

PRESIDENT 'S MESSAGE

By
James Wrzosek, President

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.

In November our Board of Directors had a full day of strategic planning for the future of our Association. At that time, we revised our mission statement to read as stated above.....

The Association offers course which, if taken, will enhance your knowledge. We have Power Lunches, Membership meetings, and other events which, if attended, will also enhance your knowledge and ultimately make you more profitable. Our products can help you become more professional.

When you hear the word "*professional*" what do you think of? What does it mean to be a professional? Do you think of yourself in those terms? Imagine going to your dentist for a procedure, but he didn't have the necessary equipment in his office. What if he had to run out to borrow the instruments from some other dentist. Or what if he hadn't stayed current in his knowledge of the latest techniques. Would this instill confidence in his ability and professionalism? Do you really want a dentist who "*dabbles*" in dentistry?

In a similar way, ask yourself, "Do I have all the tools required to be a professional REALTOR®?" Do you instill confidence in your clients and colleagues? Being knowledgeable of current trends, laws, legislation, tools, and products is a reflection on each of us as individual REALTORS® and on our profession as a whole.

Our Association offers many opportunities to help you in your career, but it is everyone's responsibility to seek out and take full advantage of these offerings.

RESERVE THIS DATE!!!

General Membership Meeting
Wednesday, April 2, 2003
12 Noon - Laurel View Country Club
Luncheon Buffet

SPEAKERS:

Mathew Ferrara

Nationally renowned speaker on
Technology & How it can Help You Prosper

Peter Indorf of Peter Indorf Jewelers

Mr. Indorf will bring his Pot'o Gold & Gems

There will be a large pot stuffed with gold and silver nuggets, gemstones, diamonds and pearls. For a \$10.00 donation you will receive a scoop which you can mine, everyone is a winner!!!



MAKE A DIFFERENCE!!!

ATTEND

"REALTORS® AT THE CAPITOL"

On Wednesday, March 19, 2003 you have an opportunity to meet one-on-one with your State Senators and Representatives and let your voice be heard! There are a number of potential issues to be decided this year, all of which may have a direct impact on your business, private property rights and the real estate industry as a whole.....

Your support is needed. Mark the morning of March 19th in your calendar and log in to www.ctrealtor.com to Register in Advance, it will be time well spent.....

POWERLUNCH

Wednesday, March 12, 2003 the Association will present another "Power Lunch". The Association through the generosity of our Sponsors is able to offer you the opportunity to hear interesting speakers on subjects of great importance to you.

The "Power Lunch" is offered at no charge and includes a FREE lunch.

Our March 12 session is featuring Mr. David Drescher of Drescher Insurance sponsor of this event. Mr. Drescher will expand on "Insurance in 2003 - A Scary & Expensive Topic", covering house insurance, professional coverage and Errors and Omissions coverage. Flyers were e-mailed and mailed to all members last week. If you haven't signed up do so now as we are limited to 65 attendees.

ASSOCIATION DUES

Association dues were due and payable on or before January 31, 2003.

Past due notices for unpaid dues were sent out the end of January. These must be paid by **March 6th** or computer access will be denied and late fees will be imposed.

PLEASE SEND PAYMENT IMMEDIATELY!

Please call Joan Barrow, (203) 234-7700 with any questions.



REALTOR®

**Official Publication
of the
Greater New Haven
Association of
REALTORS®, Inc.
(203) 234-7700 Fax: 234-3980**

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James Wrzosek**

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Thank You

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

Platinum Level Sponsor - \$2,000
Cendant Mortgage
New Haven Register
Schaefer Inspection
Tyler Cooper & Alcorn

Gold Level Sponsor - \$1,000
Ed Burt, Jr. P.C. Attorney at Law
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REALTOR®

**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.**

**The next course will be held on Thurs-
day, May 8, 2003 from 9 AM - 12:30 PM
and on Thursday, May 15, 2003 from 9
AM - 12:30 PM. Both morning 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**

**CONDOMINIUM
MANAGEMENT GUIDES
AVAILABLE FOR \$5.25 EACH
INCLUDES:**

**Updated list of Condo Management
Companies including their addresses & phone numbers
Over 490 Condominiums and who manages each
in the following areas:
Branford, Cheshire, East Haven, Guilford,
Hamden, Meriden, Milford, New Haven, North
Branford, Northford, North Haven, Orange,
Southington, Wallingford and West Haven**

