
REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 242

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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

I can't believe that this year is almost gone! It has been my privilege to serve as your President this year. It has been a year in which our Association has seen tremendous challenges and changes and to your credit we have met every one and prospered.

I will start by thanking our staff lead by Roberta O'Hara. Thanks to Joan Quinn, Kate Blake, Roseanne Dorsey, Jeannine Mollica, Edward Sposito, Ellie Healey and Francisco Garcia. I appreciate their support

I thank all the members of the Board of Directors, Committee Chairs and Committee members for their service and support.

When I started the year I had 8 main goals:

1. Education - to make the Association the first choice for Continued Ed. Thanks to Ellie and our great teaching staff-mission accomplished!
2. RPAC - to stress the importance of our Association to be an effective political voice in championing homeowners' rights and REALTOR[®] interests - Greatly improved!
3. Participation - to encourage more members to get involved - you answered the call - Thank You!
4. GAD - Our government affairs director had an increased group of REALTORS[®] on which to call to discuss and respond to local issues.
5. Communication - to increase communication from the President and Board to keep members informed - I think you have to be the judge of that.
6. Sponsors - to sustain and increase our sponsor program so that we may offer great speakers and programs to our members at little or no cost - I think this year's speakers and power lunches were fantastic!
7. Technology - bringing our Association up-to-date and helping our members. Two words; Francisco Garcia. WOW!
8. Leadership - leading by example

Next year Paul Gradwell will be your President. He has great ideas and great enthusiasm. I know we will enjoy a fabulous 2007!

GAD Report

Government Affairs

Directors News

November, 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.

Wallingford town officials have begun rewriting a set of regulations, hoping to avoid controversy and confusion that have plagued open space communities in the past. Open space developments, formerly known as Open Space Planned Residential Districts, permit developers to build more units per acre than in conventional subdivisions, in exchange for a greater percentage of restricted open space. Open space communities have the appearance of standard subdivisions, but land adjacent to the homes is owned in common. The underlying purpose of these regulations is to preserve open land. Town Planner Mark DeVoe has raised concerns that existing regulations are not specific enough to avoid questions when addressing structures, fences and personal items on the open space. It is anticipated that the proposed regulations will cover more than simply the use of open space. Also, possible reductions in the amount of wetland areas which can be designated as open space is expected to help reduce the housing density allowed under current regulations. An early December public hearing on this matter is planned.

Continued on Page 3

**MEMBERSHIP
PLEASE NOTE
AND
POST**

We will be billing out for dues at the end of December. If you have changed companies or are not going to continue your membership. Please let us know by December 15th. This will correct the billing and you won't be charged any administrative fees.

Any questions, please feel free to call Kate at (203) 234-7700.



REALTOR®

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
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Thank You

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

Platinum Level Sponsor - \$2,000	Gold Level Sponsor - \$1,000
M. H. Schaefer Inspection	GMAC Mortgage
New Haven Register	Law office of Edward Burt
The Real Estate Book	Washington Mutual
Tiger Home Inspection	Peoples Bank
Tyler Cooper & Alcorn	Arbella Insurance Group
Wells Fargo Home Mortgage	Silver Level Sponsor - \$500
The Harry Sessa Team, Bank of America	EPI Mortgage
	Allspect Home Inspections

The Connecticut Home Browser
A Real Estate Buyers Guide

SPECIAL ANNOUNCEMENT

**Beginning with the January 19, 2007 issue
WE WILL HAVE 4 ADDITIONAL COLOR PAGES
IN THE CENTER OF EVERY ISSUE.**

These pages must be contracted or reserved in advance.

Cost:

**\$170.00 PP per page/issue Open Rate
\$150.00 PP per page/issue when contracted
for 26 issues**

Call for availability

Call Joan Quinn,

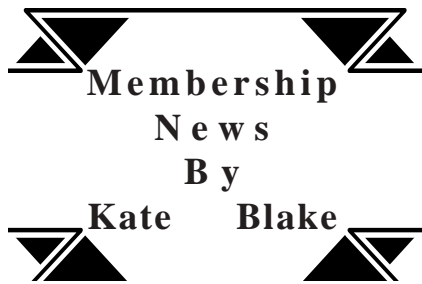
Telephone: (203) 234-7700 VM 14

Fax: (203) 234-3980

cthomebrowser.com

e-mail:

ct-homebrowser@snet.net



**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 REALTORS APPLICATIONS

Michele T Defilippo d/b/a Appraisals MD, 17 Ridgewood Ct, North Haven, CT 06473. Phone (203) 464-9456, Fax (203) 281-0845 - Full

