

REALTOR® NEWS

Web Site - greaternhrealtors.com

Issue No. 241

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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

Jim Porto



GAD Report

Government Affairs

Directors News

October , 2006

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.

Public Act 06-08 An ACT CONCERNING NOTICE REQUIREMENTS FOR LAND USE APPLICATIONS requires that each town establish a registry of landowners, electors, and non-profit organizations. The **GAD** team has submitted registrations in each town covered by the **Greater New Haven Association of Realtor's®**. Starting October 1, via email, **GAD** will be receiving all notices concerning any proposed adoption or change initiated by area town Planning and Zoning Commission(s), to town zoning regulations or boundaries, subdivision regulations or any preparation or proposed amendment to the town's Plan of Conservation and Development. This new legislative mandate provides **GAD** additional means of early intelligence gathering and assistance with the monitoring of local issues affecting the realty industry. However, although this is a positive step, it is important to note that this mandate does not require notification on other applications or local regulatory changes initiated by the town councils, other town agencies, electors or the private sector. Some towns are interpreting this mandate to include Inland Wetlands Commissions, while other towns are not including these activities. It remains vitaly important that **GNHAR's** "Eyes and Ears" continue relaying intelligence on local proposals to the **GAD** team.

Happy Fall Everyone! As we enter into the last quarter of the year it is time once again to check our personal and business goals to make sure we are on track. There is still time to meet all of our goals!

I am very happy with the level of participation in our Association and appreciate all the new members that are getting involved. How great were our annual golf tournament and our last membership meeting at Laurel View. Our guest speaker, Dr. Gina Barreca was a lot of fun.

As an Association we are a little better than one third of our goal for RPAC. I ask all to help out and make a donation. Healthcare insurance is the foremost issue again this year and with your help we can get this legislation passed. We can all have quality health insurance at an affordable cost.

Over the past nine months I have heard from many of the members and have visited quite a few offices. Communication is the key to any great organization and your Board of Directors and I strive to keep you informed. Any time you have a question, please feel free to call any of us.

So focus in on your goals and make it happen this quarter!

'BE COMMITTED - BE ACCOUNTABLE AND KEEP YOUR PROMISE'

Jim Porto, President

POWERLUNCH

Thursday, November 16, 2006

Francisco Garcia A., Technology Specialist

"Importance of Technology in the Real Estate Business"

11:45 AM - Free Lunch

No Charge

Reservations a must! Flyers will be mailed this month to all members.
Space is limited, please reserve your seat when flyer is received!!

Continued on Page 3



**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 Session #1 to be held Tuesday, October 31st, 8:30 AM - 12:15. Session #2 to be held on Monday, November 6th, 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 greaternhrealtors.com



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

Officers of the Association

President.....James Porto
President Elect.....Paul Gradwell
First Vice-President.....Marc Seigel
Second Vice-President.....Maureen Campbell
TreasurerAl Scafati
Secretary.....Diana Walsh

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

Directors

Elizabeth Alberico
Alan Barberino
E. Tyler Della Valle
John Guerra
Paul Ott
Steve Patten
Susan Izzo
Brian Valenti
Gena Lockery
Linda Lang-Bankowski

Immed. Past Pres.: Lee McParland

Thank You

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

Platinum Level Sponsor - \$2,000

M. H. Schaefer Inspection
New Haven Register
The Real Estate Book
Tiger Home Inspection
Tyler Cooper & Alcorn
Wells Fargo Home Mortgage
The Harry Sessa Team, Bank of America

Gold Level Sponsor - \$1,000

GMAC Mortgage
Law office of Edward Burt
Washington Mutual
Peoples Bank
Arbella Insurance Group

Silver Level Sponsor - \$500

EPI Mortgage
Allspect Home Inspections



Congratulations

The following members have been awarded the 2006 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 Installation Dinner, Thursday, December 7th at 500 Blake St.. All recipients will be featured in the November 10th issue of The Connecticut Home Browser magazine, and will be mentioned in the next issue of Broker Agent Magazine and also featured on the Association Web Site - greaternhrealtors.com.

