

REALTOR[®] NEWS

Web Site - greaterhrealtors.com

Issue No. 221

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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.

QUARTERLY ACHIEVEMENT AWARDS 2004 THIRD QUARTER RECIPIENTS



Congratulations

The following members have been awarded the 2004 Third Quarter Achievement Award by the New Haven Association of REALTORS®, Inc. for being the High Producers during that period. Congratulations! Award certificates will be presented at the December 9th Annual Installation Meeting to be held at 500 Blake Street, New Haven. All recipients will be featured in the November 26th issue of The Connecticut Home Browser magazine, and are also featured on the Association Web Site - greaterhrealtors.com.

Louis Buonfiglio, Jr. Beazley Regional, Orange
Chris K. Canfield ReMax Schoolside
Richard Chamberlin Realty Partners, WH
Patrick Combs Dan Combs Real Estate
Judy Cooper Wm. Orange Realty, Orge
Susan Farone Beazley Co., Wallingford
Karla Franzman Beazley Co., Milford
Mario Gambardella Beazley Regional, Orange
Gillian Goldrich CB Select Sites, Hamden
Betsy Grauer Betsy Grauer Realty, NH
Dave Hawes Beazley Co., Milford
Dawn Hoydilla Prudential Ct. Realty, Wall
Wayne Hugendubel Wm. Orange Realty, Orge
Barbara R. Hulteen Hartman & Hulteen RE
Janet James ReMax Right Choice, Milf
Dorothy Karska-Piech Calcagni Assoc., Ches.
Arlene Levine Wm. Orange Realty, Orge
Nick Mastrangelo Beazley Regional, Orange
Iris Meyer Wm. Raveis RE, Cheshire
Aurelia Michelson Beazley Co., Milford

Judith Mik Prudential Ct. Realty, Wall
Steve Milligan Calcagni Associates, Ches.
Carolyn Nisita Wm. Raveis R.E., Milford
Susan O'Shea ReMax Right Choice, Milf
Janie Ouellette Beazley Co., No Haven
Ethel Phelan Realty Partners, W.H.
Barbara Podlisny Wm. Raveis R.E., Ches.
Mary Radziszewski Beazley Regional, Orange
Martin Rauch ReMax Schoolside, Ches.
Toni Ann Ross Beazley Regional, Orange
Susan Santoro Press & Cuzzo Inc., Hmd
Sandy Maier Schede Maier Real Estate, Meriden
Eric Schuell ERA Seigel Realty, Hamden
Warren Seigel ERA Seigel Realty, W.H.
Heike Severine Coldwell Banker, No H.
Jane Stuckey ReMax Right Choice, Milf
Raymond Valenti ReMax Schoolside, Cheshire
Wendy Weir ReMax Right Choice, Milf
Beverly Welch Calcagni Associates, Ches
Myra Zelson Harriet Cooper Assoc.

The Quarterly Awards Program is available to all members of the New Haven MLS Service. Points are completed on listings currently in the service. (Rentals don't count). To qualify, you must earn 9 points per calendar quarter. 1 point is earned if you are the listing or the selling agent on a property that CLOSED during that quarter. You will earn 2 points ONLY if you are both the listing and selling agent, during the same quarter.

Deadline to submit nominations for the next quarter ending December 31st MUST be received at the Association Office by January 10, 2005. (Fax copies not accepted).

