

REALTOR[®] NEWS

Web Site - greaterhrealtors.com

Issue No. 224

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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 Fourth Quarter Achievement Award by the New Haven Association of REALTORS[®], Inc. for being the High Producers during that period. Congratulations! Award certificates were presented at the February 3rd General Membership meeting held at the New Haven Lawn Club.. All recipients were featured in the February 4th issue of The Connecticut Home Browser magazine, and will be mentioned in the March, 2005 issue of Broker Agent Magazine and are also featured on the Association Web Site - greaterhrealtors.com.

Louis Buonfiglio, Jr.
Chris Canfield
Richard Chamberlin
Patrick Combs
Judith Cooper
Dawn D'Auria
Stacey DeAngelis
Betsy Grauer
Dawn Hoydilla
Wayne Hugendubel
Barbara R. Hulteen
Dorothy Karska-Piech
Jane Marez
Nick Mastrangelo
Mary Radziszewski
Toni Ann Ross
Susan Santoro
Sandy Maier Schede
Warren Seigel
Jane Stuckey
Raymond Valenti
Gayle Walter
Melanie Williams
Myra Zelson

Beazley Regional Center
ReMax Schoolside Realtors
Realty Partners, West Haven
Dan Combs Real Estate
Wm. Orange Realty
Press & Cuzzo, Inc.
Calcagni Associates, Cheshire
Betsy Grauer Realty
Prudential Ct. Realty, Wallingford
Wm. Orange Realty
Hartman & Hulteen Real Estate
Calcagni Associates, Cheshire
Press & Cuzzo, Inc.
Beazley Regional Center
Beazley Regional Center
Beazley Regional Center
Press & Cuzzo, Inc.
Maier Real Estate
ERA Seigel Realty, West Haven
ReMax Right Choice, Milford
ReMax Schoolside Realtors
Betsy Grauer Realty
Calcagni Associates, CHeshire
Harriet Cooper Associates

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. (Nomination form attached)

Deadline to submit nominations for the next quarter ending March 31st MUST be received at the Association Office by April 11, 2005. (Fax copies not accepted).



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. 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 mandatory sessions. The Ethics session to be held on Tuesday, March 15, 9 AM - 12:30. The MLS session to be held Thursday, March 10, 9 AM - 12:30. 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 greaterhrealtors.com



DEADLINE TO SUBMIT ADS
FOR THE MARCH 4TH ISSUE IS:
THURSDAY, FEB. 17TH
CALL JOAN QUINN, (203) 234-7700 VM
14 FOR DETAILS

SAVE THIS DATE!!
MARCH 16, 2005
POWER LUNCH TO BE HELD
AT GNHAR
Flyer to follow



**NEW HAVEN
REAL ESTATE SCHOOL**
Offering

Principles and Practices of
Real Estate Class
beginning Monday, Feb. 28, 2005 and
ending Friday, May 6, 2005.

Instructor:

Linda Ungerleider

To be held Mon., Wed., and Fri.
Mornings 9 AM to Noon.

Cost

\$437.00

including three textbooks.

**Continuing Education Class
Ethics & Dispute Resolution**

Tuesday, March 15, 2005

9 AM to 12 Noon

Instructor - Teresa Sirico

\$30 Full members

\$40.00 MLS Only members

(Additional fee for walk-ins)

Call NHRE School (203) 234-3938

for registration



REALTOR®

The Greater New Haven Association of
REALTORS®, Inc.

Phone: (203) 234-7700 Fax: 234-3980

Officers of the Association

President.....Lee McParland
President Elect.....James Porto
First Vice-President.....Paul Gradwell
Second Vice-President.....Maureen Campbell
TreasurerMarc Seigel
Secretary.....Al Scafati

Exec V.P.....Roberta N. O'Hara RCE

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

Directors

Elizabeth Alberico
Bea Fiorino
Myrna Lehrer
Louise Zemina
Alan Barberino
Steve Patten
Diana Walsh
John Guerra
Paul Ott
E. Tyler Della Valle

Immed. Past Pres.: Frank D'Ostilio, Jr.