Stacy Blake
Louis Buonfiglio, Jr.
Chris K. Canfield
Joan Clinton
Stacey DeAngelis
Stephanie Ellison
Lisa Golebiewski
Betsy Grauer
James Hudgens
Clayton Janer
Barbara Lehrer
Robert Letskus
Giulio Liguori
Lewis W. Martin
Nicholas Mastrangelo
Iris Meyer
Denise Mirto
Patricia Moreggi
Carolyn Nisita
Patricia O'Neill
Dawn Puchala
Betsy L. Purtell
Ruth Ratner
Marilyn Rock
Toni Ann Ross
Eric Schuell
Raymond Valenti
Mary Ann White
Myra Zelson
Richard Zemo

Wm. Raveis, Milford
Weichert Realtors Orge
ReMax Schoolside Realtors
Prudential Ct. Realty, North Haven
Calcagni Associates, Cheshire
Wm. Raveis RE, Milford
Prudential Ct. Relaty, Wallingford
Betsy Grauer Realty
Wm. Raveis RE, Milford
Clayton Property Brokers, LLC
Coldwell Banker Residential Brokerage, Orge
Platinum Associates, LLC
American First Realty LLC
Advantage One Real Estate
Weichert Realtors Regional Properties, Orge
Wm. Raveis RE, Cheshire
Coldwell Banker Residential Brokerage, Orge
Prudential Ct. Realty, North Haven
Wm. Raveis RE, Milford
Calcagni Associates, Cheshire
Wm. Raveis RE, Milford
Coldwell Banker Residential Brokerage, Cheshire
Keller Williams Realty Central Connecticut
Calcagni Associates, Cheshire
Weichert Realtors Regional Properties, Orge
ERA Seigel Realty, Hamden
ReMax Schoolside Realtors
Weichert Realtors Regional Properties
Coldwell Banker Residential Brokerage, Woodbridge
Wm. Raveis RE, Milford

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 REFUNDABLE CHECK payable to GNHAR. There are a limited number of seats available! Thank you!

Monday, November 13	MLXchange I	9:30-12:00	LIMIT 16
	CMA	12:15-1:15	LIMIT 16
Friday, November 17	MLXchange II	9:30-11:30	LIMIT 16
	Designer Tools*	12:00-2:00	LIMIT 8
Wed., December 13	MLXchange I	9:30-12:00 Noon	LIMIT 16
	CMA	12:15-1:15 PM	LIMIT 16
Thurs., December 21	MLXchange II	9:30-11:30 AM	LIMIT 16
	Designer Tools*	12:00-2:00 PM	LIMIT 8

(TWO (2) PER COMPUTER)

***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

**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!!**

GAD Report Continued from Page 1

The **Woodbridge Planning and Zoning Commission** is scheduled to meet October 16 to discuss possible amendments to town sign regulations. The Planning Department is reviewing standards for sign regulations. They are gathering information from other towns regarding provisions for all temporary signs, including realty signs. A proposal is expected and will be scheduled for a public hearing later this year.

The **GAD** team recently prepared a request for submission to **NAR** for monies from **NAR's State and Local Initiative Fund**. This request is similar to the request that gave rise to \$4,000 grant received by **GNHAR** in 2004. If awarded, this grant will be utilized to support a series of upcoming **GAD**- initiated conferences to educate and influence local public officials and policy makers concerning the need for solutions to expand workforce housing in Connecticut communities. Workforce housing, alternative housing, and inclusive zoning incentives are all hot topics across the nation. These conferences will again be co-sponsored by the **Eastern, Middlesex/Shoreline and Greater New Haven Associations**.

Just last week **Governor M. Jodi Rell** issued an Executive Order creating an Office of Responsible Growth to coordinate state housing opportunity initiatives and to control rampant, ill-conceived development. Part of this initiative calls for the expansion of housing opportunities to meet the needs of all Connecticut residents and accommodate an expanding workforce. This effort has the potential to influence local zoning attitudes, hopefully in a positive way.

The **GAD** team continues with planning efforts for the January 2007 Conference on workforce housing. This program will be timely because of other state activity regarding this subject. Consequently, this will be a golden opportunity for the Associations to interject themselves as willing, significant players, indicating concern for the need for Workforce Housing. **NAR** is looking for pro-active activity on the part of Associations and, if the grant is awarded, the Associations' involvement will need to be documented and reported. If **GNHAR** members assist with encouraging local regulators and policymaker's involvement, these conferences will be a success. More details on these events will be forthcoming, as available.



