

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No.249

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

August, 2007

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 Paul Gradwell



Congratulations

The following members have been awarded the 2007 Second 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 General Membership Meeting on Thursday, Oct. 4th at Laurel View Country Club....or mailed. All recipients were featured in the Aug. 3rd issue of The Connecticut Home Browser magazine, and also featured on the Association Web Site - greaternhrealtors.com.

Carolyn Augur	ReMax Right Choice
Stacy Blake	ReMax Right Choice
Chris K Canfield	ReMax Schoolside
Beth Cantor	Calcagni Associates, Hmd.
Patrick R. Combs	Dan Combs R.E.
Sharon Coughlin	Calcagni Associates, Ches.
Kathy Croteau	CB, North Haven
Stephanie Ellison	ReMax Right Choice
Gillian Goldrich	CB, Woodbridge
Betsy Grauer	Betsy Grauer Realty
Margarita Grignano	Prudential Ct., Wall.
Dawn Hoydilla	Prudential Ct., Wall.
James Hudgens	Wm. Raveis, Milford
Wayne Hugendubel	CB, Orange
Dorothy Karska-Piech	Calcagni Associates, Ches.
Joan Kranyak	Calcagni Associates, Ches.
Barbara Lehrer	CB, Orange
Carol Loehmann	Calcagni Associates, Ches.
Lorie Maiorano	Calcagni Associates, No.H.
Vincent Masotta	H. Pearce, Wall.
James Porto	CB, Milford
Ruth Ratner	Keller Williams Realty
Toni Ross	Weichert Realtors, Orange
Sandy Maier Schede	Maier Real Estate
Eric Schuell	ERA Seigel Realty
Warren Seigel	ERA Seigel, WH
Michele Uss	Wm. Raveis, Milford
Daniela Volo	Calcagni Associates, Wall.
Stephen Votto	Calcagni Associates, Hmd
Linda Wilson	CB, Milford
James R. Wrzosek	Classic Properties

See attached nomination form for requirements for Quarterly "Awards"

My Friends:

Let's talk about training and education this month.

Your Association recognizes the fact that during this shifting market new strategies are needed therefore, new educational opportunities are available and being offered to all of us because of our New Educational Initiative.

Our school has new leadership, new ideas, new directions and new energy. The new head of the education department is Lynne Westerhoff who was introduced to you a few weeks ago. We are confident that under her new leadership each and everyone of us can grow by attending the courses and seminars that are being offered. We must realize that it is not the number of years that we have invested in the business. Sometimes a "new" agent knows more that someone who has been around for many years. Just think about how both the computer and the Internet have changed not only our business life but our lives in general. We must all realize that we grow when we say "I do not know". By saying "I do not know" we acknowledge that we must learn new things and get rejuvenated.

The education department will also be reinvented through the creation of an Oversight committee chaired by Maureen Campbell. Maureen and her committee have spent and will continue to spend quality time in creating new standards for instructors, new courses and new governance guidelines. We thank her for this task that she has undertaken.

If you want to view, first hand, one of the new innovative course selections that are available, just check out "Using Both Sides of Your Brain" on September 25th, 1:00-4:00 PM.

I know that you will like the "NEW" NEW HAVEN REAL ESTATE SCHOOL.

Warm Regards,
Paul

PROTECT YOUR HOME

Article courtesy of HouseMaster Home Inspections, (800) 526-3939

(NAPS)--Although many of today's homes have security systems, there are further steps a homeowner can take to help prevent intrusion. For example, making sure a home appears occupied is an easy way to divert uninvited guests. Invitations to intrusion include notes on the door, unshoveled snow or an unmowed lawn, accumulations of mail or newspapers, total interior darkness before a normal bedtime and an empty garage or carport with no vehicles present.

According to the experts at HouseMaster, leaders in the home inspection industry, making the house appear lived in even when away by alternating timed lighting and radios and having neighbors pick up the newspaper or mail is a critical security measure. To discourage intruders, also keep doors and windows locked, especially at basement and first-floor levels or where the home is accessible from a tree, porch or other structure. Inside doors that lead to the basement or garage should also be kept locked.

