

# REALTOR<sup>®</sup> NEWS

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

Issue No. 217

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## GNHAR MISSION STATEMENT

The mission of the Greater New Haven Association of REALTORS<sup>®</sup> is to serve our membership through programs, products and services which enhance knowledge, professionalism and profitability.



### ATTENTION ALL AGENTS & BROKERS

**EFFECTIVE JANUARY 1, 2001**

The National Association of REALTORS<sup>®</sup> mandated that in order to maintain REALTOR<sup>®</sup> membership every REALTOR<sup>®</sup> must successfully complete a course covering the Code of Ethics EVERY FOUR (4) YEARS!!!

**HAVE YOU MET THIS REQUIREMENT?**

**THE GNHAR APPROVED COURSE IS  
"ETHICS AND DISPUTE RESOLUTION"**  
(Which is also approved for Continuing Education credits)

**OUR NEW HAVEN REAL ESTATE SCHOOL  
HAS BEEN RUNNING THIS COURSE ON A REGULAR  
SCHEDULE SINCE FEBRUARY, 2001.**

**IF YOU HAVE NOT TAKEN THIS COURSE SINCE JANUARY 1,  
2001 YOU MUST TAKE IT BEFORE THE  
DECEMBER 31, 2004 DEADLINE.**

**EACH OFFICE WILL SOON BE ADVISED WHICH  
AGENTS HAVE NOT AS YET TAKEN THIS COURSE**

**A NEW SCHEDULE WILL BE OUT SHORTLY  
WATCH OUR WEB SITE [www.greaterhrealtors.com](http://www.greaterhrealtors.com)  
and  
REGISTER IMMEDIATELY AS CLASSES ARE  
EXPECTED TO FILL UP QUICKLY.**

### **POWER LUNCH SERIES**

**To be held at the Association Office on  
Wednesday, September 8th (Free Lunch Provided)  
SEE PAGE 4 FOR DETAILS AND REGISTRATION FORM**



REALTOR

### **ATTENTION SALESPERSONS! ORIENTATION COURSE**

Sign 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. As a REALTOR<sup>®</sup> you can input your listings into our MLS system and take advantage of all the services offered by the Association to members.

Orientation consists of two separate sessions. The MLS Session and the Ethics Session.... Both sessions must be attended. Please call for schedule. Seating limited to 50.

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 [greaterhrealtors.com](http://greaterhrealtors.com)



**NOW COVERS  
ARE IN  
FULL COLOR  
IF YOU INTERESTED  
IN THE FRONT  
COVER, CALL TO PUT  
YOUR NAME  
ON THE ROTATION  
LIST!**

**Deadline to submit  
ads for the  
9/3/04 issue  
is  
8/19/04**

**Call Joan Quinn, (203) 234-7700  
VM 14 for details**



**MEMBER ACCESS FEES**

Semi-annual MLS fees were billed out July 1st, due and payable by July 30th. The fee for the 2nd half is \$96.00 including tax. Access to all MLS services will be denied if payments are not made.

MLS member fees are charged to our Association by Interealty as a per person fee. Once this fee has been billed to us we are liable for the payment. Of the fees are not paid by an agent the office will be responsible for the fee.

Please call Joan Barrow, Director of Finance, with any questions, (203) 234-7700 VM 13. We do accept Master Card and Visa.

**PRINCIPLES AND PRACTICES OF REAL ESTATE COURSE**

The next available class sponsored by the New Haven Real Estate School will be held at Hamden High School - Adult Education  
Please call (203) 407-2028 for details



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

**Officers of the Association**

President.....Frank D'Ostilio, Jr.  
President Elect.....Lee McParland  
First Vice-President.....Al Scafati  
Second Vice-President.....Paul Gradwell  
Treasurer .....James Porto  
Secretary.....John Guerra

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

**Directors**

Maureen Campbell  
Robert Dow  
Myrna Lehrer  
Elizabeth Alberico  
Bea Fiorino  
Marc Seigel  
Louise Zemina  
Alan Barberino  
Steve Patten  
Diana Walsh  
Immed. Past Pres.: James Wrzosek

*Thank You*

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

**Platinum Level Sponsor - \$2,000**  
Common Vision (Design & Build)  
M. H. Schaefer Inspection Serv., Inc.  
New England Home Loans  
New Haven Register  
Tiger Home & Bldg. Inspections  
Tyler Cooper & Alcorn  
Wells Fargo Home Mortgage  
Wireless Zone  
**Gold Level Sponsor - \$1,000**  
Drescher Insurance  
Edward C. Burt, Jr., PC  
GMAC Mortgage