**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.

DESIGNATED REALTOR APPLICATIONS:

Clem Fucci d/b/a Weichert Realtors Regional Properties, 2440 Whitney Ave, Hamden 06518, 203-288-2500 phone, 203-288-4600 fax – 2nd office - Full

Frank Santino d/b/a Mid-State Realty LLC, 44 Rice Rd, Meriden 06450 – 203-235-2090 Full

Janice McCullough d/b/a McCullough Real Estate LLC, 36 Jamestown Circle, Wallingford 06492 203-265-2261 phone, 203-265-6742 fax – Full

Gerald P Fogarty d/b/a Gerald P Fogarty, 18 Chester Road, Easton 06612 203-374-7156 phone Full Company

Edwin H Ahlefeld d/b/a Residential Appraisals Service, 371 Willow Rd, Guilford 06437 203-458-1459 phone – Full

Julia Wells d/b/a Washington Mutual Bank, 385 Monticello Dr, Branford 06405 203-208-0997 – Full

REALTOR APPLICATIONS:

Ana V Mitchell, Prudential CT Realty, Wallingford
 Dan T Okhamafe, ERA Innovative Realty, Wallingford
 Danielle J Kamienski, GR&L & Realtors, New Haven
 Romeo D Goingo, Max Com Realty, Orange
 Richard Ochman, H Pearce Real Estate, New Haven
 Whitney L Jackson, Prudential Ct Realty, Orange
 Lisa B Thomas, Prudential CT Realty, New Haven
 Michael Canty, Remco Realty LLC, New Haven
 Alphonse Casanova, Annette Gambardella Real Estate, East Haven
 James F Cragin, Prudential CT Realty, Wallingford
 Pearl Miles, Century 21 American Dream, Hamden
 Maria C Mauro, GR&L Realtors, New Haven
 Robert G Paddock, Merge 3 Brokerage, New Haven
 Juan A Rodriguez, ERA Chona-Guillen Realty, West Haven
 Thomas Tramazzo, Raveis Real Estate, Cheshire
 C Stephen Holmberg, Calcagni Assoc., Hamden
 Lisa A Bova, Calcagni Assoc., Hamden
 Robert D Creigh, ERA Property World, Milford
 Nina Y Bubaris, Raveis Real Estate, Cheshire
 Yasmine V Cronin, H Pearce, Orange
 Heidi L Matusik, Calcagni Assoc., Cheshire
 Nikki J DeGregorio, Clayton Properties, East Haven
 Michael Falcone, ERA Innovative Realty, Wallingford
 Rosemary Rodrigues, ERA Chona-Guillen Realty, West Haven
 Mark DeAngelis, Century 21 Access America, Wallingford
 Debra A Holloway, Coldwell Banker Res Brokerage, Milford
 Donna A Florenzano, Coldwell Banker Res brokerage, North Haven
 Sally J Mullins, Coldwell Banker Res Brokerage, Cheshire
 Susan L Wiedenmann, Coldwell Banker Res Brokerage, Wallingford

Eugene C Ferreira, Raveis Real Estate, Cheshire
 Arlene E Henry, ReMax Amity, Orange
 Tara G Hardy, Century 21 Access America, Milford
 Mitchell Goldblatt, H Pearce Real Estate, Orange
 David Lemel, ERA Seigel Realty, Hamden
 Linda Henderson, Weichert Regional, Orange
 Nancy D Ramirez, Century 21 Access America, Wallingford
 Giang H Ho, Calcagni Assoc, Hamden
 Vicki Anne Stone, Weichert Quinnipiac, Wallingford
 Vincent C Orsini, Century 21 Today, West Haven
 Maribel Cubillos-Ramos, Kirwan Real Estate, Wallingford
 Michael Clark, Michael Coppola RE, Milford
 Teresa Santillo, Weichert Regional, Hamden
 Cele Okoro, ERA Innovative, Wallingford
 Peter Tuccio, Century 21 Access America, Milford
 Karl Dyer, Coldwell Banker Res Brokerage, Milford
 Ray Persaud, Century 21 Access America, New Haven
 Paul Podesva, Prudential CT Realty, New Haven
 Katie Volenec, Raveis Real Estate, Milford
 Bridie Bradbury-Souza, Calcagni Assoc., Wallingford
 James Lillis, Prudential Ct Realty, Wallingford
 Rita M Bailey, Raveis Real Estate, Cheshire
 Horace F Chambers, Group Four Realty, Middletown
 David Trzcinski, MainLine New England RE, Wallingford