SAVE THIS DATE

DECEMBER 9, 2004

2004 INSTALLATION DINNER

500 BLAKE STREET RESTAURANT, NEW HAVEN



**GNHAR 2004 ANNUAL
HOLIDAY FOOD DRIVE**

HELP US HELP THE HUNGRY

All the collected food
(*non perishable only*)
will be divided between the
Connecticut Food Bank
and
Christian Community Action

*Please take this opportunity
to join with us to help those
less fortunate than ourselves by
making sure other families
can share in giving thanks
over their*

Thanksgiving Holiday Dinner

**ALL DONATIONS MUST BE
DELIVERED TO
THE GREATER NEW HAVEN
ASSOC. OFFICE
ON OR BEFORE
NOVEMBER 15, 2004**

Greater New Haven Association of
REALTORS®, Inc.
127 Washington Ave.,
West Bldg, LL
North Haven, CT. 06473
(203) 234-7700

PLEASE NOTE
CHANGE IN
SPEAKER AND TOPIC

POWER LUNCH SERIES

To be held
Wednesday,
November 17, 2004
11:45 AM

NEW SPEAKER
Paul Constantinou
GMAC Mortgage

TOPIC
CHFA Today & Financing
Options for the Cash
Poor Buyer

New flyers were mailed
Nov. 3rd



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

Officers of the Association

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Asst Exec V.P.....Frederick Mansfield

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Robert Dow
Myrna Lehrer
Elizabeth Alberico
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Marc Seigel
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Alan Barberino
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Immed. Past Pres.: James Wrzosek

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generosity by Sponsoring Association Functions

Platinum Level Sponsor - \$2,000

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GMAC Mortgage

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Perkins & Associates-Atty's at Law
The Real Estate Book
Washington Mutual

Silver Level Sponsor - \$500

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Sugar Mountain Enterprises LLC
Tagliatela & Tagliatela, LLC - Atty's at Law

GAD Report

Government Affairs Directors News November 2004

GNHAR has engaged the Government and Public Affairs consulting firm of Evans & Associates, LLC as a local *Government Affairs Director (GAD)*. The experience of David Evans Esq., Audrey Wasik and Fred Knous exceeds 75 years in the field of government relations.

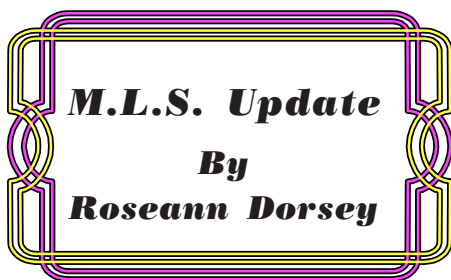
Now that fall has arrived, a number of GNHAR area Town Planning and Zoning Boards have undertaken new initiatives which could lead to zoning ordinance revisions. North Haven, Woodbridge and Wallingford have begun reviewing their Plans of Conservation and Development. Towns are required to update their Plans prior to proposing new zoning changes. With assistance from local member/Realtors, Al Barberino and Lynn Weed, the *GAD* team has been reviewing and monitoring proposed changes and attending hearings.

In New Haven, Realtor Bill Silverman has been assisting the *GAD* team with various proposals being suggested by city aldermen. Of particular interest was a recent proposal which might lead to a municipal requirement that either the buyers or sellers of real property secure an inspection prior to sale. Although this resolution failed, it may resurface in some form during the upcoming session of the Connecticut General Assembly.

The *GAD* team is continuing to build its network of "eyes and ear" as more member/Realtors have been added to the network of

"local watchdogs". GNHAR's President-elect, Lee McParland joined Roberta O'Hara for a recent visit to the Cheshire Chamber. As with previous Chamber visits, local issues were discussed and new relationships established. Of paramount concern to the Chamber are the discussions by the Cheshire Town Planning & Zoning regarding zone regulatory changes to the I-691/ Route 10 interchange area. GNHAR leadership and the *GAD* team will be reviewing the position of the Chamber with a view toward offering supportive testimony on behalf of GHNAR to the P & Z Commission.

On October 27th, a half-day **Smart Growth Conference**, organized by *GAD* was held in Branford. The conference was sponsored by GNHAR, Mid-Shore and Eastern Realty Associations, with support from the Chambers of Commerce from Branford, Guilford, Madison, East Haven and New Haven. The conference was moderated by Robert Kennedy, Executive Vice President of the Connecticut Association of Realtors and attended by various towns' elected and appointed officials as well as local chamber and association members. Due to the success of this event, a similar conference in the Meriden/Wallingford area is being planned. .



