

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 198

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

March 19, 2003

GENERAL MEMBERSHIP MEETING Luncheon

Join us at:

**Laurel View Country Club
310 West Shepard Avenue
Hamden, CT.**

on

**Wednesday, April 2, 2003
12 Noon**

Topic:

"Millennium Marketing"

an

**Upbeat and Energizing Presentation!
Nationally Reknown Technology Speaker
Mathew Ferrara**

plus

Peter Indorf Jeweler Pot'o Gold!

A change to win gold nuggets, gemstones, etc.

Also - New Member Installation

Hot Buffet including Chicken and Salmon

\$15.00 per person

RESERVATIONS REQUIRED

Deadline for reservations - Monday, March 31, 2003

Return reservations to: The Greater New Haven Association of REALTORS, Inc., West Bldg, LL, 127 Washington Ave., No. Haven, CT 06473.

The following will attend the General Membership Meeting on April 2, 2003.

Enclosed is \$15.00 per person.

Total Amount enclosed: \$ _____

Agency: _____

Phone: _____



REALTOR

**ATTENTION
SALESPERSONS!
ORIENTATION COURSE**

Sign up now for the next Orientation Course and become a REALTOR[®]. REALTOR[®] members can use the REALTOR[®] logo on their business cards, advertisements, etc., and REALTORS[®] can advertise at low prices in "The Connecticut Home Browser" magazine published by the Association.

The next course will be held on Thursday, May 8, 2003 from 9 AM - 12:30 PM and on Thursday, May 15, 2003 from 9 AM - 12:30 PM. Both morning sessions must be attended.

In order to attend orientation, you must submit a completed application plus all required fees. To receive an application and amount due please call Kate Blake at the Association Office, (203) 234-7700 or submit a request for application through our web site greaternhrealtors.com

SUPRA KEY HOLDERS PLEASE NOTE

If you have not paid your 2003 fees your Supra Key was shut off by Supra on Monday, February 24, 2003.

The amount due is \$99.26, make checks out to "Supra Products". Checks may be brought or mailed to the Association Office c/o Kate Blake, 127 Washington Ave., West Bldg, Lower Level, North Haven, CT. 06473. (203)

CONDOMINIUM MANAGEMENT GUIDES AVAILABLE FOR \$5.25 EACH INCLUDES:

Updated list of Condo Management Companies including their addresses & phone numbers Over 490 Condominiums and who manages each in the following areas:
Branford, Cheshire, East Haven, Guilford, Hamden, Meriden, Milford, New Haven, North Branford, Northford, North Haven, Orange, Southington, Wallingford and West Haven

Send your check made out to GNHAR to: GNHAR, 127 Washington Ave, LL, West Bldg, No. Haven, Ct 06473
Your copy will be mailed upon receipt of check.

**RAYMOND F. GATES, JR.
MEMORIAL SCHOLARSHIP**

Scholarship applications are now available at the Association Office for the 2003 Raymond F. Gates, Jr. Memorial Scholarship. The scholarships are awarded to children or stepchildren of Connecticut REALTORS®, local Board Association Executives or CAR staff members.

Scholarships will be awarded again this year in two categories: Academic Excellence and Scholastic Achievement. Students are only allowed to apply for one of these two categories. The total amount of money available depends upon contributions received and interest earned as of 6/1/03. The amount of each individual scholarship is left to the Committee's discretion but, in past years, has ranged from \$500 to \$1,500. Scholarships will be presented at the July Conn. Association of REALTORS® Board of Directors meeting.

Applications packages are also available on the Member's Only section of the C.A.R. website www.ctrealtor.com.



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

Officers of the Association

President.....James Wrzosek
President Elect.....Frank D'Ostilio
First Vice-President.....Lee McParland
Second Vice-President.....Al Scafati
TreasurerMaureen Campbell
Secretary.....Paul Gradwell

Exec V.P.....Roberta N. O'Hara RCE
Asst Exec V.P.....Frederick Mansfield

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Elizabeth Alberico
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Bea Fiorino
John Guerra
Myrna Lehrer
James Porto
Marc Seigel
Diana Walsh
Wendy Weir
Louise Zemina

Immed. Past Pres.: Robert Fischer

Thank You

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

Platinum Level Sponsor - \$2,000

Cendant Mortgage
New Haven Register
Schaefer Inspection
Tyler Cooper & Alcorn

Gold Level Sponsor - \$1,000

Ed Burt, Jr. P.C. Attorney at Law
Facility Support Services
First Choice Mortgage
Milford Jeep
Real Estate Book
Tiger Home & Building Inspection

Special Recognition

Wells Fargo Home Mortgage
GMAC Mortgage
New England Home Loans
Washington Mutual

Silver Level Sponsor - \$250

Drescher Insurance
Guaranty Residential Lending, Inc.
Liberty Bank
Parrett, Porto, Parese & Colwell, P.C.
Sugar Mountain Enterprises, LLC
Wells Fargo Home Mortgage



STELLARVIEW NOTICE!