Thank You

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

Platinum Level Sponsor - \$2,000
Aspen Mortgage Services, Inc.
M. H. Schaefer Inspection Serv., Inc.
New Haven Register
Perkins & Associates-Atty's at Law
The Real Estate Book
Tiger Home & Bldg. Inspections
Tyler Cooper & Alcorn
Wells Fargo Home Mortgage

Gold Level Sponsor - \$1,000
Edward C. Burt, Jr., PC
First Choice Mortgage Service
GMAC Mortgage
Law Offices of Gregory T Lattanzi LLC
New England Home Loans
Washington Mutual

Silver Level Sponsor - \$500
Drescher Insurance
Homestead Funding Corp.
People's Bank, Bridgeport

GAD Report

Government Affairs Directors News

February, 2005

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.

The New Year has brought a flurry of realty-related activity in the fourteen GNHAR area towns.

Cheshire's Planning and Zoning Committee began hearings on a proposed Subdivision Zoning Text Change Petition. The proposal, if adopted will mandate a ten percent of total acreage set aside of open space in all subdivisions of more than three lots. The open space could be dedicated to the town, state, private conservation trust or homeowners association. Another alternative would allow a fee to be paid to the town in lieu of the dedication. Currently, Cheshire has no open space regulation in place for conventional subdivisions. GNHAR's President Lee McParland, along with the GAD team has encouraged area realtors to offer public comments. GNHAR will be mailing notice to local realtors and landowners of the continued hearing scheduled for February 14th at 7:30 p.m.

Revisions to various Plans of Conservation and Development remain to be the focus of GAD attention in the towns of, East Haven, North Haven, Meriden, Wallingford and Woodbridge. Once local plans are updated, every ten years as required by state law, various town agencies will begin work on adopting their recommendations including how to address overdevelopment and affordable housing.

Having completed its Plan of Conservation, the Hamden Planning and Zoning Commission is in the preliminary stages of drafting proposed text changes to various zoning regulations, including

its subdivision provisions. Betty Alberico, Jim Proto, Marc Seigel and Melissa Stasiak are helping the GAD team monitor developments in Hamden.

The GAD team continues to closely monitoring, West Haven Planning and Zoning Commission's ongoing discussion of proposed zoning ordinance text amendments involving new zone classifications (e.g. Waterfont, Transit and Open Space). Orange Realtor/Broker Alan Fischer has agreed to provide assistance and input in this effort.

Preparations are complete for the third in a series of GAD organized Smart Growth Conferences, this latest one, hosted by GNHAR, is scheduled for the morning of February 11th beginning at 9 a.m. at the Four Points Hotel in Meriden. This conference will feature a lineup of state, regional and private industry panelists to discuss Connecticut land development trends, as related to recent smart growth initiatives. The panel will present opinions concerning optimal ways to encourage economic development while curtailing suburban exclusionary zoning practices and increasing resident's options as to where to live, work, shop and play. Local town planning officials, policy makers, realtors and business owners interested in land use changes and zoning practices have been invited to participate in this half-day event.

Registration information is available at GNHAR's offices.



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:

Melissa Mandak, C21 Today, WH
Susan Bouchard, C21 Access Amer., Milf.
Judith Dommer, ERA Seigel Realty, WH
Bonnie Reed, Paramount Realty, Woodbridge
Joseph Holstein, Carbutti Realtors, Wall.
Tatiana A Stetin, Coldwell Banker Milford
David A Capiello, Beazley, Hamden
Frank Lozowski, C21 Access Amer., Milf.
Sandra Wahl, Coldwell Banker, Cheshire
John S Papp, ReMax Great Estates, Wall.
Daphne Albert, Mainline New England, Wall.
Mark Attai, Beazley Regional

**WELCOME TO THE FOLLOWING
NEW COMPANIES:**

Rosemary DiCiccio d/b/a MaxCom Realty, 150 West Main St., Branford 06405-Phone (203) 483-0061, Fax (203) 488-7519 - Full member.