Daniel P Sunderland d/b/a Sunderland Realty, 164 Vista Dr., East Haven, CT 06512. Phone (203) 889-3110, Fax (203) 468-8401. - Full

REALTOR APPLICATIONS:

Moustapha Diakhate, Merge 3 Brokerage, NH
Wm. M. Thompson, CB, Orange
Mark Winik, Levey Miller Maretz, Wood.
Karen J. Drozd, Weichert Reg. Prop., Orge
Wm. J. Stokes, Wilson & Citak, Wall.
Daniel T DelVecchio, Weichert Reg. Prop. Org
Geraldyn M Kinney, Premier Res., Wood.
Maria A Conlon, ERA Prop. World, Milf.
Balvin Wight, C21 Access Amer., NH
Travis Smith, C21 Access Amer., NH
Andrea C Brower, Raveis RE, Milford
Evis Trim, Weichert Reg. Prop., Orange
Naeem S Mills, C21 Access Amer., NH
Joan J Deutsch, Harborview Realty, WH
Anibal Rosario, C21 Access Amer., NH
Krystina A Gonsalves, CB Res. Brok., Hmd
Belinda L Borrelli, C21 Today, WH
Arelis Adorno, Weichert Quinn, Prop., Wall.
Elaine Bartone, Raveis RE, Cheshire

**WELCOME TO THE FOLLOWING NEW
MLS MEMBER:**

Jason Louis d/b/a CheckPoint Real Estate, 70 Harvest Moon Rd, Easton, CT 06612. Phone (203) 371-6236, Fax (203) 372-5355 - MLS ONLY

AGENT CHANGES:

Sean Doyle now rep Kirwan RE, Wall.
Ramon A Nieves now rep MaxCom, Orange

Anthony Napolitano now rep MP Realty, Ches
Richard A. Lee, Jr now rep CB, Cheshire
Donna Heath now rep CB, Hamden
Stephen Geltman now rep Norman Prop., WH
Michelle Connelly now rep ReMax Royal, Hmd
Nicole DeFrancesco now rep Platinum, EH
Joann Dunsing now rep ERA Seigel, Hamden
Tammy Morse now rep ReMax Royal, Hmd
Shawna Repnin now rep ReMax Royal, Hmd
Phyllis Sedlock now rep ReMax Royal, Hmd
A Maria Smith-Rodriquez now rep ReMax Royal, Hamden
Eric Watley now rep ReMax Royal, Hmd
Leslie Watley now rep ReMax Royal, Hmd
Conon Haywood now rep Prud. Ct., NH
Ronald Hammond now rep Weichert Reg., Hmd
Terry Thompson now rep E Drake RE, Hmd
Linda Bohne now rep CB, Wall.
Joan Terranova now rep CB, NH
Cecilia Jones now rep CB, NH
Michael Vivenzio now rep Cb, Hamden

NEW PHONE/FAX:

Premier Residential, Woodbridge - Phone (203) 397-7420, Fax (203) 287-9365
Charles Sterling Assoc., Milford - Phone (203) 874-8474.

NEW ADDRESS:

Re/Max Right Choice, 105 Technology Dr, Tru mbull, CT 06611 same phone/fax.
ValueQuest Appraisal, 97 East Main St., Meriden, CT 06450, same phone/fax.
The Small Group, LLC, 554 Boston Post Rd, Ste 140, Orange, Ct 06477. Phone (203) 799-1729, Fax (203) 289-9889.

DR CHANGE:

Tarita Colite d/b/a ReMax Great Estates, 428 Main St., Wallingford. Phone (203) 269-8886, Fax (203) 284-2040 - Full was Jackie Regan.

COMPANY NAME CHANGE:

Soundview Valuation Group, P O Box 454, Stratford, CT 06615 was J A See - MLS ONLY

RESIGNED MEMBERSHIP:

Michael Gardocki d/b/a Allspect Inc., 1050 Bridgeport Ave., Milford - Affiliate.
Ken Reid d/b/a Bank of America, 115 Main St., Seymour - Affiliate.
Jack Murphy d/b/a GMAC, 333 Boston Post Rd., Miflond - Affiliate.
Kim Hafford, Washington Mutual, 1952 Whitney Avel., Hamden - Affiliate.