**Gold Level Sponsor Cont.**  
Hillard N. Einbinder  
Mirto Ketainek & DiCrosta PC  
Law Offices of Gregory T Lattanzi LLC  
People's Bank, Bridgeport  
Perkins & Associates-Atty's at Law  
The Real Estate Book  
Washington Mutual  
**Silver Level Sponsor - \$500**  
Homestead Funding  
Sugar Mountain Enterprises LLC  
Tagliatela & Tagliatela, LLC - Atty's at Law



**SEPTEMBER MLXchange TRAINING SCHEDULE**

Thursday, Sept. 2nd - MLXchange I  
9:30-12:00 - Limit 10 students  
Thursday, Sept. 2nd - CMA  
12:00-1:00 - Limit 10 students  
Wednesday, Sept. 29 - MLXchange II  
9:30-11:30 - Limit 10 students  
Wednesday, Sept. 29 - Designer Tools  
12:30-3:30 - Limit 8 students  
Seating must be reserved. All above classes require a \$10.00 (refundable) check and a 24 hour cancellation notice is required. (Credit cards are not accepted).  
Please send your choice of classes and a check to the Association office, c/o Roseann Dorsey.

**CREDIT REPORTS**

Do you know you can order your Credit Reports from the Association by FAX and receive them quickly by return FAX?  
Same time, energy and money by utilizing this service.  
Member prices are low and are billed via Credit Card.....  
\$10.25 in-state reports per person  
\$11.25 out-of-state reports per person  
Call now to have the necessary forms faxed to you, (203) 234-7700.

**MILL RATES AS OF JULY, 2004 HAVE BEEN REVISED PLEASE NOTE AND POST**

(For a complete list, please call the Association Office to have your copy faxed)

TOWN	RE-EVAL	MILL RATE
BETHANY	2003	25.66
BRANFORD	2002	23.94
CHESHIRE	2003	25.75
EAST HAVEN	2000	33.90
HAMDEN	2000	40.88
MERIDEN		
DIST 1	2001	39.09
DIST 2	2001	40.99
MILFORD	2000	31.34
NEW HAVEN	2001	39.53
NO BRANFORD	2001	29.12
NORTH HAVEN	2000	30.53
ORANGE	2000	31.2
SOUTHINGTON	2001	28.43
WALLINGFORD	2001	25.5
WEST HAVEN		
DIST 1	2000	50.59
ALLINTOWN	2000	49.30
WEST SHORE	2000	48.70
WOODBRIDGE	2000	35.58



**2004 GNHAR Charity Golf Tournament**

Monday, Sept. 13th at Laurel View Country Club, Hamden.

Help make this worthwhile event successful by either signing up to play (\$150 fee) or become a tee/green sponsor (\$100.00). We are also looking for donations of raffle prizes - Call (203) 234-7700 now! Your participation will be greatly appreciated.

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:**

Douglas Erickson, Raveis, Cheshire  
 Timothy Clark, Raveis, Cheshire  
 James Reid, Prudential, Wallingford  
 Mark Leso, ERA Property World, Milford  
 Kristi Miller, Calcagni, Hamden  
 George W. Miller, Raveis, Cheshire  
 Joan Smallwood, Raveis, Cheshire  
 Berhard McLoughlin, Levey Miller  
 Maretz, Wood.  
 Angela J. Johnson, Beazley Regional  
 Roseland Subtil, C21 Access America,  
 Milford  
 Carrie Ann Malangone, J. Coppola RE,  
 West Haven  
 Elise Argust, Raveis, Milford  
 Patricia Brown, CB Select Sites, New  
 Haven  
 Joseph Dattilo, Stockmal Appraisal,  
 Seymour  
 Gayle Marshall, Calcagni, Hamden

**AGENT CHANGES:**

Karl Mack now rep Prudential Ct., Milford  
 William Efird now rep ERA Property  
 World  
 Roberta Cullen now rep H. Pearce, NH  
 Anne Marie Nagy now rep HomeRun  
 Realty, Wall.  
 Christopher Nelson now rep C21 Amer.  
 Dream, Hmd  
 Kathleen Swanson now rep ERA Seigel  
 Realty, Hmd  
 Debra Becroft now rep Carbutti & Co.,  
 Wall.

**ADDRESS CHANGE:**

Joseph Bishop Co., 280 State St., North  
 Haven 06473 same phone/fax.



