

# REALTOR<sup>®</sup> NEWS

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

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## CONGRATULATIONS STEPHEN PRESS 2003 REALTOR OF THE YEAR

Stephen Press, REALTOR®, a partner in Press and Cuozzo, REALTORS® in Hamden has been awarded the REALTOR® of the Year award from the Association. Mr. Press has been a REALTOR® since 1977 and has earned the Graduate REALTORS® Institute (GRI), the Certified Residential Specialist (CRS) and the Certified Residential Broker (CRB) designations of the National Association of REALTORS®.

Mr. Press has been active in the Greater New Haven Association of REALTORS® and served as it's President in 1992. He has served on and chaired several Committees. Presently he serves on the Reduction Committee and is one of the Association's Professional Standards Mediation Officers. He is very active in commercial sales and is a member of the Commercial Industrial Division of the Association.

Mr. Press believes strongly in REALTOR® causes. He has regularly supported the REALTORS® Political Action Committee and was awarded the Sustaining Bronze RPAC Membership Award in 2002. He also sits on the Board of Directors of the New Haven Real Estate Educational Foundation.



**SAVE THIS DATE!!!  
WEDNESDAY, SEPTEMBER 10, 2003**

We will be offering a dynamic luncheon featuring Robert L. Siciliano "The Lifesaver!" author of the book "The Safety Minute". Mr. Siciliano will present an entertaining and informative presentation on your personal security and how to protect yourself from crime. Check out his web site: [streetsafesecurity.com](http://streetsafesecurity.com)

The luncheon will be held the The Belvedere, 70 Pond Lily Ave., New Haven. Keep the date open and watch for your flyer in the mail.

### COMMERCIAL INVESTMENT DIVISION (CID) NEWS

by

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

In a break with the status quo, 48 intrepid members of CID met for a marketing meeting, wine and cheese in Woodbridge, at a meeting hosted by Steve Patten and Lou Proto of The Proto Group. Approximately 5700sf of office space is available in the building on Bradley Road, which will soon be serviced by an elevator.

Manufacturing was in the air on Wednesday. Helen Rosenberg from the city of New Haven who regularly attends our meetings, bolstering our group, presented a need for 18,000sf of manufacturing space or 1 ½ acres of land within New Haven city limits. Sam Fairman is also looking to fill a need for manufacturing in the North Haven area. If anyone is in need of space with freezers in New Haven, speak to Bob Dow. Art Randolph of the Geenty Group, Realtors has listed an acre of land in Westbrook for lease right on Route 1.

Business is being done everywhere. Bill Clark reported several leases that closed in and around Milford. Bill Silverman "Mr. New Haven" as we call him, sold 18,000sf on Chapel Street for \$485,000.00 and 24,000sf of office downtown for more than \$2M. The Proto Group reported a 5 year lease on 10,000sf of office space, fully fit up, turn key operation at a value of \$932,000.00. Kristin Geenty and Shawn Reilly of Levey Miller Maretz subleased retail space in Hamden for 8 years starting at \$14.00/sf with increases throughout the term, and Glen Greenberg, also of LMM, reported the sale of The Sachem Country House in Guilford for over \$1.4M.

A lively discussion about MLXchange was sparked by our Vice Chair, Joel Galvin. Currently, the ARENT search feature is inoperable and all sales and leases must be searched for under the TRANS key by punching in S (sale) L (lease) and B (both). A committee has been working to clean up the office/ industrial/retail and land detail reports. If you haven't seen them, run one for your next showing. They are much cleaner and more professional looking than before and present the property with your name and your company name. There was also a suggestion that CID start thinking about advertising in a publication similar to the home browser, or maybe in a new section of the browser. If you have any questions or issues with exchange, Joel Galvin and Bob Dow have volunteered to field questions or contact Barbara Horvath at InterRealty directly.

Non-members who would like to attend a CID meeting or join, contact CID Chair Kristin Geenty at (203) 488-1005, [kris@geentygroup.com](mailto:kris@geentygroup.com). Meetings are held the third Wednesday of every month at 8:15. We welcome all members of the board.