**Send your check made out to GNHAR to: GNHAR,
127 Washington Ave, LL, West Bldg, No. Haven, Ct 06473
Your copy will be mailed upon receipt of check.**

**COMMERCIAL INVESTMENT DIVISION
(CID) NEWS**

**by
Kristin Geenty, CID President, The
Geenty Group, Realtors (203) 488-1005
kris@geentygroup.com**

The February Meeting was held at
34 Prindle Hill Rd., 23,000 sf of
terrific flex space. The meeting
was hosted by Carl Russell, CCIM, SIOR
of George J. Smith & Son. At Carl's
invitation, The First Selectman of the
Town of Orange, Mitch Goldblatt and the
Economic Developer of Orange, Paul
Grimmer, joined us for the entire meeting,
and spoke about the Edison Road
extension plan, among other issues of
interest.

The next CID meeting will be hosted by
Fred Petrella, CCIM at 285 State St., North
Haven. As many of our members know,
the Association has provided us with an
Exclusive Right to Sell/Lease Contract, for
our use. It is a commercial contract
approved and provided by the Associa-
tion and the CID Executive Committee.
Samples will be made available at the next
meeting for all to use. Additional con-
tracts can be obtained through the
Association office.

Those of our members who have not yet
paid their dues, will no longer receive
announcements of meetings. We welcome
their presence at our monthly meetings,
but ask that they refrain from active
participation until their account is
brought current. Thank you all for your
continued feedback and participation.

Agency Topics

By

Ted Mansfield

Assistant Executive Vice President

Lead

It has been established that lead poisoning can be a serious matter especially for children and pregnant women. Federal and state laws make disclosure and removal requirements for housing with lead hazards. The primary lead hazard is the lead that was contained in lead paint applied manufactured prior to 1978. The highest quality paint contained lead until it use was banned. FHA minimum property standards for new construction required the use of lead based paint during the post war era, when millions of homes were built under FHA standards.

There have been numerous lawsuits against landlords and others where children suffered lead poisoning from poorly maintained lead paint surfaces. Lead paint is the main hazard but older homes can also contain lead water pipes and it also has been found that lead solder joints in copper water supply pipes can leech lead into drinking water. Some cities still contain some lead water mains. Soil around a home can also contain lead hazards from various sources.

We understand that some real estate agents still disregard their responsibilities under the law. Understand that your client's failure to follow the disclosure law places you with the responsibility. Failure to disclose to potential buyers or tenants could result in a large amount of personal liability. Your errors and omissions insurance would not likely cover a lead paint settlement. Just imagine what a jury might award to a brain-damaged child or parents who lost an unborn child because of a high lead exposure from lead paint chips, flakes or dust.

When you run into a home or apartment built prior to 1978 certain things must be done prior to the signing of a sales contract. First - Sellers and landlords must disclose the known pres-

ence of lead-based paint and any lead-based paint hazards and provide any reports to buyers and renters. The listing agent is responsible for informing the seller or landlord the requirements of the law. The buyer's agent must make sure that the listing agent informs the seller or landlord of their responsibilities for the protection of their client. HUD disclosure forms must be used. Second - The EPA booklet Protect Your Family From Lead In Your Home must be given to a potential buyer/tenant prior to them entering into a contract to buy or rent. Third - There should be a warning in the contract (Title X Amendment). Fourth - The buyers must be given a ten day period to test the property for lead hazards.

All of the above are the responsibility of the seller or landlord. The agents involved in the transaction have the responsibility to ensure that sellers and landlords are aware of their responsibilities and disclose properly. They must also make sure sellers give buyers the opportunity to conduct an inspection if desired by the buyer or tenant. The agent must also make sure contracts contain the proper notification and disclosure. If the seller or landlord fails to comply with the rules, the agent is responsible to do so. The agent is responsible for keeping a copy of the executed documents for no less than three years.

The age of the house is a critical fact that the seller or landlord may not know and the agent may have to advise them how to determine. Agents always have a duty to disclose material facts about a property, the age of a property may be a material fact where it could mean that the property may contain a hazardous substance such as lead-based paint. Buyers' agents have a fiduciary duty to disclose everything that they learn about a property that might influence their client's decisions. They should also find out facts that would be important to their client.

