

# REALTOR<sup>®</sup> NEWS

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

Issue No. 230

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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.



## PRESIDENT 'S MESSAGE By Lee McParland

Who said that.....

"It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently." Ans: **Warren Buffett**

### 1. Statewide MLS Update:

The CTMLS board has been meeting since June. In September, they sent a letter to Designated Realtors with an update as to where they are in the process: administrative work to be done by Eastern Board of Realtors, meetings with Interealty as a vendor, creating a business plan, and request of \$500 from each DR participant. They are committed to start in January 2006, if all items are accomplished. CMLS (Fairfield MLS) has sent a letter that they are not committed to the CTMLS until they have the finalized entity. The latest development is that William Raveis has resigned. So to say that the entity is in flux is probably an understatement. There is still nothing formalized that we can even bring to our membership to say what we would be voting for or against. On the other hand our Coop MLS is still moving forward as a corporation so that it might provide the overlay of a statewide MLS if the CTMLS is not able to overcome the obstacles. To say the whole concept of Statewide MLS is stalled is probably the biggest understatement of the century!

### 2. Smart Growth Seminar-sponsored by the GNHAR and area Chambers-

What is Smart Growth? And did you know that it is part of the National Association of Realtors Agenda? Jim Gibbons of UCONN Extension Systems, in discussing the concept of "smart growth" said that "land use is local and from local empowerment". He went on to say that there should be coordinated land use and economic development defined as resource based planning- "the New England Village is the model of Smart Growth"! The PR on this event got us a call from Tom Monahan, requesting an expert Realtor be on his morning show along with Jim Gibbons!!

Statistics on CT land use and research is located at [clear.uconn.edu](http://clear.uconn.edu) and click on CT changing landscape.

### 3. Public Relations Have you seen your Association in the news?

**Suzette Gibson of McLaughlin, Casey and DeVecchio** We have had coverage on the following events: GNHAR Golf Tournament, Realtor of the Year, Gates Scholarship, Smart Growth, President's Messages and Community Activities of our members. Do you have a community event you or your company are sponsoring? Email Suzette: [suzette@mdcads.com](mailto:suzette@mdcads.com) or send it to the Association.

## GAD Report

Government Affairs

Directors News

September, 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.*

Now that another summer vacation season has ended, your GAD team has begun focusing on the increase in activities by local Planning and Zoning Commissions in a number of Greater New Haven area towns.

Southington's Planning and Zoning Commission has hired a New Haven company, TPA Design Group, to help it create a new 10-year Plan of Conservation and Development. The Commission is expected to continue conducting workshops to discuss data gathered by TPA and is expected to offer a new plan for hearings and public comment by late September or early October. Meanwhile, a proposal on a temporary moratorium on residential development and down-zoning appears to be gaining support among P & Z Commission members.

In Cheshire, the Subcommittee Handling Interim Treatment (refrain from an acronym) of the Wastewater Pollution Control Authority (WPCA) is discussing a possible moratorium on new homes and businesses hooking up to the town's sewer system. The group met this week to discuss regulations about the proposed moratorium and regulations involved in the approval process for a sewer system, and the remaining capacity of the wastewater treatment plant. The Subcommittee is recommending to the WPCA Board that a temporary moratorium be imposed pending further study. The next WPCA meeting was scheduled for Sept. 28th.

West Haven's planning and Zoning Commission held the first of two scheduled public hearing/workshops to review proposed comprehensive zoning text amendments. The final workshop was held Sept. 20th. A complete listing of 160 pages of proposed regulation changes, with permitted uses, will be posted on the West Haven web site. A final vote is expected some time in October.

The Greater New Haven property owners Association (GNHPOA) has brought a lawsuit to block the recently enacted ordinance which would subject residential rental properties to mandatory inspections and licensing fees. This measure, recently signed by Mayor DeStefano would require some

Continued on Page 2

**Sept. GAD Report Continued**

19,000 residential rental units to be inspected and licensed by City Hall every two years. Currently, inspections are triggered only by complaints. GNHPOA has asked GNHAR and the Conn. Association of Realtors (CAR) to support their lawsuit. Both GNHAR and CAR are considering the request for financial support.

Finally, the GNHAR's hosted and GAD - organized half-day Smart Growth Conference was held September 16th. The conference features a lineup of state, regional and private industry panelists to discuss Connecticut land development trends, as related to recent smart growth initiatives.

