

# REALTOR® NEWS

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

Issue No. 255

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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.



## Marc Seigel Chairman of the Board 2008



## Congratulations

Spring is here! The busy market is upon us and we are all running around like crazy. Isn't it nice to know that while you work on your business there are people behind the scenes looking out for Realtors' and real estate owners' best interests? RPAC, the Realtors Political Action Committee, is the lobbying organization responsible for this undertaking. They tirelessly strive to encourage our legislators to do the "right things" for us, and, more importantly, the real estate owning public. Through their efforts backing real estate friendly lawmakers, they essentially look out for all of us. Unfortunately, this effort does not come without some sort of cost, and RPAC needs our help for financial viability. I know it's hard out there, but think for a moment how much harder it would be if some of the new taxes, fees, and other hurdles to real estate ownership were not fought and defeated with the help of our organization. So I ask for your help. Please donate to RPAC. Anything you can give would be appreciated. Even if it's only a couple of bucks. Our board goal this year is \$30 per member. I would love to be the first Chairman in a while to reach this goal. Please contact the board office to find out how to give. Or, you can contact me at [marc.seigel@era.com](mailto:marc.seigel@era.com) and I will make arrangements to get your donation. The cost to give is little. The cost not to give is huge.

The following members have been awarded the 2008 First Quarter Achievement Award by the Greater New Haven Association of REALTORS®, Inc. for being the High Producers during that period. Congratulations! Recipients will be honored at the June General Membership Meeting. All recipients will be featured in the May 23rd issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - [greaterhrealtors.com](http://greaterhrealtors.com).

Lou Buonfiglio	Weichert, Orge
Patrick Combs	Dan Combs RE
Stephanie Ellison	ReMax Right Choice
Dawn Hoydilla	Prudential, Wallingford
Robert Letskus	Platinum Associates
Larry Madow	Calcagni, Wallingford
Nick Mastrangelo	Weichert, Orange
Ruth Ratner	Keller Williams, Ches.
Toni Ross	Weichert, Orange
Ray Valenti	ReMax Schoolside
Steve Votto	Calcagni, Hamden
Myra Zelson	Coldwell Banker, Wood.

See attached nomination form on page 5 for requirements for the second quarter of 2008 Quarterly "Awards"

### PLEASE NOTE:

We hope you are enjoying our new web site! Our Tech, Francesco Garcia, was working on it, we were unable to publish this newsletter. We are back on a regular schedule. Hope you enjoy catching up on Association news.

**SAVE THIS DATE!**

**THURSDAY, JUNE 19, 2008**

**OUR ANNUAL PATIO PARTY AND CLAM BAKE  
AMARANTE'S SEA CLIFF**

# REAL ESTATE SAFETY NOTICE!

In March, 2008 the Associated Press ran an article which is cause for alarm for all Real Estate Agents.

"Jefferson, Wis"....A 71 year old real estate agent was found dead inside a smoke-filled rural home she had shown to a client earlier in the day.

Follow the Safety Rules when showing listings.....The "Personal Safety Guide" can be found on Connecticut Association of Realtors web site.

### REMEMBER....

Tell someone Who you are with.... Where you are going....and When you will be back...Whenever possible, make sure the client knows you have shared this information with someone. You are less likely to be attacked if the criminal knows you will be missed and he/she can be identified.



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

### Officers of the Association

Chairman of the Board..... Marc Seigel  
Chairman Elect.....Maureen Campbell  
FirstVice-President.....Al Scafati  
Second Vice-President.....Paul Ott  
Treasurer .....Susan Izzo  
Secretary.....Wendy Weir

President & CEO.....Roberta N. O'Hara RCE

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Alan Barberino  
Tom Cavaliere  
E. Tyler Della Valle  
Linda Hofbauer  
Clayton Janer  
Linda Lang-Bankowski  
Gena Lockery  
Michel Richetelli  
Brian Valenti

Immed. Past Chairman: Paul Gradwell

# Thank You

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

Platinum Level Sponsor - \$2,000

Blake Financial, LLC  
Franklin Mortgage, LLC  
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Silver Level Sponsor - \$500

Bearing Star Insurance Group  
Pillar to Post Professional Inspections

### FIRST AMERICAN MLS 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 CHECK (PER DAY-\$20.00 FOR 2 DAYS) payable to GNHAR. There are a limited number of seats available! Thank you!