WELCOME THE FOLLOWING MLS ONLY NEW MEMBERS:

Lucy Larrancuente-Johnson d/b/a Larrancuente & Johnson Realty, 932 State St., New Haven 06511 203-624-7653 phone, 203-624-7656 fax – 2nd MLS Only Office
 Andrew Fautley d/b/a Vanderbilt Appraisal Co., 220 Lexington Ave, 16th A , New York, New York, 10021 – 212-546-1070 phone, 212-546-1064 fax – MLS Only

CHANGES

Gladys Bradley now representing Century 21 Access America, New Haven
 Catherine DeRose now representing Century 21 Today, West Haven
 Rosemary Engengro now representing First Choice Real Estate, Hamden
 Lucille Sablitz now representing Weichert Quinnipiac Properties, Wallingford
 Karen Gaudio now representing Weichert Regional Properties, Orange
 Yolanda Dillon now representing Westville Realty, New Haven
 Kristen Burr now representing Ennis Realty, Meriden
 Ted Anastasio now representing Ron Masella Realty, Hamden
 Julie Greco now representing First Choice Real Estate, Hamden
 Shawn SanMiguel now representing Ennis Realty, Meriden
 Barbara Fischetti now representing Guerra Realtors, Branford
 Diane Murray now representing ERA Property World, Milford
 Mark Mnich now representing Keller Williams, Cheshire
 Cecelia Parillo now representing Berardino Realtors, Durham
 Kenneth Dubin now representing Classic Properties, Hamden
 William Tozzo now representing Keller Williams, Cheshire
 David M Zito now representing Keller Williams, Cheshire
 Gwen Forrest now representing Connecticut Realty Partners, New Haven
 Michelle Rein now representing Coldwell Banker Res Brokerage, Wallingford
 Vincent Messina now representing MaxCom Realty, Orange
 Irva DellaValle now representing Classic Properties, Hamden
 Maria Logodicio now representing Raveis Real Estate, Cheshire
 Patricia Begley now representing Raveis Real Estate, Cheshire
 Paul Ditefano now representing Weichert Regional Properties, Orange

Wayne Harriman now representing Raveis Real Estate, Cheshire
 Patricia Harriman now representing Raveis Real Estate, Cheshire
 Steve A Martin now representing Raveis Real Estate, Cheshire
 Matt Fiorillo now representing Coldwell Banker Res Brokerage, Hamden

OFFICE PHONE/FAX CHANGE

First Choice Real Estate, Hamden 203-288-6330 phone, 203-288-2280 fax
 Ross Associates – 203-285-4789 phone

OFFICE ADDRESS CHANGE

Lombardi Realty Group, 137 Main St, Seymour 06483 same phone/fax
 Old Colony Appraisal, 1001 Old Colony Road #3-5, Meriden, 06451 203-639-4752 phone, 203-639-4753 fax
 Wachovia Bank, 174 Minortown Rd, Woodbury 06798 203-405-2265 phone
 BRS Group, 40 Bramble Way, Cheshire 06410
 Century 21 Today, 263 Center St., West Haven same phone/fax
 The Small Group, 350 Augusta Dr, Orange 06477 203-710-8221 phone

TERMINATED

Edward Anderson d/b/a YNH Assoc, 123 York St #1C, New Haven – Full
 Chris Buswell d/b/a Options Real Estate, 35 West Broad St #105, Stamford – MLS
 Robert Comfort d/b/a RC Real Estate, P O Box 3487, Westport – MLS
 Carey Halkiotis d/b/a Platinum Real Estate, 179 Post Road West, Westport – MLS
 James Weiner d/b/a Amerigest Mtg, 115 East Grand Unit #3, New Haven - MLS

