
REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No.257

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

July, 2008

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.



THE TANKSURE[®] PROGRAM

An above-ground oil tank testing program

Tiger Home & Building Inspections is now including a new and valuable above-ground tank test with our inspections at no additional charge.

Our home inspections that involve an above-ground oil tank can now include an EPA and API approved technology ultrasonic test, a test which has become the standard for testing an above-ground oil tank.

Beyond the normal visual inspection of the above-ground oil tanks—tank surface condition, obvious leaking, prior patching, excessive painting, unstable supports, fuel-line installations/condition, vent pipe, etc.—the ultrasonic test measures the “thickness” of the base metal by sending sound waves through the metal. As oil tanks degrade/corrode from the inside out, the test indicates the level of corrosion occurring inside the tank.

CLIENT BENEFIT

- For tanks that qualify in the program (AND 98% OF THE TANKS TESTED DO QUALIFY) client receives through a local participating oil dealer a free \$1,000 tank replacement warranty.
- Tank Inspection Certificate which can be used to obtain a homeowner’s insurance policy discount.

ENVIRONMENTAL VALUE

In addition to the client’s immediate benefit, the test also is an immense environmental value.

The test creates a standard for analysis, measurement, continuing reporting for preventive replacement. It creates an environmental practice for prevention of unexpected leaking and resulting environmental contamination.

REAL ESTATE TRANSACTION BENEFIT

- The TankSure[®] program helps the real estate transaction.
- Statistics show that 98% OF TANKS TESTED WILL QUALIFY for a FREE transferable \$1,000 tank replacement warranty.
- It is an additional benefit for a seller to pass on to the buyers.
- The Tank Inspection Certificate is documentation for homeowner potential insurance discounts.
- The tank is NOT an issue of continuing concern when part of the program.

We are pleased to include this value added service for our clients free of charge.

If you have any questions, please call.

Joe DeLaurentis, President

HOT SHEET LEGAL TIP
Conn. Association of Realtors®

SOLDS

"Solds" from the MLS are not the equivalent of a public record and therefore cannot be used for advertising. Information used must come from the land records and not from the MLS and must carry a disclaimer in at least the same size font as the advertising indicating that display of a property does not constitute a claim that the REALTOR® sold the property.

PHOTOGRAPHS

When using photographs in advertising, obtain permission from the current owner first...CAR has seen two complaints filed by property owners who had photos of their properties displayed in post-closing ads without their permission.



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
 First Vice-President.....Al Scafati
 Second Vice-President.....Paul Ott
 TreasurerSusan Izzo
 Secretary.....Wendy Weir

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

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 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
Itama, Inc.
M. H. Schaefer Inspection Service
New Haven Register
The Real Estate Book
Tiger Home & Building Inspections

Gold Level Sponsor - \$1,000

Allspect Home Inspections
 Bank of America, Harry Sessa
 GMAC Mortgage
 Law Office of Edward C. Burt, Jr., PC
 Law Offices of William M. Raccio LLC
 People's Bank
 Wells Fargo Home Mortgage

Silver Level Sponsor - \$500

Bearing Star Insurance Group
 Countrywide Home Loans
 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!

FREE MLX TRAINING CLASSES

Please fill out the form below and fax to GNHAR (203) 234-3980. Thank you

Wednesday, July 03	Basic I	9:30-10:30	
	Basic II	11:15-1:15	
	Advanced	2:15 - 4:15	LIMIT 10
Thursday, July 31	CMA w/Report Writer	10:30-12:30	LIMIT 6
	Report Writer:	1:30-3:30	LIMIT 6

IF YOU WISH, YOU MAY BRING YOUR OWN LAPTOP OR NOTEBOOK TO USE

IF YOU NEED TO CANCEL YOUR CLASS, PLEASE NOTIFY US 24 HOURS PRIOR CLASS

THANK YOU

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

SEE PAGE 3 FOR CLASS DESCRIPTIONS

MLXCHANGE CLASS DESCRIPTIONS

Basic 1:

This course is designed as a very basic introduction to MLXchange. This class will concentrate on beginner functionality. The agent will learn how to move around in the system. Topics discussed include homepage navigation, managing clients, simple searching and Hotsheet.

