

**IT'S PARTY TIME AGAIN!!!!  
YOU ARE INVITED TO ATTEND OUR  
ANNUAL PATIO PARTY AND CLAM BAKE**

**REALTOR  
OF THE  
YEAR  
AWARD**

**Thursday, June 12th  
5 - 9 PM**

**QUARTERLY  
AWARDS**

**Amarante's Sea Cliff  
62 Cove St., Morris Cove, New Haven**



**\$25.00 per person  
includes**



**Lobster or Steak  
and everything to go with.....  
Music**

**RESERVATION FLYERS WERE MAILED TO ALL  
SEND YOUR RESERVATION IN BEFORE  
THE JUNE 9TH DEADLINE**

**GOLFERS SAVE THIS DATE!!!!  
MONDAY, SEPTEMBER 15, 2003  
2003 GNHAR CHARITY GOLF TOURNAMENT**

## **THE CONNECTICUT HOME BROWSER MAGAZINE**

**OUR NEXT AVAILABLE  
ISSUE TO PLACE YOUR AD  
WILL BE DATED  
JUNE 13, 2003**



**DEADLINE TO SUBMIT ADS IS:  
FRIDAY, 12 NOON, MAY 30TH**

**CALL JOAN QUINN, (203) 234-7700 VM 14  
FOR PRICES AND DETAILS  
DON'T MISS OUT!!!!**



REALTOR

**ATTENTION  
SALESPERSONS!  
ORIENTATION COURSE**

**S**ign up now for the next Orientation Course and become a REALTOR<sup>®</sup>. REALTOR<sup>®</sup> members can use the REALTOR<sup>®</sup> logo on their business cards, advertisements, etc., and REALTORS<sup>®</sup> can advertise at low prices in "The Connecticut Home Browser" magazine published by the Association.

The next course will be held on Thursday, July 31, 2003 from 9 AM - 12:30 PM and on Thursday, August 7, 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](http://greaternhrealtors.com)

**CONDOMINIUM  
MANAGEMENT GUIDES  
AVAILABLE FOR \$5.25 EACH  
INCLUDES:**

**JUST UPDATED list of Condo Management Companies including their addresses & phone numbers.**

**Over 500 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.**



REALTOR®

**Official Publication  
of the  
Greater New Haven  
Association of  
REALTORS®, Inc.  
(203) 234-7700 Fax: 234-3980**

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## *Thank You*

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

**Platinum Level Sponsor - \$2,000**  
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### **Greater New Haven Association of Realtors, Inc.**

127 Washington Avenue, West Building, Lower Level  
North Haven, CT 06473

Telephone: (203) 234-7700 ? Fax: (203) 234-3980

**REVISED 5/21/03**

## **INTERREALTY TRAINING SCHEDULE**

**Below is a list of Training classes for MLXchange.**

**MLXchange classes are 9:30-12 noon and 1:00 pm - 3:30 pm.**

**Please fill out the form below and mail a \$10.00 REFUNDABLE CHECK to Roseann. You can email or fax the *Lecture Seminar* to Roseann at roseann\_d@hotmail.com. There are a limited number of seats for each Hands On class! Thank you!**

Mon., June 9th	MLX Hands On	9:30-12 Noon - Limited to 14 1:00-3:30 PM - Limited to 14
Wed., June 18th	MLX Hands On	9:30-12 Noon - Limited to 14 1:00-3:30 PM - Limited to 14
Mon., June 23rd	MLX Hands On	9:30-12 Noon - Limited to 14 1:00-3:30 PM - Limited to 14

**ALL THE ABOVE CLASSES REQUIRE A \$10.00 (REFUNDABLE) CHECK AND A 24 HOUR CANCELLATION NOTICE IS REQUIRED (CREDIT CARDS NOT ACCEPTED). SORRY, WE CANNOT ACCEPT ANY REGISTRATION WITHOUT A CHECK.**

**MLX HANDS ON CLASSES IN JULY & AUGUST WILL BE ANNOUNCED AT A LATER DATE. PLEASE WATCH YOUR EMAIL FOR UPCOMING CLASSES! IF YOU HAVE NOT ALREADY DONE SO, PLEASE CALL KATE TO PUT YOUR NAME ON THE ASSOCIATION EMAIL LIST, (THIS EMAIL LIST IS FOR GNHAR USE ONLY! IT IS NEVER SOLD!**

**MAIL CHECK TO: Greater New Haven Association of REALTORS, Inc., 127 Washington Ave., West Bldg., Lower Level, North Haven, CT 06473.**

<b>NAME &amp;TIME</b>	<b>COMPANY</b>	<b>PHONE#</b>	<b>DATE</b>

**THE NEW HAVEN REAL ESTATE SCHOOL  
OFFERING THE FOLLOWING  
COURSES:**

**Principles and Practices of Real Estate  
Beginning Wed., May 28th  
Monday and Wednesday evenings, 6-9 PM  
\$257.00 including tax and 3 books**