One very positive note - GNHAR's Executive Director, Roberta O'Hara recently accepted a \$3,000 grant from the National Association of Realtors (NAR) to help underwrite future smart growth related conferences initiated under the GAD program.

**POWER LUNCH SERIES**

**KEEP THE DATE  
AND WATCH FOR THE FLYER**  
The next Power Lunch will be  
Wednesday, November 9, 2005



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  
Treasurer .....Marc Seigel  
Secretary.....Al Scafati  
  
Exec V.P..... Roberta N. O'Hara RCE

**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

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|---|---------------------------------------|
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| The Real Estate Book                    | Law Offices of Gregory T Lattanzi LLC |
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**INTERREALTY TRAINING SCHEDULE**

**PLEASE NOTE: CLASSES & TIMES MAY CHANGE. YOU WILL BE CONTACTED IF YOUR CLASS HAS BEEN CHANGED OR CANCELLED. THANK YOU!**

**Please fill out the form below and mail a \$10.00 REFUNDABLE CHECK payable to GNHAR. There are a limited number of seats available! Thank you!**

<b>Friday, Nov. 4</b>	<b>MLXchange I CMA</b>	<b>9:30-12:00 12:00-1:00</b>	<b>LIMIT 10 LIMIT 10</b>
<b>Thursday, Nov. 10</b>	<b>MLXchange II Designer Tools*</b>	<b>9:30-11:30 12:30-3:30</b>	<b>LIMIT 10 LIMIT 8</b>
<b>Thursday, Dec. 1</b>	<b>MLXchangeI CMA</b>	<b>9:30-12:00 12:00-1:00</b>	<b>LIMIT 10 LIMIT 10</b>

**\*YOU MUST FIRST TAKE MLXCHANGE I, CMA & MLXCHANGE II TO REGISTER FOR DESIGNER TOOLS.**

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

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

**NAME                      COMPANY                      PHONE #                      DATE OF CLASS & TIME**

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**GNHAR Legislative  
Committee/GAD Meeting  
Report**

**“EYES AND EARS”  
PROGRAM NEEDS YOU!!**

**GNHAR Legislative  
Committee/Governmental  
Affairs Director Report**

ON September 28, 2005, Jay Beradino, chairman called a meeting with our GAD director, David Evans for the purpose of review of the planning and zoning issues and others that are occurring in our communities.

There are a number of repetitive ones-watch for these:

- Zoning Text Changes-**  
East Haven, West Haven, Hamden, Woodbridge, Cheshire
  - Plans of Conservation and development-Woodbridge Subdivisions**
  - Sewer assessment fees**
  - Affordable Housing**
  - Inspection fees -New Haven**
  - Moratoriums-Cheshire**
  - Active Adults communities**
  - Commercial development**
  - Wetlands redefined**
- And there are some area ones:
- Eminent Domain**
  - Electric Power Lines**
  - Long Island Liquified Gas Plant**
  - Notification local property owners when zoning and planning changes are proposed**

The GNHAR has developed an “Eyes and Ears” Program-these are all of us reporting whenever we see or hear of anything occurring on our communities that would affect our clients, property rights, or our industry. Just email to [Ctlobbyist.com](mailto:Ctlobbyist.com)

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**THE NEW HAVEN REAL  
ESTATE SCHOOL AND THE  
GREATER NEW HAVEN  
ASSOCIATION OF  
REALTORS are proud to wel-  
come our newest member of the  
Association Staff  
Ellie Healey our new  
Director of  
The New Haven Real Estate  
School....**

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**COLDWELL BANKER RESIDENTIAL  
BROKERAGE ACQUIRES WILLIAM  
ORANGE REALTY IN GREATER NEW  
HAVEN, CONN.**

**DANBURY, Conn. Oct. 6, 2005** Coldwell Banker Residential Brokerage in Connecticut and Westchester County, N.Y., today announced that it has acquired William Orange Realty, Inc., which maintains its headquarters in Orange, Conn., as well as sales offices in New Haven and Woodbridge. The firm will now operate under the banner of Coldwell Banker Residential Brokerage. The newly combined company holds the No. 1 market share in New Haven County.\*

With this acquisition, Coldwell Banker Residential Brokerage now has eight offices in New Haven County: Madison, Woodbridge, Cheshire, Orange, North Haven, Milford, Westville/Woodbridge and Oxford, Conn.

