

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 231

Published by the Greater New Haven Association of REALTORS[®], Inc.

October 24, 2005

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 2005 THIRD QUARTER RECIPIENTS



Congratulations

The following members have been awarded the 2005 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 Membership Meeting to be held at 500 Blake St., New Haven on Thursday, December 8, 2005. All recipients will be featured in the November 11th issue of The Connecticut Home Browser magazine, and will be mentioned in the next issue of Broker Agent Magazine and are also featured on the Association Web Site - greaternhrealtors.com.

Lou Buonfiglio, Jr.	Beazley Co. Reg Center	Patricia Moreggi	Prudential Ct., No H
Chris K. Canfield	RE/MAX Schoolside	Bill M Morgan	Beazley Co. Regional Ctr
Janet Cavaliere	RE/MAX Right Choice	Ellen Nathanson	Press & Cuzzo, Inc.
Richard Chamberlin, Jr.	Realty Partners	Lorna Nichols	Coldwell Banker Milford
Joan Clinton	Prudential Ct., No Haven	Barbara Podlisny	Wm. Raveis RE, Cheshire
Patrick Combs	Dan Combs Real Estate	James Porto	Coldwell Banker Milford
Nancy Corbally	Beazley Co. Reg Center	Betsy Purtell	CB Res Brk., Ches
Stacey DeAngelis	Calcagni Associates, Ches.	Rose Mary Raccio	Realty Partners
Mary Jo Deck	Press & Cuzzo, Inc.	Ruth Ratner	Keller Williams Realty
Eileen Dellaselva	Beazley Co., Wall.	Marty Rauch	RE/MAX Schoolside
Janet Dyer	Coldwell Banker Milford	Marilyn Rock	Calcagni Associates, Ches.
Susan Farone	Beazley Co., Wall.	Sandy Mailer Schede	Maier Real Estate
Betsy Grauer	Betsy Grauer Realty	Stephen Thompson	Dan Combs Real Estate
Betsy Gorman	Press & Cuzzo, Inc.	Anneliese Urpin	Coldwell Banker Milford
Barbara R. Hulteen	Hartman & Hulteen R.E.,	Brian Valenti	CB Select Sites, Hamden
Dorothy Karska-Piech	Calcagni Assoc., Ches.	Raymond Valenti	RE/MAX Schoolside
Joan Kranyak	Calcagni Associates, Ches.	Michael Walter	Beazley Co. Regional Ctr
Robert Letskus	Classic Proepriets	Beverly S. Welch	Calcagni Associates, Ches.
Linka Lewis	Calcagni Associates, Wall.	Mary-Ann White	Beazley Co. Regional Ctr
Nick Mastrangelo	Beazley Co. Regional Ctr	Linda Wilson	Coldwell Banker Milford
Iris Meyer	Wm. Raveis RE, Ches.	Myra Zelson	CB Harriet Cooper

GAD Report

Government Affairs

Directors News

October , 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.

Your GAD team continues to be particularly active overseeing activities in a number of GNHAR towns.

Woodbridge's Planning and Zoning Commission, having approved an updated Plan of Conservation and Development earlier this year, has begun discussions at its regular monthly meetings of potential zoning text changes. Beginning on October 17th the Commission will examine various consultant-proposed zoning text revisions dealing with adult only retail stores, liquor establishments, village districts, and housing for seniors. All proposed changes will be noticed for public hearing(s).

West Haven's Planning and Zoning Commission is continuing discussions of various draft zoning text revisions regarding new zone classifications. The final proposed revisions are expected to be noticed for public hearings before the end of the year.

Cheshire's Water Pollution Control Authority (WPCA) recently voted a temporary moratorium on all sewer hookups in town for 65 days. This done in order to assess whether to add on to the existing plant or to determine how to decrease sewage flow.