To learn more, visit www.housemaster.com/homedefects.



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

Officers of the Association

- President.....Paul Gradwell
- President Elect..... Marc Seigel
- First Vice-President.....Maureen Campbell
- Second Vice-President.....Al Scafati
- TreasurerPaul Ott
- Secretary.....Lee McParland
- Exec V.P.....Roberta N. O'Hara RCE

Directors

- Elizabeth Alberico
- Alan Barberino
- Tom Cavaliere
- E. Tyler Della Valle
- John Guerra
- Susan Izzo
- Linda Lang-Bankowski
- Gena Lockery
- Brian Valenti
- Wendy Weir

Immed. Past Pres.: James Porto

Thank You

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

Platinum Level Sponsor - \$2,000

- Chase Home Finance
- Franklin Mortgage, LLC
- M W Financial Group, Ltd.
- M. H. Schaefer Inspection Service
- New Haven Register
- The Real Estate Book
- Tiger Home & Building Inspections
- Wells Fargo Home Mortgage

Gold Level Sponsor - \$1,000

- Allspect Home Inspections
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- Law Offices of William M> Raccio LLC
- People's Bank
- Residential Home Funding
- Tyler Cooper & Alcorn
- Washington Mutual
- Silver Level Sponsor - \$500
- Law Offices of Gregory T. Lattanzi, LLC

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!

Thurs., Sept. 6, 2007	Advanced MLX	9:30-11:30	LIMIT 16
	CMA	11:30-12:30	LIMIT 16
Thurs., Oct. 11, 2007	Basic MLX	9:30-11:30	LIMIT 16
	CMA	11:30-12:30	LIMIT 16
Friday, Oct. 26, 2007	Advanced MLX	9:30-12:30	LIMIT 16
	Prospecting Manager	11:30-12:30	LIMIT 16
Mon., Oct. 29, 2007	Designer Tools	10:00-12:00	LIMIT 16
		1:00-3:00	LIMIT 16

(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

**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
Jeannie Mollica**



The Association Office and Board of Directors regret to inform you of the recent death of a fellow REALTOR®, Gregory J Mulherin. Mr. Mulherin passed away on Monday, July 30th. He was the owner and manager of Gregory Mulherin Realtors and represented the George J. Smith Commercial RE Agency for 25 years. Mr. Mulherin was President of our Association in 1984 and a contributing member since 1965. We extend our deepest sympathy to his family and friends.

Our deepest sympathy also goes out to Jean Coggiullo of Wm. Raveis Real Estate, Milford Office, who lost her husband Dr. Joseph Coggiullo Jr. on August 2nd. Our sincere condolences to Jean and her family.

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 REALTORS APPLICATIONS

Mary Cavallo d/b/a Listedmyhouse.com, 6 Way Rd., Middlefield - Full Membership

James T. Parisi, d/b/a James Parisi, LLC, 9 Wildwood Circle, Middlefield - Full

Steve Nassar d/b/a Kingdom Real Estate, 100 N. Cherry St., Wallingford - Full

Shawn SanMiguel d/b/a Consolidated Realty Services, 116 Washington Ave., No. Haven - full

David Reyad d/b/a Buyer's Capital, 452 Forest Rd., West Haven - Full

Richard Subrt d/b/a World Savings, 2900 Westchester Ave., Purchase, NY - 2nd office and 2 Adams Pl., Quincy, MA - 3rd office

Samuel Kaplowitz d/b/a Quest Realty Group, 114 Sherman Ave., New Haven - Full

Kevin Costa d/b/a Koss Real Estate, 1588 Whitney Ave., Hamden - Full

Deborah Battista d/b/a Domus Realtors & Associates, LLC, 212 Blue Hills Rd., No. Haven - Full

Avi Ron d/b/a SSG Real Estate, 381 Hubbard St., Glastonbury - Board Only

REALTORAPPLICATIONS:

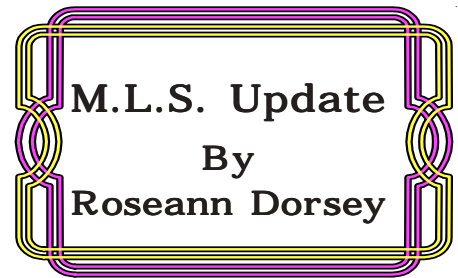
- Mary J Edeen, Calcagni, Wall
- Joash Arduini, Calcagni, No Haven
- Brandon A Ranciato, First Choice RE
- Krista T Cusano, Fischer Properties
- Beth A Sansalone, Innovative Properties
- Mohamed Taroua, Weichert, Hamden
- Thomas Calello, Weichert, Hamden
- Nancy A Paddock, MaxCom Realty
- Frederika Johnson, J Redding Realty
- Wade J. Caszatt, E. Drake Real Estate
- Dianna Huebner, Weichert, Hamden
- Janet Hayes, Weichert, Hamden
- Kate Klein, Wm. Raveis, Cheshire
- Menachem Levitin, Prestige Realty
- Dorothea Grant, C21 Access Amer., NH
- Robert D. Smith, C21 Access Amer., NH
- Traci L Paskiewicz, C21 Access Amer., Milf.
- Anthony Jarvis, C21 Access Amer., Wall.
- Gricelda Avila, C21 Access Amer., Wall.
- Robin Patnaude, ERA Property World
- Charles Kroopneck, ERA Property World
- Anna Avgoulas, ERA Fort Hale Realty
- Carol Agin, CB, Woodbridge
- Toni Levett, CB, Wallingford
- Eric Peet, Ditchkus RE
- Roberta Hoskie-Graham, Westville Realty
- Jamie Coady, Prudential Ct, EH
- Bruno T. Ciccone, Platinum Associates
- Frank Jannotta, Sette Real Estate
- Michael Harris, H. Pearce, Orange
- Charlene Hopperstad, Barberino RE
- Bontiveron Hoff, Homerun Realty
- Patrick Mitchell, Buyer's Capital
- Taurin Batts, GRL & Realtors

REINSTATED MEMBERSHIP:

Kerri Kelshall-Ward working for Westwood Relaty, 141 W. Elm St., New Haven.

COMPANY CLOSED:

Wayne D'Amico d/b/a Wayne D'Amico, P O Box 426, Essex.



CLOSED & MISSING PHOTOS

Letters will be going out for properties On Deposit & Show and missing photographs. When you receive the letter, you will have:

FOR PHOTOS: 5 working days to submit a photo to the MLS. You can do it in one of three ways:

1. Enter a digital photo directly from your computer to the system.
2. Email, as an attachment, a digital photo file(s) in ".jpg" no larger than 6 MB to rdorsey@snet.net
3. Photos may be mailed or delivered to the New Haven Association (Attention Roseann).

FOR DEPOSITS: 48 hours to change the listing status from Deposit or Show to Close.

CTMS WILL FINE \$50.00 FOR FAILURE TO COMPLY WITH THESE RULES.

If you have any questions, please feel free to call Roseann, (203) 234-7700.

NEW FORM FOR NON MLS LISTINGS ATTACHED TO THIS NEWSLETTER

If a listing IS NOT for MLS, CTMLS has created a form "NON-MLS LISTING FORM AND Instructions to Withold Listing from CTMLS. In the future, instead of submitting the listing contract to the Association, you can just fax this form. YES IT IS REQUIRED AND THE FORM IS AVAILABLE ON LINE @

ctstatwidemls.com

A copy of the form is also attached in this Realtor News

NEW HAVEN REAL ESTATE STORE NEWS!

The Association Store has in stock the following items to purchase:

- Manual Pushbutton Lockboxes - \$30.00
- Realtor Attache Cases - \$21.00
- Sign Riders, \$6.00, Sign Kits, \$7.00, House Shaped signs for Open Houses, \$9.00 and A-Frames, \$34.00
- Brochure Holders w/Lawn Stakes - \$23.00 (All prices include tax)

CREDIT REPORTS

You can run your credit reports through the New Haven Association. These are Experian Credit Reports. Cost is only \$11.25 plus tax (\$11.93). All correspondence is done by fax and turn around time is 1 hour - Monday-Fri - from when we receive it. Any questions, please call Roseann, (203) 234-7700.