Basic II:

This course is designed for the more seasoned agent that has an established comfort level with the basic functions of the MLXchange system. Topics reviewed will include all search functionality including emailing listings, prospecting and a heavy concentration on the MLXchange Mapping component. *Prerequisite Basic I.

Advanced:

This course is designed to familiarize the agent with the customization tools within MLXchange. Topics covered include adding listings, editing listings, tax searching, template manager, column manager and personal settings. *Prerequisite Basic I & II.

Report Writer:

This course concentrates on customizing your own MLXchange print report. The Report Writer functionality will allow you to create your own personalized print and email report views in MLXchange. Class size is limited to only 6.

CMA w/Report Writer:

This course takes you one step beyond the Basic CMA. CMA w/Report Write gives the agent the ability to not only create their CMA but learn how to customize and personalize a CMA. Prerequisite Basic I, II & CMA.

The Connecticut Home Browser

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

*There will be three issues of the Browser in the month of August, 2008.
August 1, 15 and 29th.*

Deadline to submit ads for these are as follows:

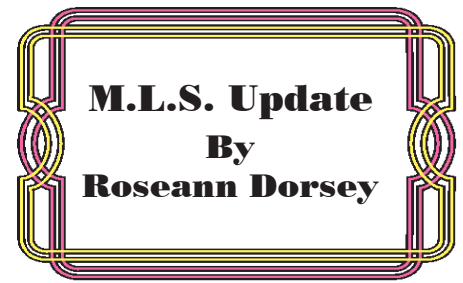
August 1 - No later than 12 noon, Friday, July 18

August 15 - No later than 12 noon, Friday, August 1st

August 29 - No later than 12 noon, Friday, August 15th

***THE BROWSER IS PUBLISHED AS A SERVICE TO OUR MEMBERS,
WITH LOW MEMBER RATES. 10 YEARS OF PUBLICATION PROVES
WE WORK!! TAKE ADVANTAGE. CALL NOW!***

JOAN QUINN (203) 234-7700 VM 14 OR email: ct-homebrowser@snet.net



CREDIT REPORTS

Effective July 1st GNHAR has new Credit Report Applications. The cost and turn around time are the same. (\$12.00 per person)

In addition, We will need a Credit Report Membership Application filled out by your company before using these new Credit Report Applications.

If your office did not receive one, please call Roseann at (203) 234-7700 or email: rdorsey@snet.net.

CT STATEWIDE MLS

REMARKS SECTIONS OF LISTINGS

Some members have been adding a statement to the MLS listings, "commission due and payable only at transfer of title". This statement is superfluous and unnecessary. According to the "Basic Agreement" set forth in the CTMLS bylaws and NAR's MLS policy, one must be the procuring cause of the successful transaction in order to qualify for compensation through the MLS. Ready, willing and able" has nothing to do with collecting compensation through the MLS. The selling brokerage's qualification for compensation through the MLS offer and the listing brokerage's eligibility for compensation according to the terms of the listing agreement have absolutely nothing to do with each other as they are two different agreements without any linkage between them.

The use of phraseology evidences a misunderstanding or lack of understanding of the MLS offer of cooperation and compensation. Commission due and payable only at transfer of title" is superfluous and unnecessary and does not belong in the MLS listing. For further information, please contact Attorney Eugene Marconi via e-mail at marconie@ctrealtor.com with "Adding Statements to the MLS" in the subject line or via telephone at 800-335-4862.

While many banks may require these statements and their name and contact information to be put into MLS Listings, as non subscribers to CTMLS, the banks should not be dictating what information should or should not be in the MLS and neither should their names or contact information be placed anywhere in the "public fields in MLS. Please remember, the "Property Remarks field is for remarks about the property only. If a bank name needs to be placed in the listing it should be done in the "Owner name" field or in the "Agent to Agent Remarks" field only.