SEE PAGE 6 TO SIGN UP AS A COMMITTEE MEMBER OF THE GNHAR IN 2006

Continued on page 3



**IMPORTANT
MEMBER
NOTICE
(PLEASE POST)**



**ALL MLS ACCESS FEES
ARE PAST DUE!!**

**IF FEES ARE NOT PAID BY
AGENTS**

BY

NOVEMBER 5, 2005

**THESE FEES WILL BE
TRANSFERRED**

TO THE

DESIGNATED REALTOR

**AND WILL APPEAR ON THE
COMPANY STATEMENT**

**PLEASE CALL JOAN BAR-
ROW,**

(203) 234-7700 vm 13

WITH ANY QUESTIONS



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

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
Countrywide Home Loans
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

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!**

Friday, Nov. 4	MLXchange I	9:30-12:00	LIMIT 10
Thursday, Dec. 1	MLXchangeII CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Wednesday, Dec. 14	MLXchangeIII Designer Tools	9:30-12:00 12:30-3:30	LIMIT 10 LIMIT 8

***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

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

GAD Report Continued

Southington's Planning and Zoning Commission recently invited public comments regarding enacting a moratorium on residential development and down zoning. The moratorium is in effect until the Plan of Conservation and Development has been updated and accepted. A large number of citizens appeared at the hearing and the majority of those that spoke were in opposition to the moratorium. The Commission took no action on the moratorium proposal, but is expected to do so at the next-Planning and Zoning Commission meeting scheduled for October 18th.

Meriden's Planning and Zoning Commission is continuing to examine downtown hub- redevelopment. The Commission voted to include a conceptual downtown redevelopment plan in its Plan of Conservation and Development. The Commission made flood control an important priority of the project. The hub-redevelopment plan will require City Council approval

GNHAR's Board of Directors is expected to meet this month to consider a request from the **Greater New Haven Property Owners Association (GNHPOA)**. GNHPOA has requested financial support for its lawsuit to block the implementation of **New Haven's** recently enacted residential rental properties ordinance requiring mandatory inspections and landlord licensing fees.

At a recent meeting of **GNHAR's Legislative Committee**, the Committee decided to create a new interactive web link to the **GAD** team's web site so that municipal resource information generated by **GAD** is available to **GNHAR's** membership.



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.

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:

Robert C D'Auria, Raveis, Milford
Liping Wang, Prudential Ct, Milford
Warren A Maude, CB Milford
Edward R Knight, Jr., CB Wm Orange Realty
Masrisol N Cortes, Raveis, Cheshire
Elaine C Rinsland, CB Cheshire
Sonya-Marie M Atkison, C21 Today
Shakeitha T Strane, Calcagni, Hamden
Brian L Breeding, Cove Realty, NH
Chere Albraccio, CB, No Haven
Michael E Lerman, LL Appraisals Inc., Branford
David L Jillard, ReMax Royal RE, Hamden
Ruth B Debillé, CB Select Sites, EH
Christine Larrivee, ERA Property World
Karen H Stephens, CB Res Brok., Orange
Kimberly A Baran, Prudential, Wallingford
Beth Leoni, CB, Cheshire
Joanne M Tom, ERA Property World
Denise Secondi, Raveis, Milford
James H Jasinski, C21 Access Amer., Wall.
Ramona W Poplis, C21 Access Amer., Wall.

WELCOME NEW COMPANY:

Igor Djuric d/b/a Global Real Estate Services, LLC, 2021 Main St., Stratford, CT 06615. Phone (203) 37801800, Fax (203) 683-7404 - MLS Only Member.

AGENT CHANGES:

Denise Gonsalves now rep ERA Property World
Carol Mancini now rep Realty Partners
Karen Malaney, now rep Beazley, Hamden
Ron bushman now rep Prudential, Wall.

PHONE/FAX CHANGE:

Prudential Ct. Realty, North Haven (203) 239-4663

ADDRESS CHANGE:

Colony Real Estate, 71 Catlin St., Suite 223, Meriden, CT 06450 - same phone/fax

OFFICE NAME CHANGE:

Coldwell Banker Res. Brokerage Cooper, Woodbridge now Coldwell Banker Res Brokerage same address, phone and fax.