This represents one of our larger acquisitions and expands our presence in the growing Greater New Haven region, said Peggy Doepper, president and chief operating officer of Coldwell Banker Residential Brokerage in Connecticut and Westchester County, N.Y.

We are delighted to welcome the talented real estate professionals of William Orange Realty into the Coldwell Banker Residential Brokerage family.

The transaction represents the 23rd acquisition since 1998 by Coldwell Banker Residential Brokerage in Connecticut and

Westchester County, N.Y., under Ms. Doeppers leadership.

The acquisition of William Orange Realty continues Coldwell Banker Residential Brokerages expansion in Connecticut and reinforces its position as the states No. 1 residential real estate brokerage, with more than \$5.8 billion in closed sales volume last year.\* With this announcement, Coldwell Banker Residential Brokerage now operates 40 offices with more than 1,600 sales associates statewide.

William Orange Realtys 57 sales associates accounted for a total closed sales volume of approximately \$220 million during the past 12 months. The companys president and broker-in-charge, Frank D’Ostilio, Jr., will remain with the combined company as a vice president, joining the senior management team.

1989, D’Ostilio acquired the former Orange Agency, originally established in 1959, and renamed it William Orange Realty. Under his direction, William Orange Realty evolved into one of the areas top-selling residential real estate firms and expanded into three locations.

A real estate professional with 20 years experience, D’Ostilio is a well-known figure in the New Haven community, where he previously served as president of the Greater New Haven Association of Realtors. A resident of Woodbridge, Conn., he is also an active member of the Connecticut Association of Realtors and currently serves on the Board of Directors of the Greater New Haven Chamber of Commerce.

Coldwell Banker Residential Brokerage in Connecticut and Westchester County is a great fit for our agents and management team, said D’Ostilio. The Coldwell Banker Previews International marketing program for exceptional properties, its New Homes division, and its relationship with its sister company, Cendant Mobility, will enhance the services our agents deliver to our loyal clients, D’Ostilio said.

Coldwell Banker Residential Brokerages corporate offices are located at 51-53 Kenosia Avenue, Danbury, Conn. For further information, call 800.756.3660 or visit [www.coldwellbankermoves.com](http://www.coldwellbankermoves.com). The flagship office of William Orange Agency is located at 564 Racebrook Road, Orange, Conn. 06477. Tel: (203) 795-6000; Toll Free: (800) 799-2567; Fax: (203) 799-3251.

*\*According to New Haven local Multiple Listing Statistics through June 30, 2005  
\*2004 Real Trends REAL Facts Database*

  
**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.

**REALTORAPPLICATIONS:**

Lewis W Martin, Backus RE, Hamden  
 Glenn A Lacovetti, ERA Fort Hale Realty, EH  
 Michael J Schrader, Raveis, Cheshire  
 John W Boboc, Prudential Ct., Milford  
 Jennifer Hall, R.E. Solutions, No H.  
 Harold Bosward, Fischer Realtors, WH  
 Kimberly S Wilson, Calcagni, No H  
 Carmelo Torres, CB Select Sites, Hamden  
 Marian Montano, Beazley, Hamden  
 Kristen L Valenti, CB Select Sites, Hamden  
 Jacqueline Ferretti, RE Solutions, No H.  
 Liz Zakrzewski, CB, No Haven  
 Rhonda E Johnson, Coriano Realty, Meriden  
 Yvonne Cooke, Calcagni Assoc., No H.  
 Peter J Nazario, Jr., Cb Select Sites, EH  
 Hal M Chestnut, C21 Amer. Dream, Hamden  
 Walter J Pacheco, A. Barberino RE, Wall.  
 Paul Liedke, CB Select Sites, Hamden  
 Carrie A Teele, Raveis, Cheshire  
 Glen A Lacovetti, ERA Fort Hale, EH  
 Paulette Baxter, C21 Access America, NH  
 Joe Crisco, Beazley Regional  
 Peter Diresta, Raveis, Milford  
 Robert C D'Auria, Raveis, Milford  
 Liping Wang, Prudential Ct., Milford  
 Gary R Pointras, Hotchkiss Co, NH  
 Michael E Lerman, L & L Appraisal, Bfd  
 Brian L Breeding, Cove Realty, NH  
 Marisol N Cortes, Raveis, Cheshire  
 Elaine C Rinsland, CB, Cheshire

