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# REALTOR<sup>®</sup> NEWS

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

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Issue No. 252

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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.

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## PRESIDENT 'S MESSAGE

By  
**Paul Gradwell**

My Friends:

It has been my honor to serve you this year. That honor became more evident when you voted to name me your last President of GNHAR and your first Chairman of the Board at our Installation Dinner earlier this month. Thank you.

This year has certainly been a YEAR OF CHALLENGE...A YEAR OF CHANGE. We have experienced a shifting market. We have faced many challenges in assuring that YOUR board will continue to be a viable value to YOU. Your board has taken on and answered several difficult challenges throughout this year and I have to personally thank these fine people for their Servant Leadership. Despite these challenges, I can assure you that we are stronger than ever.

Marc Seigel, your 2008 Chairman of the Board is destined to be one of the finest Realtors to occupy this office. He has been at every meeting and talked with every person that I have throughout this year. He has been my eyes and my ears, therefore, you know that there will be no on the job training from this talented young leader. I am proud to call him my friend. I wish him my best and I will do whatever I can to assist him and the board throughout this year.

I must also thank Lee McParland and Jim Porto who began to create this office into the august position that it is today. I salute them.

I thank Roberta O'Hara, your President and the staff of GNHAR. They certainly are the "wind beneath my wings".

And thanks to all of you for the trust that you placed upon me during this year. I hope that I utilized the limited wisdom that I possess to place GNHAR on the road to a new day.

Over the years, I have heard outgoing presidents say, "I am glad that I am leaving". To be frank with you, I enjoyed every moment of The Presidency. I will miss the challenges and the decisions, but mostly I will miss you and the conversations we all had in making this organization a better organization. If challenges arrive on our horizon in the future, I will embrace the opportunity to serve you again in this office.

This is a time to reflect. Our legacy will only be known five or ten years from now. I trust that future leaders of GNHAR will say "They led the Way".

Our best days are ahead of us.

Farewell,  
Paul E. Gradwell  
Chairman of the Board



**Happy  
Holidays  
and  
Happy  
New  
Year**

**From  
The Staff  
GNHAR**

**Robert O'Hara  
Joan Quinn  
Edward Spósito  
Jeannine Mollica  
Roseann Dorsey  
Francisco Garcia  
Lynne Westerhoff  
Dawn Menta**

The  
Greater New Haven Association  
of  
Realtors  
offices will be closed  
for the holiday  
Monday, December 24 &  
Tuesday, December 25th.

**2008 DUES**

Bills for the 2008 dues will be sent out  
before the end of December.

Please remit promptly

**THE CONNECTICUT  
HOME BROWSE  
MAGAZINE**

**DEADLINE FOR THE JAN. 4, 2008 ISSUE  
IS WEDNESDAY, DECEMBER 19TH, 12  
NOON. (EARLY DUE TO THE HOLIDAY)**

**PLEASE FORWARD ALL ADS BEFORE  
THE DEADLINE.  
HAPPY NEW YEAR  
JOAN QUINN  
(203) 234-7700 VM 14**



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  
FirstVice-President.....Maureen Campbell  
Second Vice-President.....Al Scafati  
Treasurer .....Paul 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**

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Law Office of Edward C. Burt, Jr., PC  
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  
TD Banknorth

**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!

## CALL FOR THE JANUARY, 2008 SCHEDULE (203) 234-7700

**(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  
Jeannine Mollica**



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:**

Prudential CT Realty, Orange  
Noelle Geremia  
Holly Geremia  
Buyer's Capital, West Haven  
Jihad Shaheer  
True Realty, Wallingford  
Elizabeth Schlett

**DESIGNATED REALTOR APPLICATIONS:**

Angela Morton d/b/a A & M Real Estate Assoc., LLC., 18 Sunset Rd., Hamden – Full Office  
Kathryn D'Errico d/b/a Heritage Appraisal, 411 Edgewood Avenue, New Haven – Full Office  
Karen Lombardi d/b/a Allied Appraisal Services, 24 Morehouse Ave., Milford – Full Office