OFFICE CHANGES:

Brendan Grady d/b/a CB Res Brokerage, 564 Racebrook Rd., Orange was Frank D[Ostillo d/ b/a Wm. Orange, Orange - FULL MEMBER

Brendan Grady d/b/a CB Res. Brokerage, 1654 Litchfield Tpke, Woodbridge was Frank D'Ostillo d/b/a Wm. Orange Woodbridge - FULL MEMBER

Brendan Grady d/b/a CB Res Brokerage, 413 Temple St., New Haven was Frank D'Ostillo d/ b/a Wm. Orange, New Haven - FULL MEMBER

CONGRATULATIONS TO THE FOLLOWING NEW REALTORS®. APPROVED BY THE GNHAR BOARD OF DIRECTORS AT THEIR SEPTEMBER, 2005 MEETING.

Beazley Co., Hamden

Richard J Abbate

Jane H DiPalma

Marian G Montano

Alison Tolisano

Beazley Regional, Orange

Joe Crisco

Beazley Co., Wallingford

Pawel Stachowiak

Bernardino Realtors, Durham

Keith Riolino

C21 Access America, Meriden

Gary Dobratz

Dolores M Marin

C21 Access America, Milford

Jessie Alvares

Christopher Cameron

Cathy Duhamel

Richard Dragonette

Sherry Radziunas

C21 American Dream

Hal Chestnut

C21 Today, West Haven

Antonio Doria

Mary Greenspun

Belinda Ladutko

Michael J Southworth

Calcagni Assoc., Cheshire

Brette Stern

Patricia P Vita

Calcagni Assoc., Hamden

Yvonne Cooke

Joanne M Vaccarino

Calcagni Assoc., No Haven

Kimberly S Wilson

Carbutti & Co., Wallingford

Tammy Morse

Membership continued

Classic Properties

Nicole DeFrancesco

Coldwell Banker, Cheshire

Tracey Cascella-Turcotte

Mary E Zamy-Nieves

Coldwell Banker, Milford

Wendy J Gamsu

CB Select Sites, East Haven

Peter J Nazario, Jr.

CB Select Sites, Hamden

Elisa A Cofrancesco

Victor Gugliotti

Paul Liedke

Regina Liedke

Carmelo Torres

Kristen L Valenti

CB Select Sites, New Haven

Brian B Noonan

C B Select Sites, Wallingford

Sharon A D'Orlando

Colonial Properties, Orange

James A Saldamaco

Coriano Realty, Meriden

Rhonda E Johnson

DeGennaro & Assoc.

Richard Dolio

ERA Fort Hale, East Haven

Glenn A Iacovetti

Fischer Realtors, West Haven

Harold Bosward

GRL Realtors, New Haven

Gennaro E Onofrio

H Pearce Co., New Haven

Deborah A Vaughn

H Pearce Co., Wallingford

Tracy P Zabin

Homerun Realty, Wallingford

Beryl Bloch

Ann Marie Chicoski

Levey, Miller & Maretz, Woodbridge

Juan Salas-Romer

Prudential Ct Realty, Milford

Darlene Gublet

Joyce Kelman

Mark R Noble

Prudential Ct Realty, Wallingford

Natalie M Lombardi

Erik Reilly

Raveis Real Estate, Cheshire

Scott Dinklocker

Michael J Schrader

Carrie A Teele

Raveis Real Estate, Milford

Stephen M Berube

Chris Oakleaf

Peter Diresta

Real Estate Solutions NH

Jacqueline Ferretti

Jennifer Hall

Realty Partners, West Haven

Jennifer Roby

Redding Realty, No Haven

April Aubrey

ReMax Great Estates, Wallingford

Linda Bohne

Michele E Gray

Chele S Jenkins

Sette Real Estate

Kurt C Bauknecht

Signature Realty, West Haven

Todd M Ragaza

Manuel N Vieira Agency

Manuel N Vieira

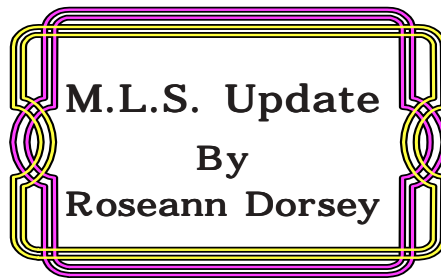
**REALTORS
Making the News**

**SANTORO OF PRESS & CUOZZO
SURPASSES HER GOAL**



Susan Shaw Santoro of Press/Cuozzo Realtors is excited and pleased to announce that she and her team raised more than \$6,000 for the Juvenile Diabetes Research Foundation Walk, from the generous donations of the many friends of Press/Cuozzo.