Thursday, May 1, 2008	Basic I:	10:00-11:30	
	Basic II:	12:30-2:30	
	Express CMA	2:45-3:45	LIMIT 10
Friday, May 23, 2008	Advanced	10:00-11:30	LIMIT 10
	CMA w/Report Writer	12:45-2:45	LIMIT 6
Tuesday, June 3, 2008	Basic II	9:30-11:30	
	Express CMA	11:30-12:30	
	Advanced	1:30-3:30	LIMIT 10
Friday, June 13, 2008	Report Writer	10:00-12 Noon	
	CMA w/Report Writer	1:00-3:00	LIMIT 6

**COST \$10.00 PER DAY**

**(TWO (2) PER COMPUTER-OR YOU MAY BRING YOUR OWN LAPTOP OR NOTEBOOK)  
ALL THE ABOVE CLASSES REQUIRE A \$10.00 CHECK (PER DAY-\$20.00 FOR 2 DAYS) AND A 24 HOUR CANCELLATION NOTICE IS REQUIRED  
(CREDIT CARDS ARE NOT ACCEPTED).**

**SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK OR CASH!**

**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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**LEARN HOW TO UTILIZE OUR MLS SYSTEM TO YOUR ADVANTAGE!  
THERE'S SO MUCH MORE THAN INPUTTING AND SEARCHING LISTINGS!! SIGN UP TODAY  
AND EXPAND YOUR KNOWLEDGE!!**



## Membership

### News

### By

### Kate Blake



#### WELCOME TO THE FOLLOWING NEW COMPANIES

Theresa Rossignol d/b/a Rossignol Real Estate, 150 Heron Dr, Orange, CT 06477 203-799-2008 phone/fax  
Veronica L Anderson d/b/a Anderson Realty, LLC 205 4<sup>th</sup> St., Meriden, CT 06451 203-630-9884 phone – 203-630-9984 fax  
Stacey R Brown d/b/a ILM Realty, LLC, 29 Old Rod Road, Colchester, CT 06415 800-237-0917 phone/fax  
John J Regan d/b/a Jack Regan Realty, 1565 Rhey Ave, Wallingford 06492 203-793-7114 phone, 203-413-6315 fax  
Stacy Riccio d/b/a Riccio Realty & Red Associates, 70 York St., West Haven, CT 06516 203-410-3037 phone, 203-931-9087 fax  
Elmer G Rivera d/b/a Better Homes, LLC, 500 Whalley Ave, New Haven CT 06511 888-547-5556 phone/fax  
Kirk Baird d/b/a K Baird Associates, LLC 5 Whittier Rd, New Haven, Ct 06513 203-389-2245 phone, 203-389-2245 fax  
Alfred Serrao d/b/a Pulte Realty of Ct Inc., 111 Country Club Dr, Oxford 06478 203-888-3582 phone, 203-888-3781 fax  
Ronald Groves d/b/a Resolution Real Estate, 1828 Dixwell Ave., Hamden-Board Only  
Yvonne Cooke d/b/a Walters Realty, 84 Orange St, Hamden-Full Office  
John Picard d/b/a Sun House RE Brok., 66 Cedar St., Branford - FULL  
Norman Silliker d/b/a Norman Silliker, 35 Deepwood Dr, Hamden-FULL  
Ross Gulino d/b/a Gulino RE, 69 Collinsdale Dr, Meriden-FULL  
Cheryl A Wall, d/b/a Cheryl A. Wall, 611 Access Rd, Stratford-BOARD ONLY  
Rob Berko d/b/a IQ Homesource, Inc., P O Box 527, Monroe-FULL  
Andrea Atkins d/b/a Galleria RE, LLC, 234 Middle St, Middletown - FULL  
Tammy Morse d/b/a New England Realtors, LLC, 30 Dead Hill Rd, Durham-FULL

#### AGENT CHANGES

February 2008  
Yael Wertheimer now representing Coldwell Banker, Orange  
Kathy DeRose now representing Coldwell Banker, Orange  
Thelma Fritzell now representing H. Pearce, New Haven  
Gricelda Avila now representing Mission Real Estate, Wallingford  
Joash Arduini now representing Century 21 Today, West Haven