**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, 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)



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  
Treasurer .....Maureen Campbell  
Secretary.....Paul Gradwell

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

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Robert Dow  
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

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Cendant Mortgage  
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Sugar Mountain Enterprises, LLC  
Wells Fargo Home Mortgage

**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 6/13/03**

**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 REFUND-ABLE CHECK** to Roseann. You can email or fax the *Lecture Seminar* to Roseann at [roseann\\_d@hotmail.com](mailto:roseann_d@hotmail.com). There are a limited number of seats for each Hands On class! Thank you!

Mon., July 7th	MLXCHANGE	9:30-12:00 Noon	limit 10
		1:00-3:30 PM	limit 10
Mon., July 21th	MLXCHANGE	9:30-12 Noon	limit 10
		1:00-3:30 PM	limit 10
Mon., Aug. 4th	MLXCHANGE	9:30-12 Noon	limit 10
		1:00-3:30 PM	limit 10
Monday, Aug. 18th	MLXCHANGE	9:30-12 Noon	limit 10
		1:00-3:30 PM	limit 10

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 SEPTEMBER AND OCTOBER 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.

NAME & TIME	COMPANY	PHONE#	DATE



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.

**REALTOR APPLICATIONS:**

Sarah Sirry, CB Select Sites, hamden  
Diana L. Seghorn, CB North Haven  
April Stevens, Statewide Appraisal, WH

**AGENT CHANGE:**

Nicholas VanYperen d/b/a Alpha & Omega Enterprises, 417 South Union, Guilford - now full Office was MLS Only.

**CONGRATULATIONS TO THE FOLLOWING WHO HAVE RECENTLY COMPLETED THE ORIENTATION PROGRAM AND ARE NOW REALTOR® MEMBERS:**

**Alan Barberino R. E., Wall.**

Donald Barberino  
Gail Delucia

**Beazley, East Haven**

Susan He  
Marilyn Rosa

**Beazley, Milford**

Debra Conklin  
Harry Howe  
Nina Jackson

**Beazley, New Haven**

Andrew Anastasio  
Cheryl Szczarba

**Beazley, Orange**

Darlene Eaton  
John Izzo

Timothy Launder

Michael Morgan

Haydee Santiago

**Calcagni Assoc., Cheshire**

Maury Keenan

Lara Luciani

**C21 Access Amer., Meriden**

Wanda Palmer

**C21 Access Amer., Milford**

William J. Boland  
Dominick Galletti

**C21 American Dream, Hamden**

Susan A. Adams

**Clayton Properties, East Haven**

Gail Cable

**Coldwell Banker Cheshire**

Melissa Grenon

**Coldwell Banker, Milford**

Michael Pastir, Sr.