**AGENT CHANGES:**

Andrew Reimann now rep Exit Creative Realty, Wallingford  
Deborah Karen Huegel now rep Coldwell Banker, Cheshire  
Sharon D'Orlando now rep Coldwell Banker, Cheshire  
Marcello Delmonaco now rep Keller Williams, Cheshire  
Nicole DeFrancesco now rep Keller Williams, Cheshire  
Richard A. Lee now rep William Raveis Real Estate, Cheshire  
Maria T. Ramos now rep Realty Associates, Meriden  
Moustapha Diakhate now rep Keller Williams, Cheshire  
Mark DeCola now rep DeCola Realty, LLC, New Haven

James Caramanello now rep Coldwell Banker, Cheshire  
Ana Pena now rep William Raveis, Milford  
Andrew Reimann now rep Exit Creative Realty, Wallingford  
Bonnie DeMartino now rep William Raveis, Cheshire  
Donna Cardona now rep Coldwell Banker, North Haven  
Brian Valenti now rep William Raveis, Cheshire  
Donna Baylor now representing William Raveis, Cheshire  
Helen Temple now representing Century 21 Access America, Bridgeport  
Paul Distefano now representing Coldwell Banker Res. Brokerage, Orange  
Sylvia Mitchell now representing Coldwell Banker Res. Brokerage, Orange  
Diane Briganti-Paecht now representing H. Pearce Company, Branford  
Jennifer Petalcorin now representing Century 21 Access America, New Haven  
Erik Larka now representing Prudential CT Realty, Milford  
Zita Mahayosnarnd now representing Realty Associates, Meriden  
Stacy Zalewski now representing Calcagni Associates, North Haven  
Beth Sansalone now representing Innovative Properties, Cromwell  
Christinia Setaro now representing Classic Properties, Hamden  
Paula Dotson now representing Platinum Associates, New Haven  
Mary Thomas now representing Prudential CT Realty, Wallingford  
Cheryl Adamo, Griecelda Avila, John Bish, Patrick Hamilton, Stuart Hecht, Susan Klavins, Robert Lunney, Jr., Jeffrey Natale, Iana Perchikova, Beverly Peterson, Patricia Raffile, Edward Slavin, Donna Zona now representing Century 21 Access America, Meriden  
Louis Scigliano now representing Prudential CT Realty, North Haven  
Valerie Baggott now representing ERA Property World, Milford  
Patricia Basile now representing Prudential CT Realty, Orange  
Linda Warburton now representing Domus Realtors, North Haven

Mary Thomas now representing Prudential CT Realty, Wallingford  
Sabrina Parent now representing Century 21 Access America, Meriden  
Dominic Tata now representing Prudential CT Realty, North Haven

**COMPANY CLOSED:**

Anthony Martingano, d/b/a Hughes Appraisal, 7 Hughes St., Ext., East Haven – Full Office

**Congratulations!**

**The follow NEW members have been approved as REALTORS® by the GNHAR Board of Directors**

William Raveis, Milford  
Rosanne Vargo  
Coldwell Banker Res. Brokerage, Cheshire  
Linda Murray  
Margolis Management Realty  
Joyce Brown  
Weichert Realtors, Orange  
Mark Chmiel  
E. Drake Real Estate, Hamden  
Nydia Felix  
Realty Associates, Meriden  
Deborah Lint  
Century 21 Today, West Haven  
Michael Quoka  
Buyer's Capital, West Haven  
Vernita Smith  
Consolidated Realty Services, North Haven  
Jorden Ostrofsky  
Century 21 Access America, New Haven  
Simon Anyanwu  
Premier Residential, Woodbridge  
Rachel Meyer  
Weichert Regional Properties, Orange  
Harlenn Lindsay  
Coldwell Banker, Woodbridge  
Donovan Mainville  
Calcagni Associates, Hamden  
Cheryl Capasso  
William Brinton  
AvailableProperty.US/Residential  
Samuel C. Bradford