THE NEW HAVEN REAL ESTATE SCHOOL
127 WASHINGTON AVE., NORTH HAVEN, CT
(203) 234-3938 - ASK FOR LYNNE

NOW OFFERING:
CONTINUING EDUCATION

The following courses are currently scheduled for continuing education credits.

We also offer Continuing Education Elective Courses for Real Estate and Appraisal online.

For more information on updates to the schedule and to access online courses, please visit our website at: www.greaternhrealtors.com

2008 REAL ESTATE CONTINUING EDUCATION (CE) REQUIREMENTS

2008 License Renewal Deadlines:

- ✓ Brokers: 3/31/08
- ✓ Salespersons: 5/31/08

You DO NOT SUBMIT Continuing Education Certificates with your 2008 renewal form or mail to the Department of Consumer Protection unless requested.

Please **retain original certificates for 3 years** in the event you are selected for audit by the state.

NEW MANDATORY CLASSES FOR RENEWAL IN 2008 ARE AS FOLLOWS:

CURRENT ISSUES IN REAL ESTATE I	3 hours
CURRENT ISSUES IN REAL ESTATE II	3 hours
TWO (2) ELECTIVE COURSES	Each 3 hours

CURRENT CE CLASSES RUNNING:

SEPTEMBER	COURSE	TIMES	INSTRUCTOR
17, 19, 24, & 26	GRI	9 – 5 p.m.	All 4 days required
18*	Basic Building Construction	9 – noon	Joe DeLaurentis
18*	Current Issues in Real Estate I	1 - 4 p.m.	Teresa Sirico
OCTOBER			
1	How to do Business Brokerage	9 – noon	Harold Kent
9*	Current Issues in Real Estate I *	9 – noon	Mike Sexton
9*	Current Issues in Real Estate II*	1 - 4 p.m.	Mike Sexton
16*	Current Issues in Real Estate II*	9 – noon	Teresa Sirico
16*	Environmental Issues	1 - 4 p.m.	Joe DeLaurentis
18*	Real Estate for the 55+ Crowd	1 - 4 p.m.	Teresa Sirico
23, 25	ABR & ELECTIVE	9 – 4 p.m.	Fred Southwell
24*	Preparing the Buyer & Seller for Home Inspection	9 – noon	Joe DeLaurentis
24*	Current Issues in Real Estate I	1 - 4 p.m.	Teresa Sirico
30	ABR ELECTIVE: <u>FORECLOSURE</u>		
	<u>OPPORTUNITIES FOR BUYER'S/CLIENTS</u>	9 – 4 p.m.	Fred Southwell
31	How to do Business Brokerage	1 - 4 p.m.	Harold Kent
NOVEMBER			
12	How to do Business Brokerage	9 – noon	Harold Kent
13	Real Estate for the 55+ Crowd	1 - 4 p.m.	Teresa Sirico
14*	Current Issues in Real Estate I*	9 – 12 noon	Teresa Sirico
14*	Current Issues in Real Estate II*	1 - 4 p.m.	Teresa Sirico
28*	Current Issues in Real Estate I*	9 – 12 noon	Teresa Sirico
28*	Current Issues in Real Estate II*	1 - 4 p.m.	Teresa Sirico
DECEMBER			
12	Ethics & Dispute Resolution	1 - 4 p.m.	Mike Sexton