**THE CASE FOR NEW CONSTRUCTION  
HOME INSPECTIONS**

The common thought regarding New Construction Home Inspections is "that they are not necessary because there is a one-year builder warranty". While this is true, there are many reasons for a buyer to have an inspection prior to closing.

- ◆ The **Buyer's Comfort Level** in the transaction can be satisfied by reviewing the home with an objective inspector.
- ◆ Most important is the **Identification of Issues** - both significant concerns and maintenance suggestions prior to closing. These can range from faulty workmanship, improper installation methods, inferior materials, to simple internal cosmetic issues and maintenance suggestions.
- ◆ The **Educational value** is important. In the process of the inspection, Buyers learn how systems work, the location of shut-offs, explanation new building materials in place and important maintenance suggestions.
- ◆ **Environmental tests** such as radon in air/water, and specialty water tests are not required of the builder. It is important to identify the need for systems or treatment before closing.
- ◆ The inspection also assists the Buyer in preparing the initial **Punch list** of incomplete items from construction.
- ◆ New Construction can be done at the homes **Completion** or **Multiple Stages** at key intervals during construction.
- ◆ A **Third Party Explanation** of any of these issues and remedies before closing clearly reduces post closing, agent and builder disagreements and potential legal problems.

In any case, it is advisable for a Buyer to have a new construction inspection contingency in their contract.

**Joe DeLaurentis**  
**Tiger Home & Building Inspections**  
**1-800-328-4677**

1353 Boston Post Road • Madison, CT 06443  
 203.245.3020 • Toll Free: 800.328.INSPECTION • Fax: 203.245.2065  
[www.TigerInspect.com](http://www.TigerInspect.com)



*Your Best Investment In Real Estate*  
 by  
**Maggie Jensen,**  
 (203) 239-2553 x114

**MOST ASKED QUESTIONS  
ABOUT THE RPAC .....**

*Why does National RPAC contribute to candidates with poor voting records?*  
 National RPAC uses a variety of criteria to make decisions for contributions. A Congressman's voting record is only one of at least fifteen considerations that are given to each candidate. Unfortunately, we can't control who is and isn't in power in Congress. Currently, the Republicans are in power and they have control of the legislative vehicles that move issues of concern to our industry and for partisan reason most votes in congress are drawn along those lines. We are a non-partisan

organization, as such we not only look at a Congressman's voting record, but what they have done behind the scenes as well. For example, let's use Bob Dole since he is no longer in the Senate. If the Senate had only taken two votes on issues of concern to our industry and one was the Balanced Budget Amendment, Bob Dole would only have a 50% voting with us because he voted against it. Why did he vote against it? Because if he hadn't, he would not have had the authority to bring the issue up again according to Senate Rules, even though he sponsored the legislation. In addition he may have received "Special Recognition" points for doing something behind the scenes like writing a letter to his colleagues on NAR's behalf, or co-sponsoring a specific piece of legislation that hasn't come to a vote yet. Like most things, judging members on their voting records along is more complicated once you scratch the surface.

*Why do the National Trustees sometimes decide to stay out of a race?*

The National Trustees are very aggressive in encouraging state associations to make a decision in every race. Sometimes, however, the local boards are split over their support for candidates running for the same office. When this occurs, the Nat'l Trustees weigh all of the options and sometimes decide to stay out. Most cases involve the state association simply not making a decision and staying out. When this happens, the Nat'l Trustees don't have any authority to get involved except through In-State and D.C. Funds. This is a particular problem in open seats and the Trustees strongly suggest that a decision is made in every open seat. Win, lose, or draw at least we participated.

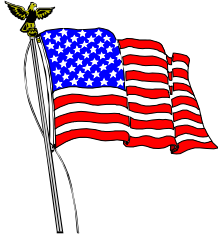
# POWER LUNCH SERIES

to be held at

The Greater New Haven Association of REALTORS®, Inc.  
127 Washington Ave., North Haven, Ct.

Wednesday, September 8, 2004

11:45 AM



(Free Lunch Provided)

Speaker

David Evans



Evans & Associates

GNHAR's New Government Affairs Director

Topic

GNHAR's New Government Affairs Program

&

What it Means to You!

*Limited to the first 60 members - and it is a "FREE" Lunch -Deadline Friday, Sept. 3, 2004*



Return reservations to: The Greater New Haven Association of REALTORS®, Inc.  
West Bldg., Lower level, 127 Washington Ave., North Haven, CT. 06473.

I will attend the Power Lunch to be held on Wednesday, September 8, 2004

Agency: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Up to 60 reservations will be accepted, if for any reason you cannot attend, 48 hour notice is required.