**COMPARABLE BOOK
PRICE NOTICE!!!**

The price of the fourth quarter Comparable Book will be between \$45.00 and \$50.00 plus tax. If you would like to change your order, please call Roseann at (203) 234-7700 by Friday, December 10th.

PHOTOGRAPHS

Letters are going out for those listings in MLS that do NOT have a photograph. All properties with the exception of Rentals and Land must have photographs. Response time is up to five days after you receive the letter requesting you submit a missing photo to the MLS. If a photograph is not received or entered in MLS, after 5 days you will be fined \$10.00 per day up to a maximum of \$60.00.

There are three ways to enter photographs into the MLS system:

1. By e-mail to Roseann rdorsey@snet.net OR roseannmls@hotmail.com
2. Mail the photo(s) to GNHAR
3. Enter them into MLS yourself

If you have any questions, please call Roseann at (203) 234-7700.

REALTORS

Making the News

ERA Innovative Realty announces that Joy Redding, Broker Associate, has joined its professional team in the New Haven Office.



Joy has more than 18 years experience in real estate. Joy made the move to a more convenient location to better serve her clients.



The Association Office and Board of Directors regret to inform you of the recent death of a fellow REALTOR®, Bob Reynolds, from Wm. Orange Agency. We extend our deepest sympathy to his wife, Maria Reynolds who also is an agent with Wm. Orange Agency and her family and friends.



**CONGRATULATIONS TO
THE FOLLOWING NEW MEMBERS
WHO WERE APPROVED BY THE
GNHAR BOARD OF DIRECTORS
AT THEIR SEPTEMBER MEETING....**

- Kristin Kornacki, Beazley, Hamden
- Robin Burgarella, Beazley, NH
- Gina Gentile, Beazley, NH
- Geoffrey Johnson, Classic Properties
- Lillian Amena, C21 Access Amer., Wall.
- Catherine Sansone, CB Milford
- David Walsh, CB Milford
- Donna Richo, CB No. Haven
- Sandra Failing, CB Select Sites, Wall.
- Frank Guodace, CB Select Sites, Wall.
- Debra Maffeo, Dan Combs RE, Wall.
- Shawn SanMiguel, Home Run Realty
- Jennifer Kilmurray, J. Coppola RE
- Carrie Ann Malangone, J Coppola RE
- Lauran Cornaglia, Mainline RE, Wall.
- Sandra Pajor, Mainline RE., Wall.
- Minerva Matos, New Concepts RE, Milf.
- Lisa Lindholm, H Pearce, NH
- Norman Silliker, H Pearce, NH
- David Small, Wm. Raveis, Cheshire
- Elisa Argust, Wm. Raveis, Milford
- Danielle Berry, Wm. Raveis, Milford

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:

- Christopher Albano, Beazley, Milford
- Frederick Ross, Dow Realty
- Lynne C Kravits, H. Cooper, Woodbridge
- Lacey E Lyons, Ennis Prop Mgmt, Meriden
- Jean Lake, C21 Access Amer., Milford
- Toni Pasquariello, C21 Access Amer., Milf.
- Gary Baldino, Sacco Realty, Orge
- Vincent Elwin, H Pearce, NH
- Yvonne Benjamin, Raveis RE, Cheshire
- Gail Lampros, Calcagni, No H
- Gregory Harla, Prudential Ct, Milford
- Brian McGrew, Beazley, Milford
- Michael DelGreco, Raveis, Cheshire
- Margaret Reynolds, Beazley, No Haven
- Ben Mazzucco, Gaudio Assoc., EH
- Nick Saraceni, Calcagni, Hmd
- Betty Beverage-Carbone, CB Select Sites, Wlfd
- Lynn E Legan, Beazley, Wall.
- Brian W Zeiner, Prudential Ct., Wall
- Victor A Thomas, TAJ RE, NH
- Patricia N Pepin, Calcagni, No Haven
- Jamie L Ramos, ReMax Royal, Hmd
- David L Martin, Raveis, Cheshire
- Mark Laro, C21 Access Amer., Meriden
- Ramazan Trepca, C21 Access Amer., Milford
- Susan Drumheller, Calcagni, Cheshire
- Nancy Corbally, Beazley Regional