Susan has been a very active and committed friend of JDRF since 1992. Once again she was overwhelmed by the generosity of her clients, friends and colleagues and thanks them all for their continued support. Susan is the past recipient of the Community Spirit Award from the New Haven County Chapter of JDRF.



CREDIT REPORTS

The New Haven Association is running credit reports thru Experian. The cost of each report is \$11.25 plus tax (\$11.93). If you are interest in this service, please call Rose at (203) 234-7700 VM 10.

SHOW STATUS

Properties on SHOW status will expire at the expiration date. If a property is on DEPOSIT, it will stay on deposit until the closing.

Please be sure that you keep this in mind when entering a property on SHOW status.

**REMINDER REGARDING
LISTINGS**

If a property is On Deposit or Closed, remember you have 48 hours to enter it into the computer.

After the 48 hours, you will be fined \$5.00 per day to a maximum of \$60.00.

PROPERTIES NOT FOR MLS

If a seller requests that his property not be on the MLS, you must fax a copy of the contract to Roseann. The fax # is (203) 234-3980.

MLXCHANGE HINT!!!

IN MLXCHANGE IS THE POSITION OF YOUR PROPERTY WRONG ON THE MAP? YOU CAN CORRECT IT'S POSITION BY FOLLOWING THESE INSTRUCTIONS:

1. Select TOOLS
2. Listing Manager
3. Listing Maintenance
4. Enter MLS # Then Edit
5. Select Map Property
6. Find the correct location of your property
7. Left click & a red circle will appear
8. Click SAVE (YOUR DONE)

Triple Play

(promoting REALTOR® success)

REALTOR®

CONVENTION & TRADE EXPO

December 6-8, 2005

**Atlantic City Convention Center
Atlantic City, New Jersey**

The New Jersey, New York and Pennsylvania Associations invite you to attend the Triple Play REALTOR® Convention & Trade Expo. This year's program features a wide variety of insightful new sessions, a vast array of energizing industry speakers and an expanded trade expo-now with more than 450 exhibit booths.

One highlight of the convention is keynote speaker George Ross presenting "Trumping the Competition". George Ross is Donald Trump's business and legal advisor. He shows you how to win at negotiating, beat out your competition and close more deals. Trump's closet advisor for 25 years and co-star of The Apprentice, Ross reveals the core real estate investing strategies that made Trump so successful. Ross shows how the average real estate investor can use the same creative techniques to dramatically boost profits.

Registration books are available at the Association Office or you can register on-line at:

www.realtorstripleplay.com



**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 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



The Connecticut Home Browser
A Real Estate Buyers Guide

CALL JOAN QUINN
(203) 234-7700 VM 14
FOR DETAILS

Distributed to over 500 locations including 16 Stop & Shop Stores in 21 area towns

Bi-weekly with Covers in FULL COLOR
CALL NOW TO RESERVE YOUR FRONT COVER PLUS

YOUR PROPERTY WILL BE FEATURED ON

THE GNHAR WEB SITE AS "HOME OF THE WEEK"

ALSO

THE INSIDE BACK COVER IS AVAILABLE IN FULL COLOR @ \$200 PER ISSUE



NEWHAVEN REAL ESTATE SCHOOL

by
Ellie Healey, Director

**CONTINUING EDUCATION
REQUIREMENTS FOR 2006**

Brokers Deadline: **March 31, 2006**
Salesperson Deadline: **May 31, 2006**
You must complete **12 Hours of Continuing Education** courses which must consist of
3-hours of Fair Housing/Law Update
3-hours of Agency
6-hours of R.E. elective courses

We are currently offering the following CE classes.....Take your classes early and beat the crowd!!!!

Commercial One	Wed., 10/26	1-4 pm
RE Agency	Thurs., 10/27	9-12
Investment Made		
Easy	Tues., 11/1	1-4
R.E Agency	Thurs., 11/17	6-9 pm
Brokerage FUNDamentals		
	Tues., 11/29	1-4
How to do Business Brokerage		
	Tues., 12/6	9-12
Dual Agency & Designated Agency		
	Tues., 12/13	9-12

We will continue to schedule additional CE classes to service your needs.