**DESIGNATED REALTORS:**

Arthur Davies d/b/a Davies Real Estate, Inc., 112 Pershing Dr., Ansonia 06401. Phone (203) 735-6367, Fax -203) 732-3143 - MLS ONLY

Rose S Zolnik d/b/a Merge 3 Brokerage, 174 Bradley St., New Haven 06511. Phone (203) 777-0041, Fax (203) 777-0110 - FULL

Lou Ann Brannan d/b/a Your Favorite Real Estate, 1250 West Main St., Meriden 06450. Phone (203) 237-4971, Fax (203) 440-4830 - FULL

Jerome J Phelan d/b/a JJ Phelan Appraisal, 23 Robin Ct., North Haven 06473. Phone (203) 234-2830 - FULL

Annette Gambardella d/b/a Annette Gambardella Real Estate, 666 Main St., East Haven 06512, Phone (203) 466-0909 - FULL

John E Tolbert d/b/a Jet Real Estate Appraisal Service, 20 Stonewall La., Branford 06405. Phone (203) 488-6331, Fax (203) 488-6865 - FULL

Joseph M Dattilo d/b/a Dattilo Appraisals Services, LLC, 9 Ernest Dr., Durham 06422. Phone (203) 640-4806, Fax (203) 540-1006 - FULL

John J Migliaro d/b/a J P Realty, 190 Derby Ave., Orange 06477. Phone (203) 387-7053, Fax (203) 387-7956 - FULL

**AGENT CHANGES:**

Shawn Ruggiero now rep GRL Realtors, NH  
 M Brigid Geist now rep Betsy Grauer Realty, NH  
 Jeffrey Siegel now rep West Shore Realty, Milford  
 April Aubrey now rep J Redding Realty, No H  
 Courtney O'Connor now rep ERA Property World, Milf.

Barbara Fischetti now rep Fischer Realtors, WH  
 Diane Fritzell now rep Redding Realty, No H  
 Tracey Labbe now rep Prudential Ct, Milford  
 Anthony Vetrone now rep R.E. Solutions, No. H.  
 Chere Albraccio now rep CB, No. H.  
 Joan Marchesseult now rep Keller Williams Realty  
 Karen Malaney now rep Beazley, Hamden  
 Gail DeLucia now rep Barberino RE., Wall.  
 Maria Logodicio now rep CB Select Sites, Wall.

**ADDRESS CHANGE:**

MaxCom Realty, 27 Eld St., Unit B, New Haven, CT 06511

**NAME CHANGE:**

Prudential Ct Realty Shelton was Beazley, Shelton - same address, phone.  
 Comprehensive Realty LLC, Seymour was Ted Davis Real Estate, same address, phone.  
 Sette Real Estate, LLC, Hamden was James Sette Real Estate, same address, phone.

**PHONE/FAX CHANGE:**

G O Appraisal, Middletown - New Phone # 860-342-5422  
 Curtis Long Assoc., New Haven - New Fax 203-389-1620

**RESIGNED:**

Sander Lefkowitz d/b/a New Homes Realty, Inc., 4 Ayr Ct, Sufrin, NY - MLS ONLY



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

**S**ign 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 MLS session to be held Wednesday, November 2nd, 9 AM - 12:30. The Ethics session to be held on Monday, November 7, 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](http://greaterhrealtors.com)



**The Connecticut**  
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*A Real Estate Buyers Guide*

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**"Home of the Week"**

**ALSO**

**The inside back cover is available**  
**in FULL Color @ \$200 per issue**  
**ADVERTISING DEADLINE FOR THE**  
**NEXT ISSUE IS**

**Friday, October 14th - 12 noon**



## SUPRA KEYS

Supra Keys are available from the Association Office. The pro rated lease is \$56.00 and the set up fee is \$53.00 for a total of \$109.00.

Checks are payable to Greater New Haven Association of Realtors, Inc. Please call Kate Blake (203) 234-7700 VM 16 IN ADVANCE to reserve your key.

Supra Lockboxes are also available for purchase at \$100.00.

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## REALTORS®

### IMPORTANT REMINDER!!!

You will not be able to renew your REALTOR® membership and continue FULL MLS ACCESS unless you have completed an approved course on the REALTOR'S CODE OF ETHICS.