**WIRELESS ACCESS TO MLS
NOW AVAILABLE**

Co-Op MLS of Connecticut is proud to provide wireless access to MLS content for its members. Wireless MLX will have a cost of \$9.99 per month and will be billed quarterly. To Register for MLX Wireless, please complete the on-line registration at

<http://coop.mixwireless.com/register>

It's as easy as 1-2-3-(4). Once you SUBMIT your application, a login account will automatically be created for you, and you'll receive confirmation of your account and your login details via email. If you have any questions about MLX Wireless, or wireless MLS service in general, please refer to the MLX Wireless Resource Center.

<http://coop.mlxwireless.com/register/MLXWirelessTutorial.swf>

If at any time you wish to cancel your subscription to this wireless service, you can do so through the Resources section on the Home Page of MLXchange. Before you sign up for the service be sure that your wireless phone is compatible with it. You should have a Data Capable Phone, Palm, Blackberry, Pocket PC, etc. If you have any questions about fees, service, providers, etc.

PLEASE CALL THE ASSOCIATION OFFICE BEFORE YOU SIGN UP (203) 237-7700 or visit <http://greaternhrealtors.com/mlxchange.html>

REALTORS
Making the News



RESIDENTIAL BROKERAGE



**CECILIA JONES TO HEAD
COLDWELL BANKER RESIDENTIAL
BROKERAGE'S NEW HAVEN OFFICE**
New Haven, CT (September 6, 2006) –
Coldwell Banker Residential Brokerage is
pleased to announce that Cecilia (Ceil) Jones
has been appointed to the position of
Manager for the company's New Haven
office.

The New Haven native has over 20 years of
experience in selling real estate. From 1993
to the present, she has been ranked among
the top four sales associates at the H. Pearce
Company. From 1986-1992, she was a
salesperson for ERA - A & M Real Estate in
Guilford. While with ERA, she was named top
sales person in the state of Connecticut for the
company.

A Guilford resident, Jones has extensive
knowledge of new construction and land
development. Jones is very active in the
community as Chairperson of the United
Methodist Church of Branford Building
Committee. In addition, she is Chairperson
of the Church's Building Fund, and is a past
member of the Church's Board of Trustees.
She is also Chairperson of the Learn and
Play Childcare Center — a Daycare Center
and Nursery School in Branford.

An avid gardener and artist, Jones developed
her skills at Creative Arts Workshop, in New
Haven. She is married to William Jones and
has two grown children, Dr. Sarah Jones
Levin of Milford and Evan Jones of White
Plains, NY.

Coldwell Banker Residential Brokerage's
New Haven office is located at 93 Whitney
Ave., New Haven, CT 06510. Phone: (203)
773-9047. Fax: (203) 777-2299.

CRS-204

Creating Wealth Through Residential Real Estate Investments

More people have become wealthy investing in
real estate than many other investments. Agents
who want to learn the specific secrets to smart
real estate investments can discover them in
this course. Students will learn how to identify
the right opportunities, compare real estate
with other investments and create additional
wealth-for themselves and their clients. This
high-energy course explores another way to
generate sales that have been overlooked. And
the results can be life changing! This class is a
must for any real estate professional looking to
create wealth through residential real estate
investment.

DATE: October 24-25, 2006

PLACE: Maron Hotel & Suites, 42 Lake Ave.
Ext., Danbury, CT 06877 (203) 791-2200

COST: \$380 - CRS Ct Members \$300

TO REGISTER:

Call 860-354-6444 or 860-354-1248
E-mail: debracwaldorf@aol.com

Financial calculator required.
CRS suggests the Hewlett Packard 10B

MLS NOTICE

**EFFECTIVE IMMEDIATELY
ANY MLS SUPPLIES YOU WOULD LIKE
MAILED (INSTEAD OF PICKING UP
FROM THE ASSOCIATION OFFICE), IS
LIMITED TO 50 PER FORM.
ANY QUESTIONS, PLEASE CALL
ROSEANN, 203-234-7700 EXT. 10**