**ABR Elective Course  
Successful Relocation Representation  
May 29th 9 AM - 4 PM - \$90.00**


**Call (203) 234-3938 for reservations.**

**Join Saul Klein - Internation Speaker on Tuesday, May 27th as he present "Intro To e-PRO" to be held at the Association Office, 11:30 AM to 12:45 PM. To RSVP call (203) 234-7700 or e-mail fmansfield@snet.net.**

**SAVE JUNE 18TH AND JUNE 19TH  
WE NEED YOUR HELP FOR "REALTOR® WORK DAYS 2003"  
FOR THE HABITAT FOR HUMANITY OF GREATER NEW HAVEN.**

**We are in the process of scheduling two REALTORS® Work Days at a building site in New Haven (to be announced later). We want all our members to put on your work clothes, roll up your sellevs and come out for a day and work on a Habitat Home.**

**Call the Association Office to schedule which day you can be available to work. (203) 234-7700.**



**CRS Course 204**  
**"Creating Wealth through Residential Real Estate Investments"**  
Date: September 16 and 17, 2003  
Time: 8:30 to 5:00 (arrive day 1 at 8:00 a.m. to register)  
Cost of complete course: \$325.00-Designees \$275.00  
Where: Radisson Hotel, 100 Berlin Road, Cromwell, CT  
Sponsor: CT State Chapter Certified Residential Specialist  
Instructor: Pat Zuby, CCIM, CRB, CRS

More people have become wealthy investing in real estate than many other investments. Agents who want to learn the specific secrets to smart real estate investments can discover them in this course. Students will learn how to identify the right opportunities, compare real estate other investments and create additional wealth for themselves and their clients. Financial calculator required. Credit will also be awarded toward ABR.

ALL REAL ESTATE AGENTS ARE INVITED TO ATTEND.  
Financial Calculators are required, recommended HP-10B or HP-12C  
For information: Albina Romanski CRS  
1-860-621-6821 or fax 1-860-276-8474

.....

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
E-mail: \_\_\_\_\_  
Company: \_\_\_\_\_

Course Fee: \$325.      CRS Designees: \$275.

Make Checks Payable to: CT Chapter CRS  
Albina Romanski CRS  
Mail Checks to: Prudential CT Real Estate  
441 Main Street, Southington, CT 06489

**REALTORS**  
*Making the News*



Wm. Orange Realty has opened its third office at 413 Temple St., New Haven.



Bobbie Palmeri



Mary Jo Deck



Judy Mison



Jane Maretz



Carol Shank



**Bobbie Palmeri, CRS, ABR has won the coveted System 1 Network and President's Award for the 2nd year in a row.**

**Mary Jo Deck and Judy Mison were awarded the Platinum Award.**

**Jane Maretz and Carol Shank received the System 1 Network Circle of Excellence Award for the 3rd year in a row.**



**DON'T THROW AWAY YOUR OLD WIRELESS PHONES!!!**

From May 15 to August 15 Beazley Co. local offices are collecting wireless phones with or without battery chargers in support of the CALL to PROTECT campaign which provides domestic violence victims with a lifeline in an emergency. The program, started by the Nat'l Coalition Against Domestic Violence, Motorola and the Wireless Foundation collect used wireless phones then refurbishes, reprograms and distributes the phones to victims in need. Phones are reprogrammed to dial 911 or a crisis hotline number. In the hands of victims, these phones act as lifelines enabling them to call for assistance when faced with an emergency situation.

MEMBERSHIP  
NEWS  
BY  
KATE  
BLAKE

The Association Office and Board of Directors regret to inform you of the recent death of a fellow REALTOR®, Norma Cuming of Home Town Realty. Norma became a Realtor in 1976 and was associated with Ditchkus Real Estate from 76 to 2001. We extend our deepest sympathy to her family and friends.

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.

**REALTOR APPLICATIONS:**

Evelyn Hurlburt, Realty Partners, WH  
Cheryl Rennie Smith, Press & Cuzzo  
Maria Cochrane Logodicio, Prud., Wall.  
Evelyn Hurlburt, Realty Partners, WH  
Oluyemi A. Otunba-Payne, Harborview WH  
Laura H. Tressel, Ross Realty, NH  
Art Randolph, Geenty Group, Bfd  
Talita Jackson, ERA Fort Hale, EH  
Thomas Schmidt, CB Select Sites, Bfd  
Michael Morgan, Beazley Regional  
Luis Lopez Jr., Prud., Milford.  
Timothy Launder, Beazley Regional  
Michael Jones, New Concepts Realty Grp  
Mark Dalessio, Home Run Realty, No. H.  
Dieudonne Antoine, Prud., Wall.  
Dorothea Cashman, Prud., Wall.  
Dale I Geddes, C21 Access Amer., Milf.  
Mary Ellen DeRosa, Beazley, Hamden  
Maria E. Mendes, Beazley, Milford  
Gillian Goldrich, CB Select Sites, Hamden  
John J. Mulrooney, CB Select Sites, Hamden

**CHANGE OF DESIGNATED REALTOR:**

Barbara Kowalski now DR for Kowalski Co. Realtors, 669 Center St., Wallingford. Toni Soboleski now a Realtor with Kowalski.