REALTORS Making the News

**Dawn Hoydilla wins
Prudential's KEY EVENT**

Prudential Ct. Realty held their annual KEY EVENT on January 22nd at the Aqua Turf Club in Plantsville. For each "excellent" client response received, Prudential sales executives earn a "key". The grand prize of \$10,000 was presented to Dawn Hoydilla, a sales executive in the Wallingford office. Dawn earned a total of 39 keys in 2002. Congratulations Dawn!

**RAYMOND F. GATES, JR.
MEMORIAL SCHOLARSHIP**

Scholarship applications are now available at the Association Office for the 2003 Raymond F. Gates, Jr. Memorial Scholarship. The scholarships are awarded to children or stepchildren of Connecticut REALTORS®, local Board Association Executives or CAR staff members.

Scholarships will be awarded again this year in two categories: Academic Excellence and Scholastic Achievement. Students are only allowed to apply for one of these two categories. The total amount of money available depends upon contributions received and interest earned as of 6/1/03. The amount of each individual scholarship is left to the Committee's discretion but, in past years, has ranged from \$500 to \$1,500. Scholarships will be presented at the July Conn. Association of REALTORS® Board of Directors meeting.

Applications packages are also available on the Member's Only section of the C.A.R. website www.ctrealtor.com.

SUPRA KEY HOLDERS PLEASE NOTE

If you have not paid your 2003 fees your Supra Key was shut off by Supra on Monday, February 24, 2003.

The amount due is \$99.26, make checks out to "Supra Products". Checks may be brought or mailed to the Association Office c/o Kate Blake, 127 Washington Ave., West Bldg, Lower Level, North Haven, CT. 06473. (203) 234-7700.



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.

REALTOR APPLICATIONS:

Melissa Stasiak, Calcagni, No. Haven
Robin Nelson Foelski, Beazley, Wall.
Jeffrey M. Milligan, Calcagni, Cheshire
Katherine R. Marshall, ReMax, Milford
Theresa A. Holloway, Beazley, Milford
Gail Cables, Clayton Properties, E. H.
Wanda Palmer, C21 Access Amer., Meriden
John T. McDonald, Beazley Regional
Sajida Farooqui, Calcagni, No. Haven
Regina McDonald, Simmone's R.E., Meriden
William Boland, C21 Access Amer., Milford
Elizabeth Braccia, C21 Access Amer., Milford
Chris Canfield, Raveis, Cheshire
Robert Banowski, Pearce, N.H.
Suzanne D'Anna, ReMax, Milford
Stephen Johnson, Raveis, Milford
Lucy LaCava, DeVita, New Haven
Stephan Sundiof, Mainline N.E., Wall.
Rose Zolnik, Maier, Meriden
Vincent Masotta, Pearce, Wallingford
Yolanda Dillon, Beazley, New Haven
Debra Conklin, Beazley, Milford
Dominick J. Galletti, C21 Access Amer., Milf.
Nina Jackson, Beazley, Milford

DESIGNATED REALTORS:

Andrew Mezzi d/b/a Mezzi Realty, 66 Church St., Wallingford 06492, Phone (203) 679-0323, Fax (203) 284-8767. Full Membership.

Jack Brown d/b/a BRS Group, 50 Southwich Ct., Cheshire, CT. 06410. Phone (203) 271-0255. MLS Only Membership.

J. Richard Lee d/b/a Owens, Renz & Lee, 2 Summit Pl., Branford, CT 06405. Phone (203) 488-1555, Fax (203) 315-4046. Was Full member now Board Only.

RESIGNED MEMBERSHIP:

Steven Witten d/b/a Marcus Millichap, 265 Church St., New Haven.
Joseph Duva d/b/a T & M Homes, 36 Wall St., Torrington
Samuel Kaplowitz d/b/a Brokers Clearing House, New Haven
John Charters d/b/a Charters Real Estate Program, Hartford.