- Edmonde Bernier, C21 Access Amer., Milf
- Janet Kenyon, Regan RE, Hmd
- Craig F Cribbins, Kowalski, Wall
- Kirk Donegan, CB Select Sites, NH
- John Aurora, Beazley, Hmd
- Nancy Corbally, Beazley Regional
- William Pekari, Beazley, Milford
- Susan Drumheller, Calcagni, Wall.
- Samantha E Black,. Raveis, Cheshire
- Nicole Sanzo, Chona Guillen, NH
- Arlene Korolyshun, CB Select Sites, NH
- Heather Salg, Calcagni, No Haven
- Katelyn Gomes, Carbutti & Co., Wall.
- Kristofer Marinelli, Beazley Regional
- Linda Warburton, Beazley, NH
- Nicole C Clark, Fischer Prop., WH
- Sonia Grant, CB Select Sites, NH
- Dawn Sullivan, Classic Prop., Hamden
- \Gary Ruot, C21 Access Amer., Milf
- Jared E James, ReMax Right Choice, Milf.
- Anastine Richardson, Beazley, N
- Lisa W Fusco, Beazley, Milford
- Mark DeCola, Clayton Prop., NH
- Sandra Friedman, Beazley, Hamden
- Jennifer Gonzalez, ERA Innovative, Wall.
- Phil Amico, CB Select Sites, Wall.
- Richard Karle, Raveis, Cheshire

**WELCOME TO THE FOLLOWING
NEW OFFICES:**

Elliott C Morales d/b/a Morales R.E. Assoc., 16 Southwind Dr., Norwalk 06854. Phone (203) 866-1014 - MLS Only Member

Pasquale Funaro d/b/a North Atlantic Realty LLC, 958 Dixwell Ave., Hamden 06514. Phone (203) 498-9100, Fax (2903) 497-8190 - Full Members

Antoine Vo d/b/a A Vo Real Estate, 67 Kensington Ave., Meriden 06451. Phone (860) 214-8057, Fax (203) 440-2930 - Full Member.

Richard Metrick d/b/a Guilford Savings Bank, 61 North Main St., Branford 06405. Phone (203) 488-6823, Fax (203) 483-6301 - Affiliate Member.

Cynthia Carlson d/b/a/ CC Realty, 52 Peddlers Dr., Branford 06405. Phone (203) 481-8622, Fax (203) 606-8458 - Full Member

Chris Buswell d/b/a Options Real Estate, 39 Dora St C, Stamford, 06902. Phone (203) 325-1617, Fax (203) 313-1012 - MLS Only Member.

NOTE THE FOLLOWING NAME CHANGE:
20/20 Real Estate now Alden Berman, Real Estate Broker, 60 Washington Ave., Hamden.

Real Estate Ingredient, 12 Self Court, Wallingford 06492 same phone/fax.

AGENT CHANGES:

- Paula Eisner now rep ERA Innovative, Wall
- Charles Buss now rep ERA Innovative, Wall
- Lisa Tonelli now rep Beazley Regional
- Nikki Oldaker now rep ERA Fort Hale, EH
- Peter DiCostanzo now rep ERA Innovative, Wall
- Paula Dotson now rep CB Select Sites, NH
- Michael Williams now rep C21 Amer. Dream
- Jamie L Ramos now rep ReMax Royal, Hamden
- Catherine Sansone now rep Beazley, NH
- Victoria Bright now rep C21 Access Amer, Wall
- Richard Bright now rep C21 Access Amer., Wall
- Wayne Beamer now rep Beazley Regional
- John Guerra now rep T Sirico, E H
- Dorris Koffer now rep Signature Realty, NH
- Melissa Carruth now rep Calcagni, Hamden

Agency Topics

By
Ted Mansfield



Presenting Offers

The listing agent represents the seller of the property and owes full fiduciary duties to the seller. The only exception is when the firm is acting as dual agent. Then there are some duties that cannot be fully given to both parties. As agent, the interests of the client come first. Not the interests of the company, not your own personal interest or convenience. The amount of commission to be earned cannot be a factor.