ANNUAL SALES REPORT

	TOTAL SALES ACTIVE \$ VALUE		TOTAL SALES #		NEW LISTINGS		DEPOSITS				
	2006	2007	2005	2006	2005	2006	2005	2006	2007		
113,753,810	119,721,246	117,612,082	433	399	837	1,168	1,309	482	1,939	2,983	3,574
16%	5%	-2%	7%	-8%	10%	40%	12%	-3%	28%	54%	20%
93,500,613	91,684,600	88,687,814	347	325	793	1,095	926	515	1,887	3,161	3,373
2%	-2%	-3%	-14%	-6%	8%	38%	-15%	-11%	18%	68%	7%
123,195,209	162,937,456	120,596,418	505	637	1,031	1,604	1,024	539	1,931	3,845	3,560
16%	32%	-26%	6%	26%	-1%	56%	-36%	-26%	10%	99%	-7%
143,916,682	127,705,339	123,407,519	548	441	1,252	1,325	1,224	575	2,005	3,639	3,686
8%	-11%	-3%	4%	-20%	19%	6%	-8%	-13%	10%	81%	1%
158,485,708	182,151,136	149,540,713	589	628	1,221	1,494	1,261	587	2,316	3,871	3,816
21%	15%	-18%	8%	7%	13%	22%	-16%	-26%	21%	67%	-1%
236,197,147	224,312,878	183,245,823	828	746	1,248	1,472	1,167	533	2,388	3,925	3,888
19%	-5%	-18%	7%	-10%	5%	18%	-21%	-27%	13%	64%	-1%
213,820,430	202,744,979	166,927,752	700	645	1,181	1,333	1,202	561	2,618	4,140	3,992
30%	-5%	-18%	9%	-8%	5%	13%	-10%	-8%	16%	58%	-4%
211,184,616	189,490,742	113,132,674	700	647	1,246	1,377	740	321	2,834	4,177	4,027
7%	-10%	-40%	-7%	-8%	18%	11%	-46%	-51%	18%	47%	-4%
206,579,155	156,882,119	715	715	521	1,348	1,286	628	2,939	2,939	4,024	3,888
41%	-24%	21%	21%	-27%	41%	-5%	-1%	24%	24%	37%	1%
166,985,510	151,713,146	552	552	534	1,195	1,256	604	3,258	3,258	4,209	3,992
10%	-9%	-2%	-2%	-3%	14%	5%	-2%	30%	30%	29%	-4%
147,608,600	137,452,422	507	507	470	973	960	514	3,967	3,222	3,967	3,992
10%	-7%	-7%	-2%	-7%	33%	-1%	-14%	39%	39%	23%	-4%
159,453,150	137,835,558	564	564	500	565	663	343	2,646	2,646	3,346	3,992
-2%	-14%	-40%	-6%	-11%	3%	17%	-18%	37%	37%	26%	-4%
1,974,680,632	1,884,631,621	1,063,150,794	6,988	6,492	12,892	15,035	8,852	7,959	29,986	45,294	29,916
14.9%	-4.6%	-43.6%	2.9%	-7.1%	13.8%	16.6%	-41.1%	1.9%	22.5%	51.1%	-34.0.8%

AUGUST FIGURES REFLECT THE EARLY CLOSE DATE OF 8/22/2007

CONNECTICUT HOME BROWSER
MAGAZINE
Published by
The Greater New Haven Assn of
REALTORS®, Inc.



NOW OFFERING A
NEW COMMERCIAL SECTION!!!!

How do you market those small commercial properties? Maybe a small ad in the Sunday newspaper! Word of mouth! Flyers? We have a better idea.....Advertise in our new "Commercial Section" of the Ct. Home Browser.

We distribute over 11,000 copies of the magazine bi-weekly to 21 area towns and 17 Stop and Shop stores.....AND THE ENTIRE ISSUE IS ON LINE...Because we publish as a service to you, our members, the cost is very low to you.

OUR NEW "COMMERCIAL SECTION" consists of 9 blocks per page - COST TO YOU ONLY \$10.00 PP PER BLOCK. Your block, whether you reserve one or nine, will show a photograph and description of your listed property.....

If you haven't tried advertising in the Browser, talk to the hundreds of REALTORS® who do, after over nine years of successful publishing many of our original clients are still using the Browser to market their listings.....

Call Joan Quinn, (203) 234-7700 VM 14 for more information or visit our web site and have a look at our current issue www.cthomebrowser.com




**2007
GNHAR
Charity Golf
Tournament**

**IF YOU HAVEN'T SIGNED UP TO
PARTICIPATE IN OUR ANNUAL GOLF
TOURNAMENT - PLEASE ACT NOW!**

Monday, September 17th

**Laurel View Country Club, Hamden
\$160.00 includes**

**Lunch, 18 holes of golf w/cart, player gift,
shotgun start, closet to the pin contest,
longest drive contest, hole-in-one-car,
cocktail hour, prime rib dinner and
awards!!**

**AND ITS FOR A GREAT CAUSE!
CALL (203) 234-7700**

THE REALTORS CODE OF ETHICS

This is a third of a series of articles to be published monthly.

