake now rep Keller Williams, Wall.  
Jaymie C Nitkin now rep Sally Bowman RE, Ches.  
Victoria McGeorge now rep Weichert, Hamden  
Paul Anthony McRanor now rep ReMax Right Ch.  
Glen Willer now rep Coldwell Banker, Cheshire  
Patricia A Weyant now rep CB, Orange  
Kimberly Tabor now rep Prudential, Wallingford  
Armantino Cabral now rep Keller Williams, Wall.  
Frank J D'Ostilio, Jr now rep Wareck RE, NH  
Joan Marchesseault now rep Cornwall Realty, Ches.  
Diane Briganti now rep Re/Max Alliance, Bfd.  
Edward Higgins now rep Weichert, NH  
Lynn Smith now rep Calcagni, Wallingford  
Frank Alvarado now rep Calcagni, Hamden  
Regina Sauer now rep Wareck RE, NH  
Barbara Sibley now rep Prudential, Wall.

# Hurricane Irene Underscores Importance of Reauthorizing National Flood Insurance Program

Washington, August 26, 2011

As homeowners across the East Coast brace for Hurricane Irene and the heavy rains that are expected to fall over the next few days, the current threat underscores the importance of flood insurance, which is the only way for homeowners to financially protect their property or businesses from flood damages. Hurricane damage from water is only covered by flood insurance, which must be purchased separately through the National Flood Insurance Program (NFIP), and if Congress doesn't act soon this critical program will expire on September 30, 2011, putting millions of homeowners at risk. "As the leading advocate for homeownership and housing issues, NAR believes that the NFIP is essential to a properly functioning real estate market, ensuring access to affordable flood insurance for millions of homeowners," said NAR President Ron Phipps, broker-president of Phipps Realty in Warwick, R.I. "Realtors® support any and every effort to extend the program for as long as legislatively possible, so that American families won't have to go without essential flood protection." Floods are also not just a coastal issue and are not only caused by hurricanes. Floods claimed more lives and property than any other natural disaster in the U.S. over the past century and have been declared in every state, along rivers and anywhere rain falls or snow melts. The NFIP is set to expire on September 30 for the tenth time in three years, and NAR urges Congress

to reauthorize the program for five years, before it expires. The NFIP ensures access to affordable flood insurance for more than 5.6 million home and business owners in 21,000 communities across the nation. "We strongly urge Congress to speed passage of legislation to reauthorize the NFIP for the long term and end the current stopgap approach that has already led to numerous extensions and lapses of program authority in the past two years," said Phipps. NAR also calls on Congress to develop a proactive national policy to reduce natural disaster risk beyond floods, so that homeowners have access to affordable, comprehensive property insurance for a full range of natural disasters, and taxpayers no longer have to fund rebuilding efforts through federal disaster assistance. "Whether it's a tornado, flood, hurricane, or earthquakes like those that hit Colorado and the Eastern U.S. this week, virtually every region of the country is susceptible to nature's unexpected fury," said Phipps. "Our thoughts are with all Americans who may be affected by this impending hurricane, and we will continue to work with public policymakers on these important issues." 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.

## CAR AWARDS \$44,000 IN SCHOLARSHIPS 2011 RAYMOND F. GATES JR. MEMORIAL SCHOLARSHIP WINNERS ANNOUNCED

HARTFORD, CT – July, 2011 – The Connecticut Association of REALTORS® presented its 2011 Raymond F. Gates Jr. Memorial Scholarships at its July 19<sup>th</sup> Board of Directors meeting. The Raymond F. Gates, Jr. Memorial Scholarship Fund was established in 1976 in memory of Raymond F. Gates, Jr. following his tragic death in an automobile accident. Mr. Gates was the Executive Vice President of the Connecticut Association of REALTORS®. Over the past 35 years, children of REALTORS® have been awarded scholarships totaling approximately \$675,000.

For the 2011-2012 academic years, the Connecticut Association of REALTORS® received nearly 150 applications. This year, 44 outstanding children of CT REALTORS® were selected to receive a total of \$44,000 in scholarships.

**The Greater NH Association of REALTORS is proud to announce 3 local recipients were among the 44 selected. Cameron Brown son of Peter Brown with H. Pearce RE., Joseph Testa son of Ione Testa a RALTOR at Sally Bowman RE. and Nicole Yetke daughter of Lorraine Yetke w/The Real Estate Gallery of Ct.**

Members of the 2011 Raymond F. Gates, Jr. Memorial Scholarship Selection Committee were:

Scott Cooney, Northern Fairfield County Association of REALTORS®; Barbara Erni, Midd Shore Association of REALTORS®; Josephine Mineo, Ridgefield Board of REALTORS®; Carol Presutti, Greater Hartford Association of REALTORS®; Lynne Salta, Bridgeport Board of REALTORS®; Samantha Storey, Eastern CT Association of REALTORS®



Gr. New Haven Association of REALTORS®

Pictured from left to right: Lynne Salta\*, Gene Ferocodini (CAR President), Cameron Brown, Carol Presutti\*, Nicole Yetke, Barbara Erni\*, Joseph Testa, Jo Mineo\* and Scott Cooney\*. Missing from photo: Samantha Storey\*

Cameron Brown recently graduated from Branford High School. He will attend the College of Charleston where he plans to major in Physical Education and Health with a minor in Science Education. Chosen as both the varsity soccer and sailing teams' Captain, Cameron has learned to lead and teach others with confidence and skill. Cameron is the son of Peter & Susan Brown. Peter is a REALTOR® at H. Pearce Real Estate Company and a member of the Greater New Haven Association.