Elise Argust now representing Century 21 Access America, Branford  
Yonas Asfaw now representing William Raveis, Milford  
Kimberly Baran now representing Realty Associates, Meriden  
Jennifer Gonzalez now representing Keller Williams, Cheshire  
Brian Choiniere now representing Keller Williams, Cheshire  
Charito Coriano now representing Keller Williams, Cheshire  
Robert Paddock now representing William Raveis, Milford  
Nancy Paddock now representing William Raveis, Milford  
Maggie Griffin now representing Guerra Realtors, LLC, East Haven  
Dawn Scala now representing Guerra Realtors, LLC, East Haven  
Jean Lake now representing Guerra Realtors, LLC, East Haven  
Vera Clark now representing William Raveis, Milford  
Jacqueline D. Raynor now representing Keller Williams, Cheshire  
Toni-Anne Ragozzino now representing Weichert Regional Properties, Orange  
Patricia Denno now representing Coldwell Banker, Milford  
Gregory Racki now representing Coldwell Banker, Hamden  
Ed Fast now representing ERA Property World, Milford  
Jennifer Petalcorin now representing Century 21 Access America, New Haven

#### March 2008

Krystine Gonsalves now representing Coldwell Banker Residential, Hamden  
Makai Rohbar now representing Prudential CT Realty, New Haven  
MaryEllen DeRosa now representing Baker Companies, Pleasantville, NY  
Eugene Witheril now representing Keller Williams, Cheshire  
Beverly James now representing GAP Realty, East Haven  
Carmen Flores now representing Home & Hearth Realty, LLC, Hamden  
Mildred E Gann now representing Raveis Real Estate, Milford  
Michael Barbaro now representing ERA Fort Hale, East Haven  
Irwin Alderman now representing Century 21 Today, West Haven  
Stephen Haynes now representing Century 21 Greengarden, West Haven  
Gary R Buteau now representing Domus Realtors & Associates, LLC, North Haven  
Louis Mihalakos now representing Coldwell Banker Res Brokerage, Woodbridge  
Sonia Grant now representing Coldwell Banker Res Brokerage, Woodbridge  
Jenell Lawson now representing Coldwell Banker Res Brokerage, Woodbridge

#### April 2008

C Stephen Holmberg now representing Prime Realty & Capitol, West Haven

Richard T Johnson now representing Coldwell Banker Res Brokerage, Milford  
Christina Setaro now representing ERA Seigel Realty, Hamden  
Mary Jane Gleason now representing Quinnipiac Realty LLC, North Haven  
Tyler J Morris now representing Mission Real Estate Assoc, Wallingford  
David Fry now representing Prudential Ct Realty, Milford  
Hedwig Markowski now representing Weichert Realtors, Wallingford  
James Caramanello now representing Prudential Ct Realty, Wallingford  
Linka Lewis now representing Calcagni Associated, Hamden  
Sherry Radziunas now representing Century 21 Greengarden, West Haven  
Nancy Nishball now representing Coldwell Banker Res Brokerage, Orange  
Balvin Wright now representing Century 21 Access America, Meriden  
Michael Canty now representing MaxCom Realty LLC, Orange  
Susan A Adams now representing Sette Real Estate, Hamden  
Scheri Walker now representing Sette Real Estate, Hamden  
Marsha Oliver now representing Prudential Ct Realty, Orange  
Jamie E Boss now representing Jack Regan Realty, Wallingford

#### RESIGNED MEMBERSHIP

Cynthia Carlson d/b/a CC Realty, 427 Thoreau Dr, Branford 06405  
Joe Dattilo d/b/a Dattilo Appraisal Services, Durham now with eDrake Real Estate, Hamden  
John Migliaro d/b/a J P Realty, 190 Derby Ave, Orange, CT  
Betsy Grauer d/b/a Oxford Home Realty, Oxford

#### COMPANY NAME CHANGE

Richard Subrt d/b/a Wachovia, 4 Armstrong Rd, Shelton was World Mortgage  
Mark Esposito d/b/a Access MLS Realty LLC, 690 Main St East Haven was Esposito Realty  
Rob Berko d/b/a TruPro Realty, Monroe, CT was IQ Home Source – 1-888-604-9992 phone

#### COMPANIES CLOSED

Pasqual Porriello d/b/a Pioneer Real Estate, Southington  
Gaylia Watrouse d/b/a Home Realty, 174 S Broad, Meriden  
Charito Coriano d/b/a Coriano Realty moved to Keller Williams, Cheshire.