The Stellarview dial up connection has been disconnected! Until April 15, 2003 you can access the Stellarview through the Internet. It is advisable that you begin to change over to MLS Passport and MLXchange. You cannot add listings through the MLXchange program, you can only do searches. On April 15th you will be able to add listings. The add format will be the same as the MLS Passport.

INTEREALTY TRAINING

We are running MLS Passport classes and MLXchange hands on classes. We have e-mailed a revised list for both classes as well as the Lecture only classes for MLXchange. Please take advantage of these classes and lectures to get you ready for the changeover in April. A \$10.00 refundable check is required for hands on classes only. If you plan on coming to a Lecture class, no check is required, however, you need to register. If you have any questions, please feel free to call Roseann at (203) 234-7700 ext. 10.

COMPARABLE BOOKS

The order for comp books will be going down to the plant on Friday, March 28th. They should arrive the end of April. You will be notified at that time.

PHOTO LETTERS!

Offices have received notices regarding missing photos. We have several still missing! If you enter them yourself, please be sure to check the system to make sure they are in the computer.

**ARE YOUR ADVERTISING \$\$\$
PAYING OFF?**

**ARE YOUR ADS REACHING SERIOUS
POTENTIAL CLIENTS?**

**IF YOUR ANSWER IS NO - YOU NEED
THE HELP OF
"THE CONNECTICUT
HOME BROWSER"
(DEADLINE FOR THE APRIL 4TH ISSUE
IS MARCH 20, 2003)**

**WHERE MEMBERS RECEIVE
SUBSTANTIAL DISCOUNTS!**

**WHERE 10,500 COPIES ARE
DISTRIBUTED TO OVER 500 RETAIL
LOCATIONS IN 21 AREA TOWNS PLUS
11 STOP AND SHOP STORES
BI-WEEKLY!**

**WHERE FOR OVER 5 YEARS WE
HAVE SUCCESSFULLY BROUGHT
TOGETHER BUYERS AND SELLERS
BY THE THOUSANDS!**

**ADS ARE SUBMITTED VIA FAX OR
E-MAIL, PHOTOGRAPHS PULLED
DIRECTLY FROM MLS, ELIMINATING
YOU RUNNING AROUND
DELIVERING PHOTOS.**

**EVERY AD PROFESSIONALLY
DESIGNED TO MEET YOUR
STANDARDS.**

**LOW MEMBER RATES MAKES THE
BROWSER A MUST ON YOUR
ADVERTISING LIST
A full page Ad 7 1/2" x 10 only cost \$69.12
with a 26 issue contract, prepaid.**

**Call Joan Quinn,
(203) 234-7700 VM 14
for details and rates or check our website
cthomebrowser.com (click on "Consumer"
then "home browser")**

MEMBERSHIP NEWS BY KATE BLAKE

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

DESIGNATED REALTORS:

Beth Segali d/b/a Signature Properties, 308 Park Rd., Hamden, Ct 06517, (203) 497-1937 - Full Member.

Amanda E. Bittle d/b/a Its Real Estate, 555 Winthrop Ave., New Haven, CT 06511-3119. Phone (203) 624-4303, Fax (203) 624-9562 - Full Member.

Jeffrey V. Purcell d/b/a Professional Appraisal Services, P O Box 704, Shelton, CT 06484. Phone (203) 926-98078, Fax (203) 926-9822. MLS Only Member.

Robert Ennis d/b/a Ennis Regan Realty LLC, 428 Main St., Wallingford, CT. 064892. Phone (203) 269-8886, Fax (203) 284-2040 - Full second office.

REALTOR APPLICATIONS:

Eric Schuell, ERA Seigel, Hamden
Justin Anamasi, ERA Fort Hale Realty
Howard Keyes, Prudential, Milford
Patricia Pierce, Audubon Assoc., N.H.
Richard A. Lee, Jr., Coldwell Banker, Ches.
George W. Hartery, Old Colony Appraisal, Wethersfield
Mary Varricchio, Coldwell Banker, No. H.
Melissa Grenon, Coldwell Banker, Cheshire

RESIGNED PARTICIPANTS:

Valerie King d/b/a New Haven County Realty, 260 Kohary Dr., NH - Full Member.
Todd Andrews, United Illuminating, 157 Church St., New Haven - Affiliate

COMPANY CHANGE:

Edmund J. Ramos d/b/a Edmund J. Ramos, P O Box 335, Milford, CT - now Full Member was Board Only.