G.A.D. Report Continued

An application to amend subdivision and development regulations of the City of Meriden is being offered by the Meriden Department of Development and Planning. The proposal offered to update open space standards by increasing the quantity, quality and diversity of dedicated open space in neighborhoods. If favorably considered, the changes will require, in any subdivision or development plan, that 15 percent of the total area of the subdivision be set aside for open space or parks. The proposed regulations also set forth the specific manner of ownership and maintenance of the open space, while exempting less than five-lot subdivisions. The **GAD** team and Realtor® Alan Barberino are expected to offer comments at the Planning Commission hearing scheduled for early this month.

The shift toward service jobs has doubled in the last 25 years. The wave of prosperity for the middle class began receding in the mid-1970s. Some say the economic security of the middle class is now in full retreat. The Census Bureau's recent annual report showed that, adjusted for inflation, earnings for U. S. men were lower in 2005 than in 1973. The top one-fifth of American households, however, received more than half the nation's income last year, with most being concentrated in the top five percent. Even though business productivity has risen nationally 16.6 percent, earnings for 80 percent of working American families are actually lower than five years ago.

These facts alone point to a need for "reasonably" priced housing and are indicators that such a need will be prevalent for many years. This, coupled with information that Connecticut's young, working age population is leaving the state for neighboring states which may be better addressing their housing needs, is certainly cause for concern: to policy makers, to economists, AND CERTAINLY TO CONNECTICUT REALTORS®.

Policy makers in CT, both local and state, need to hear specifically from the front line data on what is happening throughout Connecticut. Who better than Realtors® to help bring this information to the forefront? What needs are Greater New Haven area Realtors® seeing in their businesses? What trends are occurring in the Greater New Haven Area? What red flags are being ignored?

Your **GAD** team continues planning the next **GAD** conference on workforce Housing and welcomes and encourages feedback on these and related matters from all **GNHAR** members. The seminar's extensive agenda will include a novel idea for a meaningful approach to breakdown the huge school cost impediment to the development of workforce housing. Details of the seminar will be reported in the next **GAD** Report.

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	405	433	764	837	496	548	1,510	1,939
% change	15%	16%	-6%	7%	-3%	10%	-7%	10%	-15%	28%
FEBRUARY	91,605,728	93,500,613	402	347	734	793	628	654	1,593	1,887
% change	57%	2%	23%	-14%	4%	8%	17%	4%	-10%	18%
MARCH	105,866,610	123,195,209	475	505	1,038	1,031	775	788	1,755	1,931
% change	17%	16%	9%	6%	10%	-1%	13%	2%	-4%	10%
APRIL	133,384,455	143,916,682	529	548	1,050	1,252	818	886	1,824	2,005
% change	39%	8%	22%	4%	13%	19%	19%	8%	-3%	10%
MAY	131,241,734	158,485,708	545	589	1,085	1,221	763	826	1,913	2,316
% change	26%	21%	17%	8%	6%	13%	1%	8%	-4%	21%
JUNE	198,860,392	236,197,147	776	828	1,189	1,248	746	743	2,117	2,388
% change	46%	19%	32%	7%	10%	5%	3%	0%	3%	13%
JULY	165,053,490	213,820,430	640	700	1,122	1,181	700	703	2,258	2,618
% change	5%	30%	8%	9%	12%	5%	1%	0%	10%	16%
AUGUST	198,157,649	211,184,616	752	700	1,053	1,246	619	722	2,405	2,834
% change	23%	7%	11%	-7%	7%	18%	-6%	17%	13%	18%
SEPTEMBER	146,202,332	206,579,155	590	715	957	1,348	634	628	2,364	2,939
% change	-4%	41%	-9%	21%	0%	41%	6%	-1%	13%	24%
OCTOBER	152,448,097	166,985,510	561	552	1,047	1,195	618	604	2,500	3,258
% change	19%	10%	-3%	-2%	13%	14%	1%	-2%	16%	30%
NOVEMBER	134,799,466	147,608,600	515	507	733	973	597	514	2,310	3,222
% change	24%	10%	7%	-2%	3%	33%	18%	-14%	12%	39%
DECEMBER	162,945,179	159,453,150	602	564	551	565	418	343	1,925	2,646
% change	20%	-2%	4%	-6%	26%	3%	15%	-18%	16%	37%
TOTALS	1,718,441,698	1,974,680,632	6,792	6,988	11,324	12,892	7,812	7,959	24,474	29,986
INCREASE/DECREASE	14.9%	-26.2%		2.9%	-45.3%	13.8%		1.9%		22.5%
						-5.7%		-27.4%		12.6%