Joseph Testa recently graduated from Cheshire High School. He will attend the College of The Holy Cross where he plans to study Pre-Med with a major in Biology. Joseph was "town manager" in the YMCA Youth & Government program. Receiving academic high honors all semesters, Joseph successfully balanced a rigorous class schedule, volunteer commitments and multi-season sport teams. He played varsity volleyball, was Captain of varsity soccer, and was even recognized as a Record Journal Scholar Athlete. Joseph is the son of Joseph & Ione Testa. Ione is a REALTOR® at Sally Bowman Real Estate and a member of the Greater New Haven Association.

Nicole Yetke recently graduated from Choate Rosemary Hall. She will attend Boston University's College of General Studies where she plans to study Psychology or Sociology. Nicole has developed a passion for doing service work and has traveled several times to Mexico to work with children at an orphanage. They make structural improvements to the facility as well as distribute food to remote locations. She's a friend to many of these young children, and their joy in screaming her name is something she'll never forget. Nicole is the daughter of Lorraine Yetke. Lorraine is a REALTOR® at The Real Estate Gallery of CT and a member of the Greater New Haven Association.



The Greater New Haven Association of REALTORS®, Inc.

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The Connecticut

**Home Browser**®

**A Real Estate Buyers Guide**

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



**OCTOBER 7, 2011 ISSUE**

CALL JOAN QUINN, 234-7700 VM 14 FOR DETAILS -

**I WILL NOT ACCEPT SALE PRICE ADS AFTER 12 NOON, THURSDAY, SEPT. 22ND**

**TAKE ADVANTAGE OF OUR ANNIVERSARY SALE!!!!!!  
BLACK AND WHITE ANNIVERSARY SALE RATES**

Full Page - \$80.00 prepaid only

Half Page - \$45.00 prepaid only

Quarter Page - \$25.00 prepaid only

We Accept MC/VISA or check

Sale prices are available to non-contracted clients and are prepaid only!!!

Color Sold out!

Email me your MLS #'s and text to appear under each photo. I'll pull the photos from MLS and email you a proof for changes/corrections. No set up charge!!!

*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

**CALL OR EMAIL JOAN QUINN - (203) 234-7700 VM 114 ,  
ct-homebrowser@snet.net FOR DETAILS!**

**DON'T WAIT - CALL NOW!**

*Greater New Haven Association of REALTORS, Inc.*  
*Mill Rates*  
*As of July, 2011*

<i>Town</i>	<i>Assessment Ratio</i>	<i>Last Year Re-Evaluation</i>	<i>Next Evaluation Year</i>	<i>PI</i>	<i>Present Mill Rate</i>
ANSONIA	70%	2007	2012		26.25
BEACON FALLS	70%	2006	2011		26.1
BETHANY	70%	2008	2013		28.06
BRANFORD	70%	2009	2014		24.27
CHESHIRE	70%	2008	2013		26.85
DERBY	70%	2005	2011		27.9
EAST HAVEN	70%	2006	2011		26.59
GUILFORD	70%	2008	2013		21.52
HAMDEN	70%	2010	2015		34.7671
HUNTINGTON	70%	2006	2011		18.57
KILLINGWORTH	70%	2006	2011		22.77
MADISON	70%	2008	2013		19.43
MERIDEN ---					
DIST 1	70%	2006	2011		29.83
DIST 2	70%	2006	2011		31.65
MILFORD	70%	2006	2011		28.89
NAUGATUCK	70%	2007	2012		32.81
NEW HAVEN	70%	2006	2011		43.9
NORTH BRANFORD	70%	2010	2015		27.77
NORTH HAVEN	70%	2009	2014		26.54
ORANGE	70%	2006	2011		30.2
OXFORD	70%	2010	2015		23.21
SEYMOUR	70%	2005	2011		27.62
SHELTON	70%	2006	2011		18.57
SOUTHINGTON	70%	2005	2011		24.28
STRATFORD	70%	2009	2014		34.15
WALLINGFORD	70%	2010	2015		25.22
WEST HAVEN ---					
DIST 1	70%	2010	2015		39.75
WEST SHORE (DIST 2)	70%	2010	2015		39.88
ALLINGTON (DIST 3)	70%	2010	2015		38.88
WOODBIDGE	70%	2009	2014		33.08