Congratulation to the following members who have passed Orientation and are now REALTORS®

Carbutti & Co. Realtors, Wallingford
Lorraine L Yetke

Coldwell Banker Res Brokerage
Timothy M Denbo

ERA Property World, Milford
Marlene Procino

McNeil Realty, New Haven
Shirley A. Gray

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.

Deniser Gordon, North Atlantic Realty, Hamden
Dareem D Parks, Fischer Realtors, WH
Erin E Regan, Jack Regan Realty, Wall.
Iesha T Pittman, First Choice RE
Donna Howe, CB Res Brokerage, Milford
Marlene Procino, ERA Property World, Milford.
Mary S Karedes, Raveis, RE, Cheshire
Stuart Cohn, MaxCom Realty, Orange
Lorraine Yetke, Carbutti & Co., Wall.
Sandra E Shokite, CB Res Brokerage, Milford
Catherine V Chapkovich, Weichert, Orange
Ed Nasr, ERA Property World, Milf.
Timothy M Denbo, CB Res Brok., Milf.
Christine H Lovejoy, CB Res Brok., Milf.
Isaac L McBride, Weichert Realtors, Hamden
Adrian Cote, Raveis RE, Che4shire
Amanda R Faroni, Raveis RE, Cheshire
Bradley M Glazer, Weichert, Orange

OFFICE CHANGE PHONE/FAX
Buyers's Capital Brokerage, LLC, Hamden
800-618-3000, Fax 203-612-9747.
Planet Realty, LLC, New Haven
Phone 203-387-0200

REINSTATED COMPANY
Charito Coriano d/b/a Coriano Realty LLC, 234 Hobart St., Meriden 06450
Phone 203-537-0627,
fax 203-413-6375.

MEMBER CHANGES;

Christine Iannotti now rep First Choice Realty, Hamden.
David W Hawes now rep Prudential CT Realty, Orange
William J Ludwig now now rep Wareck RE, N.H.

OFFICE CLOSED:

Joseph Andy Bishop d/b/a The Joseph Bishop Co.,
280 State St., North Haven, CT.

MASTERING MAINTENANCE
Submitted as educational material by
HouseMaster®

GARAGE DOOR SAFETY

(NAPS)--The garage door is the largest moving object in a home, so keep it operating safely. Regularly check mounting tracks and hardware. If they are not attached properly, the door might come off the track and fall. Corner brackets are usually connected to high-tension cables. If loose, these brackets could fly off at dangerous speeds. Similarly, springs are also connected to high tension cables. Consider hiring a qualified professional to enclose extension springs in a metal tube or install a safety cable inside the extension spring.

Never attempt to lift or move the door by placing fingers near or in the joint between door sections. Monitor children who might be tempted to insert their fingers in these small openings. Some garage doors are equipped with finger-protecting joints that minimize this danger.

Finally, newer-model garage doors usually have an electronic eye or a pressure-sensitive control, which detects objects obstructing the door. Check these safety features periodically. Remember, when in doubt, consult a professional.

REMINDER TO ALL
REALTORS

REALTORS® ARE REQUIRED BY NATIONAL ASSOCIATION OF REALTORS® TO COMPLETE ETHICS TRAINING FOR THE SECOND QUADRENNIAL CYCLE

DEADLINE: DEC. 31, 2008

Between January 1, 2005 and December 31, 2008, per NAR every REALTOR® is required to complete 2 1/2 hours of CODE OF ETHICS training.

If you have not completed an Ethics class since January 1, 2005, the requirement can be met by:

1. Completing the NAR on-line course through the NAR website: <http://www.realtor.org/MemPol-Web.nsf/paages/quadrennialethicstrainingcourse?Open Document>
2. Attending an approved Ethics class in a classroom setting. Please visit our website: www.greaternhrealtors.com for schedules.

Orientation Ethics for New Association Members:

There is also an accompanying ethics orientation training requirement for REALTOR® applicants that must be satisfied after applying for membership. This requirement can also be met by completing either of the above two options.