#### WELCOME NEW REALTORS:

Daniel Cecchetto, Sette RE  
Doris Torres, Carbutti & Co.

THE FOLLOWING ARTICLES WERE SUBMITTED BY "THE MARVIN H. SCHAEFER INSPECTION SERVICE, INC"

**WHAT TO DO ABOUT ALUMINUM WIRE:**

The State of Connecticut's Standards of Practice governing home inspections requires the following regarding aluminum wire: "The inspector shall report on the presence of solid aluminum branch circuit wiring." Solid aluminum wire was used during part of the 1960's and 1970's but has since been prohibited due to safety issues. Heat caused by electrical current effects aluminum wire more significantly than copper wire. Aluminum wire will expand more, creating the potential for loosening connections at the breaker and at the fixture, outlets or switches they are connected to. Periodic checking and anti-oxidant paste at the breaker panel can maintain acceptable connections in the panel. The larger problem exists at the connections found at the wire's destination. At the time of installation, aluminum wire was simply connected to fixtures, outlets and switches that were not designed for aluminum wire. At best, a small length of copper wire was spliced to the aluminum wire with a wire nut, allowing the copper wire to make the connection to the fixture. The problem with this is the wire nut may not have been designed to be used as a connector of aluminum and copper wire.

So what should be done once the solid aluminum wire is observed and reported? The recommendation of the home inspector should be to consult with a qualified electrician, experienced with repairs to aluminum wire connections. Discuss with him the various methods of repair and the level of safety each method may offer. The following are known repair methods:

The U.S. Consumer Product Safety Commission recommends only one method for correcting aluminum wire connections: A specially designed crimping connector called COPALUM. However, the U.S. Consumer Product Safety Commission does not have legal jurisdiction to mandate the exclusive use of this method. While the CPSC recommends this method, the following information should be noted. This is likely to be the most expensive method of repairing aluminum wire connections and potentially more difficult to find an electrician qualified to use it.

There are many wire nuts; not all are designed for aluminum wire connections. "IDEAL" manufactures a wire nut that is UL listed for aluminum wire connections. This method is most likely what the majority of electricians will recommend because any electrician is qualified to use it. These wire nuts are UL listed and make the installation cost more practical for most home owners. Even though it is UL listed the CPSC still does not recommend its use because they feel it has a higher rate of failure than the "Copalum" crimp. Nothing is perfect, every thing has the potential to fail and we have talked with electricians that feel these wire nuts are a satisfactory answer to this issue. A UL listing cannot be obtained without the product showing, under test conditions, that it will perform adequately.

There are also outlets and switches that are UL listed according to manufacturers for direct connection of aluminum wire. These switches and outlets will be marked CU AL or CO/ALR; however, electricians have reported to us that these are becoming harder to obtain.

Tom Tussing  
The Marvin H. Schaefer  
Inspection Service, Inc.

**MOLD TESTING OFTEN COSTLY AND UNNECESSARY**

Excessive mold can be a health hazard to some individuals, but people need not panic if mold is suspected in a home. Mold in homes is not a major environmental health issue. In a news release, the Connecticut Department of Public Health (DPH) supported a report from the Institute of Medicine (IOM) that made the above comments about the health risks of mold. In a separate news release the Connecticut DPH, stated that "mold testing is often costly and unnecessary." The Center for Disease Control and Prevention (CDC) makes similar statements about mold testing, saying that the "CDC does not recommend routine sampling for mold."