Stephen Johnson d/b/a Johnson Property Management, 90 Norton St., Suite A-2, New Haven 06512. Phone (203) 865-6425, Fax (203) 865-6657 - Full member.

Kevin Reed d/b/a WDK Real Estate Inc., 700 West Johnson Ave., Cheshire 06410 - Phone (203) 430-9773, Fax (203) 539-7767 - Full member.

Neal Robison d/b/a True Realty Inc., 60 Church St., Wallingford 06492. Phone (203) 269-1451, Fax (203) 294-4248 - Full member.

Miles Shapiro d/b/a ListingsOnly.com, 777 Federal Rd., Brookfield 06804. Phone (203) 952-7185, Fax (203) 286-2279 - MLS Only member.

John Cuozzo d/b/a Press & Cuozzo Inc., 975 State St., New Haven 06511. Phone (203) 785-1500, Fax (203) 785-0225 - 2nd office - full member.

John F. Bigley, Sr. d/b/a ReMax Sount Realty, 1 Eversley Ave., Norwalk 06851. Phone (203) 855-0413, Fax (203) 855-0576 - MLS Only member.

Marilynn Loglisci d/b/a Pitt Real Estate, Stamford, 545 Bedford St., Stamford 06901. Phone (203) 327-2050 - MLS Only.

Christopher G Rochque d/b/a Rocque Real Estate, P O Box 604, Trumbull 06611. Phone (203) 381-1565, Fax (203) 377-5855 - MLS Only.

OFFICE PHONE CHANGE:

Home Realty, LLC, Meriden (203) 440-4435, Fax (203) 440-4437.

OFFICE NAME CHANGE:

Belanger now P J Perrelli, 15 Inwood Rd., Woodbridge, same phone/fax.

OFFICE ADDRESS CHANGE:

Kirwan Real Estate, 123 South Main St., Wallingford 06492. Same phone/fax.
Danehy & Assoc., 7 Chapel St., Milford 06460. Phone (203) 877-6702, Fax (203) 876-9522.

AGENT CHANGES:

Tracey Daddio now rep Calcagni Assoc., Wall.
Mary Collins now rep ERA Fort Hale, No Haven
Catherine Sansone now rep ERA Property World
Vincent Paolillo now rep Harborview Realty
Lisa Mazzucco now rep Clayton Properties, EH
Maida Robarge now rep H Pearce, NH
Dolores DePine now rep Amer. First Realty, Bfd
Salvatore Voller now rep Sacco Realty
Helen Gonzalez now rep Chona Guillen Realty
Dawn P Dominello now rep Fischer Properties

OFFICE CHANGE:

Philip W Ryan now DR for Gap Realty, East Haven, John Hackett deceased.



SUPRA KEY EXCHANGE

Appointments have been set for **Monday, Feb. 14th** and **Tuesday, Feb. 15th** for the exchange of keys. (No new keys will be sold on these dates). See the schedule below for times....

WHERE: New Haven Lawn Club, 193 Whitney Ave., New Haven.

WHAT TO BRING:

- Everyone exchanging must attend in person.
- Your Photo I.D. or driver's license.
- Your SuperKey to be exchanged.
- Payment

COST:

The DisplayKEY is \$111.76 incl tax. Payment by check (payable to GNHAR), Visa, MasterCard, and debit cards w/ Visa/MC logo. Cash will not be accepted.
The eKEY is \$23.95 plus tax monthly to be billed. Payment by check (payable to Supra), Visa, MC, Amer. Express, Discover and debit cards w/Visa/MC logo. A debit or credit card is needed for ongoing auto monthly deductions. Cash not accepted.

APPOINTMENTS:

Find where your last name falls alphabetically and you'll see when to show up. Plan to spend approximately 2-2 1/2 hours at the exchange.