Each article will contain actual case histories of problems relating to real estate ethics which were presented to actual Hearing Panels and decisions made. These are actual quotes from the Code of Ethics Manual and are both interesting and educational, I hope you enjoy them.

CASE INTERPRETATIONS RELATING TO ARTICLE 1

Case #1-5: *Promotion of Clients Interests*

Client A gave an exclusive listing on a house to REALTOR® B, stating that he thought \$132,500 would be a fair price for the property. REALTOR® B agreed and the house was listed at that price in a 90-day listing contract. REALTOR® B advertised the house without response, showing it to a few prospective buyers who lost interest when they learned the price. In a sales meeting in his office, REALTOR® B discussed the property, advised his associates that it appeared to be overpriced, and that advertising and showing of the property had proved to be a waste of time and money.

After six weeks had gone by without a word from REALTOR® B, Client A called REALTOR® B's office without identifying himself described the property, and asked if the firm was still offering it for sale. The response he received from one of REALTOR® B's nonmember associates was: "We still have the house listed, but there is little interest in it because, in our opinion, it is overpriced and not as attractive a value as other property we can show you."

Client A wrote to the Board of REALTOR® complaining of REALTOR® B's action, charging failure to promote and protect the client's interest by REALTOR® B's failure to advise the client of his judgment that the price agreed upon in the listing contract was excessive, and by REALTOR® failure to actively seek a buyer.

In a hearing on the complaint before a Hearing Panel of the Board's Professional Standards Committee, REALTOR® B's response was that Client A had emphatically insisted that he wanted \$132,500 for the property; that by advertising and showing the property he had made a diligent effort to attract a buyer at that price; that in receiving almost no response to this effort he was obliged to conclude that the house would not sell at the listed price; that in view of the client's attitude at the time of listing, he felt it would be useless to attempt to get Client A's agreement to lower the listed price; and that he had instructed his staff not to actively market the property at that price.

The Hearing Panel concluded that REALTOR® B was in violation of Article 1; that he had been unfaithful in his obligations in not advising his client of his conclusion that the property was overpriced, based on the response to his initial sales efforts; and in withholding his best efforts to bring about a sale of the property in the interests of his client.

Case #1-6: *Fidelity to Client's Interests*

REALTOR® A managed an apartment building owned by Client B. In his capacity as property manager, REALTOR® A received a written offer to purchase the building from Buyer C. REALTOR® A responded that the building was not for sale. A few days later Buyer C met Client B and told him that he thought he had made an attractive offer through his agent, and indicated that he would be interested in knowing what price would interest Client B. Client B answered that he had received no offer through REALTOR® A and asked for the details.

Client B then filed a complaint against REALTOR® A with the local Board of REALTOR® charging failure to represent and promote his interests. His complaint specified that while REALTOR® A had been engaged as a property manager, he had at no time told him not to submit any offers to buy, and that in the absence of any discussion whatever on this point, he felt that REALTOR® A should have recognized a professional obligation to acquaint him with Buyer C's offer which, he stated in the complaint, was definitely attractive to him.

REALTOR® A was notified of the complaint and directed to appear before a panel of the Board's Professional Standards Committee. In his defense, REALTOR® A stated that his only relationship with Client B was a property manager under the terms of a management contract; that he had not been engaged as a broker; that at no time had the client ever indicated an interest in selling the building; that in advising Buyer C that the property was not on the market, he felt that he was protecting his client against an attempt to take his time in discussing a transaction which he felt sure would not interest him.

It was the conclusion of the Hearing Panel that REALTOR® A was in violation of Article; that in the absence of any instructions not to submit offers, he should have recognized that fidelity to his client's interest, as required under Article 1 of the Code of Ethics, obligated him to acquaint his client with a definite offer to buy the property; and that any real estate investor would obviously wish to know of such an offer.