**EDUCATION AND KNOWLEDGE
ARE YOUR KEYS TO SUCCESS!!!**

FAST TRACK

**Principles & Practices of RE Course
(For Salesperson license in Ct.)
Begins Monday, Oct. 23
Mon & Wed AM & PM
Instructor: David Jones
\$450.00 total incl books & tax**

**Principles & Practices of RE Course
(Salesperson licensing - Ct.)
Begins Tuesday, November 28th,
Tues. & Thurs. evenings
\$450.00 ttl incl books & tax**

ABR

**Accredited Buyer Representative
Designed for the Real Estate agent who
needs specialized training and knowledge
to better serve the consumer.
Two Days - January 4, 2007
and January 9, 2007
9AM to 4 PM
Instructor: Fred Southwell
\$275.00**

U.S.P.A.P.

**(Uniform Standards of Professional
Appraisal Practice)
Approved for Appraisal licensing purposes
Two days - Sat., Jan 13 & Sat. Jan. 20, 2007
8:30 AM to 5 PM
Instructor: Linda Sepso
\$300.00 ttl**

ABR Elective Course "Negotiation"

**In addition to the two day primary ABR
course, you will need to successfully
complete this additional one day elective
course. May be taken prior to or after the
primary ABR course.
A valuable addition to your real estate
education.....
January 16, 2007 - 9 AM - 4 PM
Instructor: Fred Southwell
\$125.00**

ATTENTION PART TIME AGENTS

**THE ASSOCIATION MAILS
ALL MAILINGS TO YOUR
OFFICE....**

**IT HAS BECOME A
PROBLEM WHEN PART
TIME AGENTS DO NOT
PICK UP THEIR MAIL
FROM THE OFFICE THEY
ARE AFFILIATED WITH.**

**PLEASE NOTIFY YOUR
OFFICE MANAGER TO
FORWARD YOUR MAIL TO
YOU..OR PICK IT UP
REGULARLY!**

ANNUAL SALES REPORT

MONTH	TOTAL SALES \$ VALUE		TOTAL SALES #		NEW LISTINGS		DEPOSITS		ACTIVE		
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	
JANUARY	97,876,566	113,753,810	119,721,246	433	399	837	496	548	1,510	1,939	2,983
% change	15%	16%	5%	7%	-8%	10%	-6%	10%	-15%	28%	54%
FEBRUARY	91,605,728	93,500,613	91,684,600	347	325	793	628	654	1,593	1,887	3,161
% change	57%	2%	-2%	-14%	-6%	8%	17%	4%	-10%	18%	68%
MARCH	105,866,610	123,195,209	162,937,456	505	637	1,031	775	788	1,755	1,931	3,845
% change	17%	16%	32%	6%	26%	-1%	13%	2%	-4%	10%	99%
APRIL	133,384,455	143,916,682	127,705,339	548	441	1,252	818	886	1,824	2,005	3,639
% change	39%	8%	-11%	4%	-20%	19%	19%	8%	-3%	10%	81%
MAY	131,241,734	158,485,708	182,151,136	589	628	1,221	763	826	1,913	2,316	3,871
% change	26%	21%	15%	8%	7%	13%	1%	8%	-4%	21%	67%
JUNE	198,860,392	236,197,147	224,312,878	828	746	1,248	746	743	2,117	2,388	3,925
% change	46%	19%	-5%	7%	-10%	5%	3%	0%	3%	13%	64%
JULY	165,053,490	213,820,430	202,744,979	700	645	1,181	700	703	2,258	2,618	4,140
% change	5%	30%	-5%	9%	-8%	5%	1%	0%	10%	16%	58%
AUGUST	198,157,649	211,184,616	189,490,742	752	647	1,246	619	722	2,405	2,834	4,177
% change	23%	7%	-10%	-7%	-8%	18%	-6%	17%	13%	18%	47%
SEPTEMBER	146,202,332	206,579,155	156,882,119	715	521	1,348	634	628	2,364	2,939	4,024
% change	-4%	41%	-24%	21%	-27%	41%	6%	-1%	13%	24%	37%
OCTOBER	152,448,097	166,985,510	145,763,495	552	498	1,195	618	604	2,500	3,258	3,771
% change	19%	10%	-3%	-2%	-28.6%	14%	1%	-2%	16%	30%	12.6%
NOVEMBER	134,799,466	147,608,600	147,608,600	507	507	973	597	514	2,310	3,222	2,986
% change	24%	10%	7%	-2%	-45.3%	33%	18%	-14%	12%	39%	22.5%
DECEMBER	162,945,179	159,453,150	159,453,150	564	564	565	418	343	1,925	2,646	2,986
% change	20%	-2%	4%	-6%	-28.6%	3%	15%	-18%	16%	37%	12.6%
TOTALS	1,718,441,698	1,974,680,632	1,457,630,495	6,988	4,988	12,892	7,812	7,959	24,474	29,986	33,771
INCREASE/DECREASE		14.9%	-26.2%	2.9%	-28.6%	13.8%	-45.3%	1.9%	-27.4%	22.5%	12.6%