**Coldwell Banker, North Haven**

Joann DiGioia

Maryanne Salz

**CB Select Sites Bfd**

Sharon Busher  
Mary Gaudio

**CB Select Sites Hmd**

Patricia Cardozo  
Lucy Lin

Robert Westervelt  
**CB Select Sites, NH**

Fred Corey

**Combs, Wallingford**

Stephen M Thompson  
DeVita, Hamden  
Anthony DeMusis

**ERA Fort Hale Realty, EH**

Justin Anamasi  
Talita Jackson  
Linda Marks

**ERA Property World, Milf.**

James Smith

**ERA Seigel Realty, Hmd**

Eric Schuell

**Gaudio Assoc., EH**

Andrew D'Amato

**Harborview Realty, WH**

Oluyemi Otunba-Payne

**HomeRun Realty, No. H.**

Mark D'lessio  
Robert Horvath

**Naples Connection, Wall.**

Vincent Paolillo

**New Concept Realty Grp, Milf**

Michael M Jones  
Ramond Nieves

**Pearce, NH**

Gisela Boxleitner

**Pearce, Wall.**

John H. Scott

**Press & Cuozzo, Hmd**

Cheryl Rennie-Smith

**Proto Group, No Haven**

Diane Miller

**Prudential Ct. Realty, Milf.**

Tanquil Graves

**Prudential Ct. Realty, Wall.**

Dorothea Z. Cashman  
Maria Cochrane-Logodicio

Dieudonne Antoine

**Raveis, Cheshire**

Catherine Coyle

Dianne L. Lappin

Majeed Sharif

**Raveis, Trumbull**

Elizabeth J Braccia

**Realty Partners**

Evelyn Hurlburt

Michael Novenstein

**ReMax Action, Stfd**

James Donegan

**Ross Realty, NH**

Laura Tressel

**Simonne's RE., Meriden**

Regina McDonald

**T Sirico Realtor, E.H.**

Frank Womack

**TAJ R.E., NH**

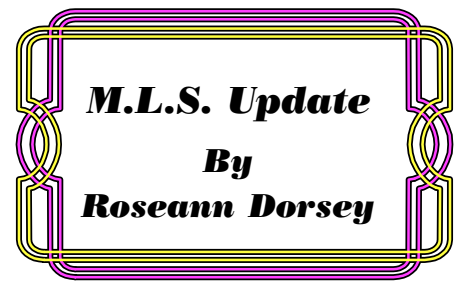
James Vincent

**Wareck R.E., NH**

John C. Sareck

**Wm. Orange Realty, Orge.**

Robert E. Hughes



**ASSOCIATION STORE CATALOGUE**

The Association Store now has a catalogue to select and purchase merchandise. If you would like a copy, please call Roseann at (203) 234-7700 or drop by to pick one up.

**PHOTOGRAPHS - MLS**

Missing photo notices have gone out and many offices have complied. However, we are still missing photos!!! Please take a minute to input photos of yours which are now missing in MLS or send a glossy to the Association Office. You may also e-mail your photo's to Roseann, the e-mail address is [Roseann\\_d@hotmail.com](mailto:Roseann_d@hotmail.com). If you have any questions, please feel free to call (203) 234-7700.

**DEPOSITS AND CLOSED LISTINGS**

When putting a Deposit in MLS, please put in the correct deposit and closed information. If you don't know the selling agents Public ID, you can find it in MLXchange under SEARCH and MEMBER.

**CREDIT REPORTS**

The Association can run your credit reports through Experian. For GNHAR members, the cost is \$10.25 in state and \$11.25 out of state (these prices are per person plus tax). If you are not a member of this Association but of another board, the cost is \$15.25 + tax in state (per person) and \$16.25+tax out of state (per person). For more information, please call Roseann at (203) 234-7700.

**COMPARABLE BOOKS**

Comp books will arrive the beginning of July. If you pre-ordered you will receive a letter advising when you can pick your book up.

**NEW HAVEN REAL ESTATE  
SCHOOL  
NEXT LICENSING CLASS  
'PRINCIPLES & PRACTICES  
OF  
REAL ESTATE'  
Begins  
Thursday, Sept. 4, 2003  
Tuesday & Thursday evening  
\$257.00 ttl cost  
(203) 234-3938**

**REALTOR® WORK DAY**  
for  
**"HABITAT FOR HUMANITY OF GREATER NEW HAVEN"**  
Took place on Thursday, June 19th at a Habitat house  
located on Liberty St., New Haven



our  
**SPECIAL THANKS TO**  
**GMAC MORTGAGE**  
Who provided all our workers+ a bountiful lunch

The following members spent the day working tediously..... Thank you for your participation.....

Maureen Drummy, Harriet Cooper Assoc.  
Kay Flynn, Sec. McLaughlin RE  
Melissa Grenon, Coldwell Banker Cheshire  
Joanne Hale, ReMax Schoolsides  
Linda Lang-Bankowski, H. Pearce, N.H.  
Ted Mansfield, GNHAR  
Jack Murphy, GMAC Mtg.  
Lee McParland, Calcagni Assoc.

Roberta O'Hara, Exec. V.P. GNHAR  
Marty Rauch, ReMax Schoolsides  
Rod Rauch, ReMax Schoolsides  
Lucy Vitti, CB No Haven  
Diana Walsh, ReMax Milford  
Melanie Williams, Calcagni Assoc.  
Jim Wrzosek, President, Classic Prop.  
Louise Zemina, McLaughlin RE



Jack Murphy, GMAC and Roberta O'Hara,  
Exec. V.President, GNHAR enjoying lunch  
provided by GMAC



Jim Wrzosek, Classic Properties,  
President, GNHAR - Hard at work!!



Marty Rauch, ReMax Schoolsides working  
with one of the Habitat Supervisors



Louise Zemina, McLaughlin R.E.