Effective 11/28/06



**SUPRA KEYS
RENEWAL
NOTICE
PLEASE
NOTE AND POST**

Supra Key renewals will be billed at the end of December for the year 2007. If you are not going to renew your Supra Key lease, please return the key and all the equipment to the Association Office before December 15, 2006. That way we can remove you from the billing and you won't be charged any administrative fees.

Any questions, please call Kate (203) 234-7700.

**P
S
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®**

**Conn. Association of REALTORS®, Inc.
Program & Re-certification**

Members wishing to attain the PSCS® designations are required to attend the two day course, Thursday & Friday, June 7 and 8, 2007.

For current PSCS® designees wishing to keep their designation current and active (renewal once every 3 years), we will be holding a Re-certification PSCS® class Friday afternoon, June 8, 2007. It will be a combined class.

Thursday & Friday, June 7 & 8, 2007
Norwalk Inn, 99 East Ave., Norwalk, CT.
Instructor: Bruce H. Aydt, ABR, ABRM, CRB, SRS, ePRO (sm) NAR Educator of the Year
Fee for either Program or Re-certification - \$10.00
Call Karen Malenfant, (800) 335-4862 x309
or malenfant@ctrealtor.com



CONNECTICUT DEPARTMENT OF PUBLIC HEALTH RADON PROGRAM

A training program for the Conn. Dept. of Public Health's Radon Program has been developed in cooperation with the Univ. of Connecticut's Healthy Environments of Children Initiative.

The course is designed to teach anyone involved with radon testing how to properly measure radon in residential properties.

The course includes radon basics, health concerns, how it enters houses, how to properly measure radon in air and water, quality assurance, control in testing, radon reduction systems, and client communication.

Completing the program results in a certification and listing at the Connecticut Dept. of Public Health's Radon Program.

Tiger Home and Building Inspection is pleased to announce that all thirty of its inspectors and client service personnel who are involved with radon testing have successfully completed the eight-hour course and are listed and certified.

THE TANKSURE PROGRAM

Tiger Home and Building Inspection has added to its home inspection service the TankSure Testing Program with an ULTRASOUND TANK TEST. When the tank qualifies (and 98% do qualify), the buyer receives a FREE \$1,000 tank-replacement warranty from a local participating fuel oil supplier at no additional cost!

TANKSURE PROGRAM BENEFITS

- Heating oil tanks typically corrode from the inside out! The tank may look fine from the outside, but it could be wearing excessively thin.
- The testing (similar to a medical ultrasound) will provide a sense of security - or plenty of advance warning - that a problem is on the horizon.

PRO-ACTIVE \$1,000 REPLACEMENT WARRANTY

- Warranty covers \$1,000 towards the replacement of your tank

- Pro-active replacement of the tank before it leaks
- Protects your property and the environment
- Reduces unexpected costs

TANK INSPECTION CERTIFICATE PROVIDED

- The buyer may be eligible for a discount on his/her home insurance policy - upon presentation of the certificate to an insurance broker
- Important documentation for future home sale

EPA and API approved technology protects your property and the environment.

Call Tiger Home and Building Inspection for further information on scheduling at 1-800-328-INSP

FROM OUR DIRECTOR OF FINANCE EDWARD SPOSITO



IN ORDER TO ASSURE YOU KNOW EXACTLY WHAT YOU ARE BEING CHARGED FOR, "STATEMENTS" ARE BEING SENT MONTHLY FOR YOUR CONVENIENCE - THESE ARE NOT BILLS

THE "INVOICE" YOU RECEIVE IS THE ACTUAL BILL, PLEASE ONLY PAY FROM THE "INVOICE"

IF YOU HAVE ANY QUESTIONS, PLEASE CALL ME EDWARD (203) 234-7700