First, it should be understood that the CDC does not differentiate between common household mold and toxigenic mold. They all should be treated the same. However, when commenting on toxigenic mold they say, "There are very few reports that toxigenic molds found inside homes can cause unique or rare health conditions such as pulmonary hemorrhage or memory loss. These case reports are rare, and a causal link between the presence of the toxigenic mold and these conditions has not been proven." Exposure to household mold does not present health problems to everyone. Mold effects different people

differently. If a person is affected by mold, he or she usually manifests hay-fever type symptoms that are typically reversible if the mold is removed. Some people will be more sensitive to mold and can have a more severe reaction and possibly develop infections, especially if they already have some type of chronic respiratory disease.

Why does the CDC and the CT DPH downplay the need for mold testing? According to the CDC, there is no difference in treatment for mold, whether the mold is considered a toxigenic mold or a common household mold. The CDC says there is no established standards that determine what is and what is not an acceptable level of mold. If all mold should be treated the same and there are no standards for acceptable levels, the value of testing is insignificantly diminished. Health organizations place their focus on two things: Correction of the moisture problem that provides the proper environment for mold growth and removal of the mold. The presence of mold usually indicates that there is a moisture problem somewhere in the home, such as a plumbing leak, a roof leak, lack of ventilation, or seepage into the basement, etc. The first course of action in such cases is to eliminate the moisture problem. Sometimes the moisture problem can be corrected by a handy homeowner and sometimes professional repairs are required. Once the moisture problem has been corrected, the mold should be removed. According to the CDC, if not wide spread, mold can often be removed with a little water and bleach or with other common household cleaners. There are, however, surfaces in the home from which mold can not be easily removed. Carpet, acoustic ceiling panels or any other item that washing will damage. Wide spread significant mold growth may be too much work to remove personally. A wall surface or ceiling that is covered in thick mold from one end to the other will likely have to be replaced with professional help. Also, people at special risk from mold due to an existing respiratory disease should not remove mold themselves.

Each home owner must decide how to address mold removal. That decision should be based on the homeowner's current health condition, which may or may not place him or her at special risk with mold. We recommend you fully read the documents used as the source for this newsletter.

The CDC's document can be found at the following web address: <http://www.cdc.gov/mold/stachy.htm>. The CT DPH news releases can be found at: [http://www.ct.gov/dcp/lib/dcp/press\\_release/mold\\_\(final\)\\_august2006.doc](http://www.ct.gov/dcp/lib/dcp/press_release/mold_(final)_august2006.doc) [http://www.dph.state.ct.us/Agency\\_News/Press\\_Releases/PR\\_60404\\_Mold.pdf](http://www.dph.state.ct.us/Agency_News/Press_Releases/PR_60404_Mold.pdf)

Tom Tussing  
The Marvin H. Schaefer  
Inspection Service, Inc.

**NEW HAVEN ASSOCIATION OF REALTORS®, INC.  
NOMINATION FOR “AWARDS PROGRAM” 2008**

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”:**

- All Greater New Haven Association of REALTORS members are eligible for the award. Points are completed on listings currently in CTMLS. RENTAL STATUS LISTINGS CANNOT BE USED.**
- 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.**
- The Service must receive this nomination form by the 10th of the month following the end of the quarter. This quarter ENDING JUNE 30, 2008 MUST be received by July 10, 2008.**
- A full computer printout of each listing MUST be included to qualify.**
- 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.**

Date: \_\_\_\_\_

Signature of Designated REALTOR®/Office Manager: \_\_\_\_\_

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

New Haven Association of REALTORS®, Inc.  
 127 Washington Ave., West Bldg, LL, No. Haven, Ct. 06473  
 Telephone: (203) 234-7700 ● Fax: (203) 234-3980