**AGENT CHANGES:**

Catherine C. Mancini now rep CB Select Sites, Glfd.  
Ira Kroopneck now rep ERA Prop. World  
Terry Martin now rep Beazley, NH  
Jocelyn Winfrey now rep C21 Amer Dream  
Anthony Montanaro now rep Any Home R.E.  
Patricia Valenti now rep CB Select Sites, Hmd.

**ADDRESS CHANGE:**

Geenty Group, 765 East Main St., Branford, 06405 phone/fax same.  
CTX Mortgage, 612 Wheelers Farm, Milford, 06460. Phone/fax same.

**FAX CHANGE:**

Raffone Realty, EH (203) 466-2935

**PHONE CHANGE:**

Central Ct. Realtors, Meriden (203) 284-1636

**COMPANY NAME CHANGE:**

Value Quest Appraisal was formerly Clermont Appraisal, Meriden



**MLXchange.....BY THIS TIME, YOUR SHOULD BE REGISTERED ON MLXCHANGE & NET PASSPORT. IF YOU HAVE HAVING DIFFICULTY WITH THE SET UP, PLEASE CALL ROSEANN (203) 234-7700 EXT. 10.**

Some of the functions in MLS Passport will AUTOMATICALLY take you to MLXchange.

**MLS PASSPORT USERS.....PLEASE** be sure to **SYNCHRONIZE** when entering and exiting the Passport! The purpose of Synchronizing is so you will get all up-to-date information. If you do not, listings that were modified or deleted will continue to show with the previous status.....**AGAIN, PLEASE SYNCHRONIZE!** Any questions, please call me, (203) 234-7700, Ext. 10.

**PUSHBUTTON LOCKBOXES**

ARE AVAILABLE for \$32.00 (incl tax) at the Association office. ALSO AVAILABLE "21 Things I Wish My Broker Had Told Me" a book by Frank Cook. This great edition offers advice from Top Producing professionals on how to start (or maintain) a successful career in Real Estate. They offer 21 things they wish their broker had told them when they were first starting out. The cost of the book is \$16.95 (incl. tax). For all information on lockboxes or '21 Things'... please call me (203) 234-7700, Ext. 10.

**THE PHONE IS RINGING OFF THE HOOK AT THE ASSN' OFFICE WITH 'HOW TO' AND 'WHAT IF' QUESTIONS ON MLXchange use.** Interealty is offering FREE hands on classes at the Assn' office so you can learn 'how to' etc. Please ~~sign up for the next available class~~, see registration form on page 2, also available in the Bulletin Board in MLS.

Taking this class is time well spent.....Sign up now!

**PHOTOGRAPHS - PLEASE NOTE**

If you are sending your photo's to the Assn' Office for input into MLS, make sure you have the address of the listed property and the MLS # on the back of the photo. Photo's received without this information will be discarded.

**THE FAIRFIELD ASSN' OF REALTORS**

has advised new toll free phone # 1-800-474-0101.  
Effective June 1st Toll Free Fax 866-285-4481.

**COMMERCIAL INVESTMENT DIVISION  
(CID) NEWS**

by

**Kristin Geenty, CID President, The  
Geenty Group, Realtors (203) 488-1005  
kris@geentygroup.com**

The May CID meeting was hosted by Matt O'Hare at 500 South Broad Street, Meriden. Currently, 120,000 sf of warehouse space with 12 foot ceilings and 18 docks is available for lease at \$3.00 NNN. More space will come on the market in July when Fosdick moves on, freeing up 100,000 sf of distribution space with 6 docks. Also, 50,000 sf of Class C office space is available for \$7.00 sf gross. Prior to the exchange of customer needs and listing information, Trudy Magnolia of the Meriden Economic Development Commission shared Meriden's business friendly incentive programs with us. For all the information check Meriden out on the web at [www.meridenbiz.com](http://www.meridenbiz.com).

Of the nearly 30 agents who were in attendance, some interesting new listings were presented, including: a Sale Lease-back opportunity for a user, presented by Craig Fuchs; A gas station price reduction that is being marketed by Dave Roetting; Kristin Geenty's boutique office just off Route 10 in Cheshire with a reduced sale price; and a refrigerated warehouse offered by Colonial Properties.

Business is still hopping. Frank Hird reported one of the better closings. He sold a mixed-use property in downtown Branford, that was owned by a real estate broker, to another broker, and he earned the only commission on a property that sold for more than a million and a half dollars. Kristin Geenty reported one of her proudest moments, selling an unfinished, 9200 sf flex warehouse/office building in Wallingford for \$65.22 sf. The Proud new owners will fit it up with sheet rock walls, a floor, the lavs, the paving, the landscaping and incidentals.

The next meeting will be held at 65 Amity Road, New Haven, in front of Amity Wines on Wednesday, June 18th. In a break with tradition, the meeting will be held at 4:00 PM. For additional CID information, or to attend a meeting if you're not a member, call Kristin Geenty, at The Geenty Group, Realtors (203) 488-1005.