AGENT CHANGES:

Terez Murphy now rep. Beazley, Wall.
Amy Salvati now rep. Home Run Realty
Carol Murphy now rep. Wm. Orange Realty

ADDRESS CHANGES:

Total Realty, Inc. 599 Whalley Ave., New Haven, (203) 397-2223, Fax (203) 397-2228.
Kaoud Realty LLC, P O Box 590, Orange, CT 06477 - new fax 795-5268.

Clayton Properties, 75 Main St., East Haven 06512, same phone/fax.
Ennis Realty & Prop. Management, 546 So Broad St., Ste 2F, Meriden, 06450. (203) 237-9092, fax (203) 634-7711.

WELCOME TO THE FOLLOWING NEW REALTORS WHO PASSED THE FEBRUARY, 2003 ORIENTATION AND HAVE BEEN APPROVED BY THE BOARD OF DIRECTORS:

A-1 Assoc., Meriden
Rose Arnold
Audubon Assoc., New Haven
Margret Turner
Beazley Co., East Haven
Marie Dogolo
Robert Huelin
Adrea Nardini
Lucille Sullivan
Beazley Co., Milford
Theresa Holloway
Charles Jump
Sehbal Vece
Beazley Co., New Haven
Yolanda Dillon
Perry Hack
Beazley Co., North Haven
Deborah Battista
Albert Maggelet
Yara Lee Maldonado
Scott Nichols
Beazley Regional, Orange
Paul Dutka
Beazley Co., Wallingford
Robin Nelson-Foelske
Edward Bishop, New Haven
Tracey Horobin
Buyer Broker Direct, Woodbridge
Benjamin Morris
Calcagni Associates, Cheshire
Jeffrey Milligan
Calcagni Assoc., North Haven
Sajida Farooqui
Melissa Stasiak
Carbutti & Co., Wallingford
Jeffrey Citak
C21 Access America, Milford
Elvio Trovini
Carol Weir
C21 Access America, Wallingford
Donna McCormack
Alberta Raup
C21 American Dream, Hamden
Stanley Hester
Delancey Jenkins
Leighton Vanderburgh

Classic Properties, Hamden
Patricia Valenti
Clayton Properties, East Haven
Gayle DeCola
CB North Haven
Robert Specht
CB Milford
Joseph Markley
CB Select Sites, Hamden
Michelle Barnett
Mary Melone
CB Select Sites, New Haven
Linda Knapp
DePodesta Real Estate, Hamden
Loretta Susi
DeVita, Hamden
Lucy LaCava
ERA Property World, Milford
Patricia Despres
ERA Seigel, Hamden
Patricia Holycross Ryder
IQ Home Source, Inc., Milford
Rob Berko
Maier Real Estate, Meriden
Rose Zolnik
Mainline New England, Wallingford
Stephen Sundlof
Marchell RE., Middletown
Henry Marchell
Mezzi Realty
Andrew Mezzi
H. Pearce, Wallingford
Vincent Masotta
Kelly Wolfe
H. Pearce, New Haven
Robert Bankowski
Prudential, Milford
Paul Constantinople
Adriana Odice
Raveis, Cheshire
Chris Canfield
Susan Kelly
Anthony Vetrone
Raveis, Milford
Tina Atilho
Winston Brown
Anessa Cappetta
Annette Fuller
Craig Hansen
Stephen Johnson
ReMax Realty Assoc., Milford
Suzanne D'Anna
Diane Dirienzo
Mary Jane Gleason
George Hunihan
Katherine Marshall
William Orange, Orange
Nancy Silverstein

TECHNOLOGY

By
Ted Mansfield

UPDATE

COMPUTER UPGRADING

Because of rapidly developing technology, you will need to upgrade about every three years in order to keep on the cutting edge. Most REALTORS® don't need to be on the cutting edge so they can postpone upgrading until software or hardware compatibility becomes an issue. The real cost of upgrading is software. If your computer works perfectly well and you can do everything you want with your software without frustration, why upgrade.

Software makers can force you to upgrade in order to use their product. As an example, the next version of Microsoft Office - Office 2003 (Version 11) is now in beta test and will have some features that will make Word and Excel into an XML platform. Documents can now have database like querying using the XML language. In the past, older versions of Office could be upgraded when a new version came out. Office 2003 will end that and will only run on the Microsoft XP operating system and future Windows versions. Windows 98 is no longer supported by Microsoft but still may be available from some suppliers. Windows XP will not run properly on the average three-year-old computer so an upgrade to Windows XP is not advisable. For Windows XP you should buy it as part of a new computer with lots of power.