ESCROW ACCOUNTS AND ESCROW DEPOSITS COMMONLY ASKED QUESTIONS

From: Connecticut Association of REALTORS®, Inc.

Question:
When must deposit monies be deposited?

Answer:
According to the Connecticut Real Estate Regulations, deposit monies received by a real estate licensee must be deposited within 72 hours of the date that the parties reach an agreement. This is an outside limit, and deposit monies may be deposited prior to the expiration of the 72 hour limit.

Question:
Where must deposit monies be deposited?

Answer: *According to the Connecticut Statutes, monies which a real estate broker receives as a deposit must be deposited in an interest bearing account with the interest periodically swept by the bank and paid to the Connecticut Housing Finance Authority. These accounts are known as IORETA Accounts. The Connecticut Housing Finance Authority maintains a list of banks which participate in the IORETA Program.*

Question:
When may a deposit be released?

Answer: *Deposits may only be released by agreement of the parties or order of the court. Under no circumstances should deposit monies be released without either the agreement of both parties or an order of the court indicating to whom the deposit monies should be paid. The mere request of the seller, buyer, or an attorney representing either the seller or the buyer, as to the disposition of the deposit monies should never be acted upon without the agreement of the other party or either his or her attorney.*

Question:
May a postdated check be accepted as a deposit?

Answer:
NO: Postdated checks should not be accepted as a deposit.

Question:
What is the standard amount required as a deposit?

Answer:
There is no "standard" amount required as a deposit as the amount of the deposit is negotiable between the parties. There is no magic in this amount, and offers should be presented to a seller even if the prospective purchaser wishes to post less than a 1% deposit.

Questions:
What should a salesperson do when receiving deposit monies?

Answer:
Any monies which a salesperson receives should be immediately turned over to the broker for deposit into the broker's escrow account.

Question:
What should the REALTOR® do if the buyer and seller get into a dispute over the deposit?

Answer: *Initially, nothing. Since the REALTOR® CANNOT RELEASE FUNDS UNLESS THE PARTIES AGREE OR THERE IS A COURT ORDER, THE REALTOR® should continue to hold the funds. If one of the parties stars a lawsuit against the REALTOR®, the REALTOR® should file a motion to pay the disputed funds into the court. Public Act 96-105 provides that upon such payment into court, the broker will be dismissed from the suit if*

there are no other claims against the broker. The form for this process is available on C.A.R.s website at www.ctrealtor.com. It is entitled "Motion to Deposit Escrow Funds with Court."

Question:
How long should escrow monies be kept?

Answer:
The escrow monies should be kept until the parties agree on the recipient or a court issues a judgment identifying the recipient. However, if the parties do not agree and no court action has been started, escrow monies are treated the same way as unclaimed bank accounts. The funds must be paid over to the State Treasurer, and the State Treasurer will hold the funds. Forms for this process are available from the State Treasurer's office and from www.ctrealtor.com

Question:
The buyer's agent is insisting on holding the deposit. Shouldn't the deposit be held by the listing broker?

Answer:
The short answer to this question is it does not matter. Whether the listing agent or the buyer agent holds the deposit is irrelevant since whom ever is holding the deposit holds it in escrow for both of the parties and is not free to release the funds absent the agreement of the parties or an order of the court.

The Connecticut Home Browser

A Real Estate Buyers Guide

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