The next deadline date is December 31, 2008. You need to take "ETHICS AND DISPUTE RESOLUTION" or another approved Ethics course before the next due date (4 years). It's a good idea to take the course early so you don't forget about it....

Next available class is Monday, November 7, 9 AM - 12 Noon. Reservations a MUST, call the New Haven Real Estate School, (203) 234-3938.



NEW HAVEN REAL ESTATE  
SCHOOL  
127 WASHINGTON AVE.,  
NO HAVEN  
(203) 234-3938

OFFERING THE FOLLOWING  
CLASSES:

CONTINUING EDUCATION  
CLASSES  
ARE LISTED ON THE FRONT  
PAGE OF  
THIS REALTOR NEW  
IN ADDITION  
ETHICS and DISPUTE  
RESOLUTION  
Monday, Nov. 7, 2005  
9 AM to 12 Noon  
John Roy

REAL ESTATE LAW  
Monday, November 7, 2005  
Monday & Wednesdays - 6-9 PM  
Carol Swenson  
\$270 incl tax and book

PROPERTY MANAGEMENT  
Tuesday, November 8, 2005  
Tuesday & Thursday evenings 6-9  
PM  
Norman Goodman  
\$241.00 incl tax and book

Classes are held at the GNHAR  
Training Center, 127 Washington  
Ave., North Haven.

Reservations must be made in ad-  
vance....

For more information call The New  
Haven Real Estate School, (203)  
234-3938.

## WHEN SHOWING REAL ESTATE HOW SAFE ARE YOU!!!!!!

*Reproduced from NAR  
(Appeared in "What You Can Do About Safety,"  
REALTOR Magazine, Sept. 2000)*

Inattention is one of the main reasons people find themselves in dangerous situations. Take a few precious seconds during the course of your day to assess your surroundings.

**Take 2 Seconds** when you arrive at your destination.

- ◆ Is there a questionable activity in the area?
- ◆ Are you parked in a well-lit, visible location?
- ◆ Can you be blocked in the driveway by a prospect's vehicle

**Take 2 Seconds** after you step out of your car.

- ◆ Are there suspicious people around?
- ◆ Do You know exactly where you're going?

**Take 2 Seconds** as you walk toward your destination.

- ◆ Are people coming and going or is the area unusually quiet?
- ◆ Do you observe any obstacles or hiding places in the parking lot or along the street?
- ◆ Is anyone loitering in the area?

**Take 2 Seconds** at the door.

- ◆ Do you have an uneasy feeling as you're walking in?
- ◆ Is someone following you in?

**Take 2 Seconds** as soon as you enter your destination.

- ◆ Does anything seem out of place?
- ◆ Is anyone present who shouldn't be there or who isn't expected?

**10 Seconds TOTAL**

**Taking in your surroundings lets you spot and avoid danger. Make it a habit. Then share it with someone else.**



Print and keep  
for reference

## 2006 CONTINUING EDUCATION REQUIREMENTS OF CONNECTICUT LICENSEES

**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 New Haven Real Estate School is approved)**

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

**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.)

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.

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**THE NEW HAVEN REAL ESTATE SCHOOL  
IS OFFERING THE FOLLOWING CONTINUING EDUCATION CLASSES  
GET AN EARLY START AND BEAT THE CROWDS!!**

**OCTOBER, 2005 REAL ESTATE CREDIT ONLY**

Financing Review           Weds., Oct. 19, 1-4 PM - Gerry Casey Instructor  
Commercial One            Weds., Oct. 26, 1-4 PM - Barry Hall Instructor  
\*Real Estate Agency in Ct.   Thurs., Oct. 27, 9-12 AM - Teresa Sirico Instructor

**NOVEMBER, 2005 REAL ESTATE CREDIT ONLY**

Investment Made Easy       Tues., Nov. 1, 1-4 PM, Barry Hall Instructor  
\*Real Estate Agency in Ct.   Thur., Nov. 17, 6-9 PM, Carol Swenson Instructor  
Brokerage Fundamentals      Tues., Nov. 29, 1-4 PM, John Roy Instructor

\*This course required

**ALL CLASSES AS HELD AT THE GNHAR TRAINING CTR, 127 WASHINGTON AVE., WEST BLDG, LL, NORTH HAVEN. PRICE: \$30 FULL MEMBERS, \$40 MLS ONLY MEMBERS. FOR RESERVATIONS CALL NHRE SCHOOL (203) 234-3938**