NEW HAVEN ASSOCIATION OF REALTORS®, INC. NOMINATION FOR “AWARDS PROGRAM” 2007

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

Firm: _____ First time Winner? Yes _____ No _____

Address: _____ Primary Board: _____

Town: _____ Zip Code: _____ Phone: _____

PLEASE COMPLETE THE FOLLOWING INFORMATION

Address Close Date	Town	Sales Firm	List Firm	MLS#

REQUIREMENTS FOR QUARTERLY “AWARD”:

1. All 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.
2. To qualify, you must earn 9 points per calendar quarter. 1 point is earned if you are the listing or the selling agent on a property that closed during the quarter. YOU WILL EARN 2 POINTS ONLY if you are both the listing and selling agent, DURING THE SAME QUARTER.
3. The Service must receive this nomination form by the 10th of the month following the end of the quarter.
4. A full computer printout of each listing MUST be included to qualify.
5. The Designated REALTOR® or Office Manager must sign this form. A PHOTOGRAPH OF THE RECIPIENT MUST BE INCLUDED OR E-MAILED (ct-homebrowser@snet.net) FOR PUBLICATION.

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



CONNECTICUT MULTIPLE LISTING SERVICE, INC.
127 WASHINGTON AVENUE, 2ND FLOOR
NORTH HAVEN, CT 06473
P. (203) 234-7001 F. (203) 234-7151
WWW.CTSTATEWIDEMLS.COM



NON-MLS LISTING FORM

Instruction to Withhold Listing from CTMLS

I/we(Owner(s)) _____, affirm that we
have instructed you (REALTOR(S)®) _____,
to withhold our property located at (Listed Property) _____, CT
from the Multiple Listing Service (MLS) from (Date) ___/___/___ until (Date) ___/___/___.

My Listing Agent has explained and I understand that by instructing my Agent not to submit my property to the MLS as required by the MLS Rules and Regulations my property will not be offered to other REALTORS® to show and sell to their buyer clients.

My Listing Agent has further explained that by not submitting my property to the MLS, my property will not be advertised on REALTOR.com, the most visited real estate website on the internet.

I further understand that by not submitting my property to the MLS, which is a major marketing tool, the exposure of my property to the marketplace may be limited and that this limitation may result in fewer offers to purchase.

Owner's Name _____

Participant's Name _____

Owner's Signature _____

Participant's Signature _____

No. & Street _____

No. & Street _____

City, State, Zip _____ Date ___/___/___

City, State, Zip _____ Date ___/___/___

Owner's Name _____

Owner's Signature _____

No. & Street _____

City, State, Zip _____ Date ___/___/___

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CTMLS Rules and Regulations

4.1.1 Mandatory Property Listings. Listings of the following types of property located within the state of Connecticut taken by Participants on an Exclusive Right to Sell/Rent or Exclusive Agency to Sell/Rent Listing contract shall, in accordance with these Rules & Regulations, be input into the Service system within forty-eight (48) hours after all necessary signatures of Seller(s) and Participant, or his/her authorized agent, have been obtained:

- a) Single family homes, condominiums, town houses, co-ops, mobile homes for sale, lease or exchange
- b) Vacant lots and acreage for sale, lease or exchange
- c) Two-, three-, and four-family residential buildings for sale, lease or exchange.

4.4 Exempted Listings. If a Seller refuses, on the Seller's initiative, to permit an identified property to be Listed in the system, and if the Seller executes a Non-MLS Listing Form with respect to that identified property, and if the Listing Broker delivers the non-MLS Listing Form to the Service before the Deadline for Filing with respect to that property, the Participant with which the Listing Broker is affiliated may then take the identified property as an "Office exclusive", and the property shall not be required to become a Listed Property or be included in any Service Compilation. The NON-MLS Listing Form or other written confirmation must be signed by the Seller of the identified property and must meet the same Deadline For Filing imposed under these Rules & Regulations for the same type of Listed Property. If, in a Listing Agreement, the Seller and the Listing Broker agree to defer the filing of the property with the Service to a fixed ate in the future, or to a date in the future still to be determined, the Listing Broker shall File a Non-MLS Listing Form with respect to the property by the Deadline for Filing.