AGENT CHANGES:

Carol Seavey now rep Raveis, Cheshire
Nicholas Angell now rep Beazley, N.H.
Elizabeth Child now rep CB Select Sites, Hmd
Sheila Choromanski now rep Raveis, Cheshire
Raymond L Vasso now rep Priority R.E., Hmd
Jeannie Petaway-Fields now rep TAJ R.E., NH



M.L.S. Update
By
Roseann Dorsey

PLEASE NOTE THE FOLLOWING CHANGE IN THE

"MLS RULES AND REGULATIONS" Section 9.3 SPECIFIC INFRACTIONS AND SANCTIONS:

The following violations shall result in a fine against the MLS Participant of \$5.00 per day, not to exceed a maximum fine of \$60.00, except Section 9.3a (NEW)
a. Failure to submit a required Listing, with a completed MLS Fact Sheet, within two days, whether or not the listing has been placed on deposit, shall result in a fine against the MLS Participant of \$5.00 a day for the first offense not to exceed \$150.00; a second offense shall be an immediate fine of \$300.00; and a third offense shall be an immediate fine of \$600.00. Any further complaints should be heard by the MLS committee under Section 9.2 COMPLAINTS OF UNETHICAL CONDUCT.
b. through e. not changed.

MLS BULLETIN BOARD NOTICES

In the near future, you will be able to log on to our website for all notices that would normally be on the bulletin board (Comes up when you log into MLS). This will make it easier for you to get all the up to date information regarding the New Haven Association and the New Haven Real Estate School. Our website address is: greaterhrealtors.com

STELLARVIEW AND ALTAIRA USERS

Dial up phone lines were discontinued on February 28, 2003. All StellarView and Altaira customers will only be able to connect through their Internet Service Provider. StellarView will still be discontinued around April 15, 2003. At that time, MLXchange will be one of the sources to which; you can add a listing. The other source will be MLS Passport. The function to add a listing in MLXchange will be the same as the MLS Passport. The next time you need to add a listing, please add it through MLS Passport so that you can get familiar with this new format. IF YOU NEED HELP.....

MLS Passport and MLXchange classes have been scheduled at the Association Office. That schedule was e-mailed to everyone we have an e-mail address for. Please take notice of the different time slots for the MLXchange Lectures. We will have 2 evening slots available for people that work at different jobs during the day. If you sign up for any of the Lecture classes and are unable to come, please give us a call so that someone else can fill the empty seat.

COMPARABLE BOOK - 2003 FIRST QUARTER

Deadline to submit orders for this Comparable Book is March 14, 2003. Please Call Roseann, (203) 234-7700.



Your Best Investment In Real Estate

Did you benefit from these 2002 legislative and regulatory victories?

- Prevented the Federal Reserve and the Treasury Dept. from allowing banks in real estate....
- Encouraged Congress to make the FHA downpayment simplification calculation permanent....
- Obtained a 30 percent depreciation bonus for leasehold improvements....
- Persuaded Congress to index the FHA multifamily loan limits....
- Joined with partners to convince Congress to create terrorism re-insurance following the \$40 to \$50 billion in losses from the 9/11 attacks....

RPAC work continues on many issues in 2003 - Your contribution is needed!! Contribute to RPAC and Invest in Your Future.....

How your RPAC contributions are used
100% of your contribution is used to elect pro-REALTOR® candidates; approx. 30% of your contribution will be forwarded to National RPAC to fund key U.S. House & Senate races; 70% remains in the state to be used in state and local elections.

To contribute, make your personal check payable to RPAC (or use a personal credit card); these funds will go directly to the election campaigns of pro-REALTOR® candidates. Or use a corporate account, and make your contribution payable to NAR/PAF. The funds will go toward the Opportunity Race Program that helps pro-REALTOR® candidates by getting REALTORS® active in political campaigns.

RPAC is neither a Republican nor a Democratic organization. In fact, RPAC is the most bipartisan PAC in the country today, supporting REALTOR® friends regardless of political party. Think of your contribution to RPAC as an investment-the best investment you can make in your business, your future, and your family. Your contribution to RPAC is a vote for a pro-REALTOR® Congress.

RPAC believes that the people who raise RPAC dollars should have the greatest say in how those dollars are allocated. It is REALTORS® not lobbyists, who have the most say in how RPAC's money is spent.

Please make your contribution today by sending a check to C.A.R./RPAC, 111 Founders Plz., 11th Flr., East Hartford, CT. 006108-9703 or call me personally if you have any questions:
Maggie Jensen, Coldwell Banker, (203) 239-2553, x114.