It seems that some agents aren't properly representing their clients in the presentation of offers. Some are stepping into their client's shoes and not presenting offers that for one reason or another the agent doesn't like. A listing agent (or any real estate agent without a power of attorney) has no authority to make any decision for the client. ALL offers must be presented - no ifs ands or buts. You cannot refuse to present an offer because: it's too low; it's an FHA; it calls for an inspection; it doesn't have a pre-qual letter; it has a Hubbard clause;

it's from a co-broker; the closing date is wrong or any other factor. Your client is the only person who can decide what terms are acceptable. That is why offers should be presented in person so that the seller can examine the contract and make an informed decision as to what is in his or her best interests. They might decide that their best interest is to have their lawyer review the contract. You have a role to give advice but that advice must be in their best interests.

Another contract issue that can cause both the listing agent and the buyer's agent a problem is the presentation clause. If the contract calls for a time to accept, the contract is null and void after that date. It is therefore very important for the seller's agent to get the contract either accepted or rejected before it is void. Not to do so would be an act not in the best interests of the client. On the buyer's side, to act in the best interests of the client, the buyer's agent should find out if there is any issue that would prevent the seller from acting on a contract with a drop-dead clause. If the buyer's

agent finds out from the seller's agent that the seller is on a road trip for a week and can't be contacted, it would certainly not be in the buyer's best interest to place a clause requiring the contract to be accepted in 48 hours.

Would a contract signed by the sellers after the date to accept has passed be valid? It probably would not be if the buyer wanted to challenge it. Would the listing agent be looking after his or her client's best interests in having the seller sign such a contract? Probably not, a new contract should be sought or a modification to eliminate or change the date to accept should be made. If modified the contract then becomes an offer from seller for the buyer to accept and that in itself can cause problems. For the protection of all parties, contracts should be clean and express the agreements of the parties clearly.

Some offices have a reputation for not presenting offers or not presenting them fairly. At some point this will catch up with them, either from a lawsuit by their client or by fine or suspension of their real estate license. Duties to the client are always what counts.



Your Best Investment In Real Estate
by
Maggie Jensen,

The RPAC Committee
would sincerely like to
thank the following
people for their contribu-
tions to the Real Estate
industry through RPAC
contributions in 2004.

**Contributions of
\$1,000 & over**

Frank D'Ostilio Jr
Martin Rauch
Gregory O. Scott
James Wrzosek

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**ATTENTION
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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. As a REALTOR® 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 both of which are being offered on November 30th. The MLS session to be held 9 AM - 12:30, The Ethics session 1-4PM. Both 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

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****ETHICS and DISPUTE RESOLUTION**

Thur., Nov. 11, 1-4 PM
Thur., Nov. 18, 9-12 AM
Sat., Nov. 20, 9-12 AM
Tues., Nov. 30, 1-4 PM
Thur., Dec. 2, 9-12 AM
Fri., Dec. 10, 9-12 AM
Sat., Dec. 11, 9-12 AM
Sat., Dec. 11, 1-4 PM

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Effective 1/1/01 NAR mandated in order to maintain REALTOR® membership every REALTOR® must successfully complete a course covering the Code of Ethics every FOUR YEARS!!!

The GNHAR approved course is "ETHICS & DISPUTE RESOLUTION"

If you have not taken this course since 1/1/01 you must take it before the 12/31/04 deadline. Call for November and December 2004 schedule 203-234-3938

**If you haven't made your
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