NOTE: THE FINE FOR FAILURE TO COMPLY IS \$50.00

PLEASE NOTE:

IF YOU OWN A SUPRA KEY LOCKBOX PURCHASED FROM THIS ASSOCIATION - YOU MUST ATTEND

GE
Security

More than a lockbox!



On September 28, the **Greater New Haven Association of REALTORS,® Inc.**, is converting to **Supra's point-and-beam iBoxes!** Because the iBox allows you to enhance the way you do business, we are holding a **series of educational previews** to prepare you for what's ahead.

Thursday, September 6, 2007
Holiday Inn North Haven
201 Washington Avenue, North Haven

Here's what we'll cover:

How the iBox works with the lockbox key you already have

How to include the iBox in your listing presentations

What new lockbox keys will be available and how they can boost your productivity and step you ahead of your competition

How to use "The REALTOR®'s best friend" to stay on top of your business any time and anywhere with no hassle, and no cradle!

How to put the Supra system to work for you, sending you emails when you've had showings, creating and customizing showing and feedback reports you can use to advise your sellers

Please make sure others in your company see this notice. This information will not be repeated at the keybox event. There is no additional training or information session at the keybox event unless you want to start using your PDA or smartphone as your lockbox key. Free hands-on workshops run continuously all day if you choose to add eKEY service to your device.

Reserve your spot now. Previews start at 9, 11, and 1.

Log on to www.supraekey.com.

Click the **Meetings and Workshops** link.

Select State and City from the dropdown list, and click Find.

Click Signup next to the preview time you prefer. We'll send you a confirming email, then a reminder.



imagination at work

IF YOU OWN A SUPRA KEY PURCHASED FROM US, YOU MUST ATTEND BOTH DAYS!!!!
SEPT. 6 AND 28TH - SIGN UP NOW!!!!

GE
Security

Greater New Haven Association
of REALTORS,® Inc.

New Supra KeyBoxes!

The Greater New Haven Association of REALTORS,® Inc., is converting to Supra's point-and-beam iBoxes! We are holding an exchange event to make it easy for you to trade in your old gray (AEII) keyboxes and get started with the new.

Friday, September 28, 2007

Holiday Inn North Haven, 201 Washington Avenue, North Haven

At the event:

If you are an active member of the Association, you will be able to **trade your old gray AEII keyboxes purchased from the Association** one-for-one for new blue iBoxes. Gray boxes from any other Association will not be accepted for trade.

If you would like to use a **smartphone or PDA** as your lockbox key, this is a great time to make the switch to **eKEY Service**. There will be free hands-on workshops available during this event.

YOU MUST ATTEND IN PERSON TO RECEIVE NEW EQUIPMENT.

We have reserved an appointment time for you based on your last name. Please check the chart to see where your last name falls alphabetically. If you cannot come at the reserved time, try to trade appointments with another agent.

If you want to keep your DisplayKEY, here is your "what to bring" checklist

- ✓ Your photo ID
- ✓ Your old gray (AEII) keyboxes

Plan to be at the exchange about an hour.

After the event the gray boxes will be **out of warranty**, and will **no longer be approved for use on your listings**. If you cannot make this event, please contact the Association to make other arrangements.



Time	Friday, Sept. 28
9:00 AM	AAAA - ANTO
9:15 AM	ARBE - BARB
9:30 AM	BARI - BRIM
9:45 AM	BROD - CHAU
10:00 AM	CHIC - CRON
10:15 AM	CROS - DICK
10:30 AM	DIFR - FERR
10:45 AM	FEST - GOLD
11:00 AM	GOLE - HERB
11:15 AM	HERP - JOSE
11:30 AM	Closed-lunch
1:00 PM	JOY - LEHR
1:15 PM	LEIS - MASE
1:30 PM	MASL - MORT
1:45 PM	MOSE - PARI
2:00 PM	PARK - RANK
2:15 PM	RATN - SANT
2:30 PM	SAPI - SMAL
2:45 PM	SMER - TENC
3:00 PM	TERR - VOLO
3:15 PM	VOTT - ZZZZ
3:30 PM	Closed