For those agents who want to become the best that they can be and become Top Producers through additional real estate education, we have scheduled the following:

Real Estate Law, Mon. & Wed. 6-9 PM - 11/7

Prop. Management, Tues & Thurs 6-9-11/8

Our next Principles & Practices of Real Estate courses will begin Tuesday, January 24th, 2006, 6-9 pm in our North Haven Training Room and Tuesday, January 31, 2006 at Hamden High School, 6-9 pm.

WE ARE HERE FOR YOU!!!!

New Haven Real Estate School
127 Washington Ave.,
West Bldg., Lower Level,
North Haven, CT 06473
(203) 234-3938

THE GREATER NEW HAVEN ASSOCIATION
is proud to welcome our newest member of
the Association Staff

Francisco Garcia A.,
Technology Specialist

Francisco was born in Panama, Republic of Panama in 1973. He has received the following degrees and Certifications: Bachelors Degree in Computer Science in 1993 from the Panama University of Panama; Associates Degree in Arts from Miami Dade Community College; 3 years of Law and Business School at Panama University of Panama; ComTIA A+ Certification (Comp TIA A+ certification is an international industry credential that validates the knowledge of computer service technicians with the equivalent of 500 hours of hands-on experience. Major hardware and software vendors, distributors and resellers accept Comp TIA A+ as the standard in foundation-level, vendor-neutral certification for service technicians). ComTIA N+ Certification (The Comp TIA Network+ certification is an international industry credential that validates the knowledge of networking professionals with at least nine months of experience in network support or administration or adequate academic training). MCP (Microsoft Certified Professional).

HOLD THESE DATE!!!!

POWER LUNCH
WEDNESDAY,
NOVEMBER 9TH

ANNUAL INSTALLATION
DINNER
THURSDAY,
DECEMBER 8TH

Watch for your flyers via mail or e-mail in the near future

HERE'S YOUR CHANCE TO PARTICIPATE IN BOARD ACTIVITIES... YEAR 2006 COMMITTEE SIGN UP

Please choose the Committees which interest you and send in the form at the bottom of this sheet by November 18, 2005..

STANDING COMMITTEES

MEMBER SERVICES	Recommends and carries out program for advertising and promotion of term "REALTOR®". Responsible for community relations. Provides programs, discussions, speakers and entertainment for open meetings and installation party. Physical planning for business meetings. Plans and promotes all Association education programs: Orientation, Seminars. Meets regularly at call of Chairman.
RISK REDUCTION/ EQUAL HOUSING OPPORTUNITY/	Helps implement Association's Equal Housing Opportunity programs. Also responsible for providing Risk Reduction programs representing REALTORS® on legal issues and provides a resource to REALTORS® on legal matters.
FINANCE	Regular review of investments. Review of Operating Budget for upcoming year. Meets quarterly.
GRIEVANCE	Reviews all allegations of violations of the Code of Ethics. Meets regularly at call of Chairman.
LEGISLATIVE/ POLICAL AFFAIRS/RPAC	Interprets actions of legislature to membership. Initiates prospective legislative action and promotes programs to present view of membership to appropriate authorities. Aids in acquisition of contributions to the Nat'l and State Political Action Comm. Meets at call of Chairman.
PROFESSIONAL STANDARDS	(Hearing Panels). From this committee, members are selected to conduct the hearings of all cases of alleged violations of the Code of Ethics, and all cases of arbitrations.

OTHER COMMITTEES

C.I.D.	Plans monthly CID programs and marketing sessions. Meets at call of Chairman.
M.L.S./ COMPUTER	Supervises MLS Rules & Regulations. Meets regularly at call of Chairman. Studies use of computer, and makes recommendations for changes and/or improvements.

Please reply by **November 18, 2005**. Return to: Greater New Haven Association of REALTORS®, Inc., 127 Washington Ave., West Bldg, LL, No. Haven, CT. 06473

I would like to participate on and/or sign up again for the following committee in 2006

1st choice

2nd Choice

3rd choice

NAME: _____ FIRM: _____ PHONE: _____