MONTH	TOTAL SALES \$ VALUE			TOTAL SALES #			NEW LISTINGS			DEPOSITS			ACTIVE		
	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008
JANUARY	119,721,246	117,612,082	59,522,323	399	402	229	1,168	1,309	1,075	498	482	314	2,983	3,574	3,961
% change	5%	-2%	-49%	-8%	1%	-43%	40%	12%	-18%	-9%	-3%	-35%	54%	20%	11%
FEBRUARY	91,684,600	88,687,814	58,219,167	325	306	226	1,095	926	954	578	515	402	3,161	3,373	3,543
% change	-2%	-3%	-34%	-6%	-6%	-26%	38%	-15%	3%	-12%	-11%	-22%	68%	7%	5%
MARCH	162,937,456	120,596,418	86,265,060	637	424	315	1,604	1,024	1,029	732	539	451	3,845	3,560	3,600
% change	32%	-26%	-28%	26%	-33%	-26%	56%	-36%	0%	-7%	-26%	-16%	99%	-7%	1%
APRIL	127,705,339	123,407,519	76,103,112	441	389	280	1,325	1,224	1,055	661	575	514	3,639	3,686	3,846
% change	-11%	-3%	-38%	-20%	-12%	-28%	6%	-8%	-14%	-25%	-13%	-11%	81%	1%	4%
MAY	182,151,136	149,540,713	119,204,567	628	509	433	1,494	1,261	1,135	795	587	460	3,871	3,816	3,884
% change	15%	-18%	-20%	7%	-19%	-15%	22%	-16%	-10%	-4%	-26%	-22%	67%	-1%	2%
JUNE	224,312,878	183,245,823	129,823,548	746	582	424	1,472	1,167	956	729	533	436	3,925	3,888	3,911
% change	-5%	-18%	-29%	-10%	-22%	-27%	18%	-21%	-18%	-2%	-27%	-18%	64%	-1%	1%
JULY	202,744,979	166,927,752		645	550		1,333	1,202		612	561		4,140	3,992	
% change	-5%	-18%	-100%	-8%	-15%	-100%	13%	-10%	-100%	-13%	-8%	-100%	58%	-4%	-100%
AUGUST**	189,490,742	180,076,074		647	579		1,377	980		652	401		4,177	3,899	
% change	-10%	-5%	-100%	-8%	-11%	-100%	11%	-29%	-100%	-10%	-38%	-100%	47%	-7%	-100%
SEPTEMBER	156,882,119	105,345,654		521	367		1,286	1,106		523	347		4,024	3,990	
% change	-24%	-33%	-100%	-27%	-30%	-100%	-5%	-14%	-100%	-17%	-34%	-100%	37%	-1%	-100%
OCTOBER	151,713,146	104,948,419		534	376		1,256	971		542	391		4,209	3,781	
% change	-7%	-31%	-100%	-3%	-30%	-100%	5%	-23%	-100%	-10%	-28%	-100%	29%	-10%	-100%
NOVEMBER	137,452,422	85,625,185		470	286		960	747		489	309		3,967	3,706	
% change	-7%	-38%	-100%	-7%	-39%	-100%	-1%	-22%	-100%	-5%	-37%	-100%	23%	-7%	-100%
DECEMBER	137,835,558	87,309,132		500	302		663	473		372	197		3,346	3,140	
% change	-14%	-37%	-100%	-11%	-40%	-100%	17%	-29%	-100%	8%	-47%	-100%	26%	-6%	-100%
TOTALS	1,884,631,621	1,513,322,583	59,522,323	6,492	5,069	229	15,035	12,388	1,075	7,182	5,434	314	45,294	44,405	3,961
INCREASE/DECREASE	-4.6%	-19.7%	-96.1%	-7.1%	-21.9%	-95.5%	16.6%	-17.6%	-91.3%	-9.8%	-24.3%	-94.2%	51.1%	-2.0%	-91.1%
**AUGUST FIGURES REFLECT THE EARLY CLOSE DATE OF 8/22/2007															