Now, more than ever, when buying or upgrading software for your computer you need to know the specifications of your computer. You need to be able to compare your computer so you can compare them to the recommended system requirements (not minimum requirements) on the software box. To find out your system specifications on a computer with Windows 95 or 98. Click on the "Start" button to bring up the start menu. Place your mouse pointer over "Programs" at the top of the menu. On the menu of programs, place your mouse pointer on "Accessories" then place your mouse pointer over "System Tools" and click on "System Information." This will bring up a dialog box with the information about your computer in the right panel. It should then show the version of Windows and any upgrade. It will show the version of Internet Explorer. It will show the registered name. It will show the computer make. It will show the central processor unit (CPU) make and model. It will show the amount of RAM (random access memory) and the space available on your hard drive as well as its full size in MB or GB. There will be some additional items but the above are what you need to know when buying software.

If you are buying graphics software, you may need to learn other system details. If so, click on the "+" sign next to "components" in the left pane. By clicking on "Display" you can find out the version of your display adapter and monitor. Try clicking on some of the other categories. Be sure to click on "Problem de-

vices" to see if there are problems caused by device drivers. It should come up with the message " There are no devices with problems on this machine." If there are problems you may have to download the latest driver from the manufacturer to solve the problem.

Before you leave "System Information" click on the printer icon to print a report on your system. Be sure to have plenty of paper in your printer. This will print a complete report on your computer. It will be over 100 pages depending on your configuration. My computer report is 169 pages. Save this printout in a file labeled "System Information" as it may help a technician should your computer later develop a problem. If you have just bought a new computer, print off the system information and reprint it each time you add hardware.

There are software upgrades you won't want to make. One is an upgrade of Microsoft Internet Explorer if you are running version 5.5. You may get frequent reminders from Microsoft when you go on the Internet asking you to upgrade to version 6.0. If you don't want to create problems ignore the offer and stay with version 5.5. If you upgraded and are having problems go back to version 5.5 by downloading it from <http://www.microsoft.com>. If you are running Netscape as your Internet browser, don't upgrade beyond version 6.0. If you have not tried Netscape lately, you might like it as well or better than what you are using. It comes with instant messenger and free email if you like. It's a free download from <http://www.netscape.com>. MLXchange needs Internet Explorer.

What should you look for in a new computer? You can choose either an Intel Pentium 4 or AMD Athlon XP processor with 1.8Ghz or faster speed. If it comes with Windows XP Professional, get 512MB of RAM. 256MB would be a minimum for other operating systems. Hard disk should be a minimum of 40GB. Both a CD-ROM burner and DVD drive will give you backup capability and DVD movie playback. Insist on a 3-1/2 inch Floppy Drive for compatibility with all your old data on floppies. Make sure it has a 64MB (minimum) video card - on board video won't cut it with those DVD movies. It should have a 10/100 Ethernet adapter for your DSL or cable connection and a 56Kbs FAX modem for dial-up. It should also have a separate audio card such as a Sound Blaster 24bit. For an operating system we would prefer Windows 2000 over Windows XP Professional. You will get the best quality and service if you have your local techie build you a "white box." Avoid K-Mart and the like and buy from someone who knows computers.

If you're thinking about a laptop or notebook - WAIT! Intel is coming out with a new mobile processor that will extend battery life, one of the biggest drawbacks of a laptop. It is due to be announced next week and should be available within a couple of months.

2003 FIRST QUARTER QUARTERLY "AWARDS PROGRAM"

Deadline to submit nominations for the 2003 First quarter "Awards Program" offered by GNHAR is April 10, 2003.

To be a recipient of this award the following requirements must be completed:

1. You must be a REALTOR® member of the MLS Service. Points are completed on listings currently in the service only. Rental status listings cannot be used.
2. To qualify, you must earn 9 points per calendar quarter. A point is earned if you are the listing or the selling agent on a property that closed during the quarter. If you are both the listing and selling agent, during the same quarter, then you will earn 2 points.
3. The Service must receive your nomination form by the 10th of the month following the end of the quarter.
4. A full computer printout of each listing MUST be included to qualify.
5. The Designated REALTOR® or Office Manager must sign the nomination form.
6. A photograph of the recipient must be sent with the nomination form.
7. Nomination forms and attachments must be delivered or mailed, they cannot be faxed to the Association.

Recipients are honored with a certificate, published to the membership in Realtor News and their photographs are published in the Connecticut Home Browser magazine.

Please call the Association Office, (203) 234-7700 to have a Nomination form faxed to you.

NEW HAVEN REAL ESTATE SCHOOL

NOW OFFERING THE FOLLOWING CLASSES:

Principles & Practices of R.E.
Beginning Wed., April 2, 2003

Real Estate Law
Beginning Wed., March 26, 2003
CLASS SIZE LIMITED - NO WALK INS

CONTINUING EDUCATION CLASS
March 27, 2003
Buyer Representation in New Home Sales
(9 AM - 4:30 PM)

\$90.00
6 hours of CE credits
Call (203) 234-3938
for more information and reservations