MONTH	TOTAL SALES \$ VALUE		TOTAL SALES #		NEW LISTINGS			DEPOSITS			ACTIVE		
	2006	2007	2008	2007	2008	2006	2007	2008	2006	2007	2008	2007	2008
JANUARY	119,721,246	117,612,082	59,522,323	402	229	1,168	1,309	1,075	498	482	314	2,983	3,574
% change	5%	-2%	-49%	1%	-43%	40%	12%	-18%	-9%	-3%	-35%	54%	20%
FEBRUARY	91,684,600	88,687,814	58,219,167	306	226	1,095	926	954	578	515	402	3,161	3,373
% change	-2%	-3%	-34%	-6%	-26%	38%	-15%	3%	-12%	-11%	-22%	68%	7%
MARCH	162,937,456	120,596,418	86,265,060	424	315	1,604	1,024	1,029	732	539	451	3,845	3,560
% change	32%	-26%	-28%	-33%	-26%	56%	-36%	0%	-7%	-26%	-16%	99%	-7%
APRIL	127,705,339	123,407,519	76,103,112	389	280	1,325	1,224	1,055	661	575	514	3,639	3,686
% change	-11%	-3%	-38%	-12%	-28%	6%	-8%	-14%	-25%	-13%	-11%	81%	1%
MAY	182,151,136	149,540,713		509		1,494	1,261		795	587		3,871	3,816
% change	15%	-18%	-100%	7%	-19%	22%	-16%	-100%	-4%	-26%	-100%	67%	-1%
JUNE	224,312,878	183,245,823		582		1,472	1,167		729	533		3,925	3,888
% change	-5%	-18%	-100%	-10%	-22%	18%	-21%	-100%	-2%	-27%	-100%	64%	-1%
JULY	202,744,979	166,927,752		550		1,333	1,202		612	561		4,140	3,992
% change	-5%	-18%	-100%	-8%	-15%	13%	-10%	-100%	-13%	-8%	-100%	58%	-4%
AUGUST**	189,490,742	180,076,074		579		1,377	980		652	401		4,177	3,899
% change	-10%	-5%	-100%	-8%	-11%	11%	-29%	-100%	-10%	-38%	-100%	47%	-7%
SEPTEMBER	156,882,119	105,345,654		367		1,286	1,106		523	347		4,024	3,990
% change	-24%	-33%	-100%	-27%	-30%	-5%	-14%	-100%	-17%	-34%	-100%	37%	-1%
OCTOBER	151,713,146	104,948,419		376		1,256	971		542	391		4,209	3,781
% change	-7%	-31%	-100%	-3%	-30%	5%	-23%	-100%	-10%	-28%	-100%	29%	-10%
NOVEMBER	137,452,422	85,625,185		286		960	747		489	309		3,967	3,706
% change	-7%	-38%	-100%	-7%	-39%	-1%	-22%	-100%	-5%	-37%	-100%	23%	-7%
DECEMBER	137,835,558	87,309,132		302		663	473		372	197		3,346	3,140
% change	-14%	-37%	-100%	-11%	-40%	17%	-29%	-100%	8%	-47%	-100%	26%	-6%
TOTALS	1,884,631,621	1,513,322,583	59,522,323	5,069	229	15,035	12,388	1,075	7,182	5,434	314	45,294	44,405
INCREASE/DECREASE	-4.6%	-18.7%	-96.1%	-21.9%	-95.5%	16.6%	-17.6%	-91.3%	-8.8%	-24.3%	-94.2%	51.1%	-2.0%

# GET REAL



## NEW HAVEN REAL ESTATE SCHOOL

A Division of the Greater New Haven Association of Realtors (GNHAR)

127 Washington Ave. West LL

North Haven, CT 06473

Telephone 203-234-3938 Fax 203-234-3980

reschool@snet.net



*This weekend only!*

**GNHAR MEMBERS**

Take **4** classes for

**\$100**



## MAY DAY! MAY DAY!

**It's Time to GET IT DONE!**

**Real Estate Sales License renewal deadline is May 31**

### SATURDAY, MAY 3 & SUNDAY, MAY 4

<b>SATURDAY MAY 3</b>	TIME	INSTRUCTOR	CLASSROOM	GNHAR MEMBERS \$30.00 PER COURSE	NON MEMBERS \$50.00 PER COURSE
<b>CURRENT ISSUES I</b>	9-NOON	TERESA SIRICO	MAIN		
<b>REAL ESTATE FOR THE 55+ CROWD</b>	1-4 PM.	TERESA SIRICO	MAIN		
<b>SUNDAY MAY 4</b>					
<b>ETHICS &amp; DISPUTE RESOLUTION</b>	9-NOON	ART RANDOLPH	MAIN		
<b>CURRENT ISSUES II</b>	1-4 PM.	ART RANDOLPH	MAIN		



*Classes may be cancelled due to insufficient enrollment.*