Time	2/14/05	2/15/05
9:00 AM	AAAA-APPE	KELS-LIGU
9:30 AM	APUZ-BARR	LIND-MCLO
10:00 AM	BASQ-BUON	MCNE-NATH
10:30 AM	BURG-CHON	NEEL-PERK
11:00 AM	CHOR-CULL	PERR-REIM
11:30 AM	CLOSED	CLOSED
1:00 PM	CUMM-DIN	REIN-SARA
1:30 PM	DIOR-FEST	SAUN-SLOC
2:00 PM	FETE-GONZ	SMAL-THOM
2:30 PM	GORM-HOYT	THOR-WEED
3:00 PM	HUDG-KELL	WEIN-ZZZZ
3:30 PM	CLOSED	CLOSED

**2006 CONTINUING EDUCATION
REQUIREMENTS FOR
CONN. LICENSEES**

Continuing Education is due on the even-numbered renewal years:

BROKER DEADLINE: MARCH 31, 2006
SALESPERSON DEADLINE: MAY 31, 2006

The following is a list of options:
Complete 12 Hours of Continuing Education courses at an approved school. The courses shall consist of the following:

1. 3-hours of Fair Housing/Law Update
2. 3-hours of Agency
3. 6-hours of real estate elective courses

Go to the DCP website for a list of Approved Schools:

www.dcp.state.ct.us/licensing/realestate.htm

BROKERS: If you passed your original PSI licensing examination between 4/1/2004 and 3/31/2006, you do not need to take the continuing education courses. (The date used is not the issuance date of your 1st license, it is the exam date.)

SALESPERSONS - If you passed your original PSI licensing examination between 6/1/2004 and 5/31/2006, you do not need to take the continuing education courses. (The date used is not the issuance date of your 1st license, it is the exam date.)

Your Score Reports from PSI will reflect the examination passing date.

At renewal time, **DO NOT SUBMIT** Continuing Education Certificates with your renewal. There will be an affidavit on the back of your renewal where you must attest to having completed your CE requirements. Please retain your original certificates for 3 years in the event that you are selected for audit by the Department of Consumer Protection.

PLEASE NOTE: Renewals require **TWO** signatures in response to two separate questions - one on the front and one on the back. If your renewal is not complete, it **WILL NOT** be processed - it will be returned to you.

NEW HAVEN ASSOCIATION OF REALTORS®, INC. NOMINATION FOR “AWARDS PROGRAM” 2004

Name: _____ Please circle: 1QTR 2QTR 3QTR 4QTR

Firm: _____ First time Winner? Yes _____ No _____

Address: _____ Primary Board: _____

Town: _____ Zip Code: _____ Phone: _____

PLEASE COMPLETE THE FOLLOWING INFORMATION

Address Close Date	Town	Sales Firm	List Firm	MLS#

REQUIREMENTS FOR QUARTERLY “AWARD”:

1. All REALTORS® who are members of the MLS Service are eligible for the award. Points are completed on listings currently in the service. RENTAL STATUS LISTINGS CANNOT BE USED.
2. 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 the quarter. YOU WILL EARN 2 POINTS ONLY if you are both the listing and selling agent, DURING THE SAME QUARTER.
3. The Service must receive this nomination form by the 10th of the month following the end of the quarter. 2005 First Quarter nominations must be at the GNHAR before April 11, 2005.
4. A full computer printout of each listing MUST be included to qualify.
5. The Designated REALTOR® or Office Manager must sign this form. A PHOTOGRAPH OF THE RECIPIENT MUST BE INCLUDED OR E-MAILED (ct-homebrowser@snet.net) FOR PUBLICATION.

Signature of Designated REALTOR®/Office Manager: _____ Date: _____

Mail or deliver - to be received by above deadline to: (Faxed submissions will not be accepted)
“Awards Program”

New Haven Assn of REALTORS®, Inc.
127 Washington Ave.
West Bldg, Lower Lvl
No. Haven, Ct. 06473

