

REALTOR® NEWS

Web Site - greaternhrealtors.com

Issue No. 202

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

June 10, 2003



HELP!!!



TIME TO PUT YOUR WORK CLOTHES ON...
FOR

REALTOR® WORK DAY 2003

We have scheduled a REALTOR® Work Day at a building site in New Haven for "Habitat for Humanity of Greater New Haven". We **NEED YOU**, the members, to roll up your sleeves and come out for a day to work on a Habitat project.



JOIN US ON
THURSDAY, JUNE 19, 2003
9 AM - 4 PM



Since our livelihood is helping people to achieve the American Dream of home ownership, this is a wonderful way to give something back to the community! Please come join us for a productive work day (no skill required). Habitat for Humanity approved families will work side-by-side with our volunteers with construction materials which are donated or purchased with contributed funds. We will be working at two sites, 155 Cedar St. and 59 Liberty St., New Haven. All volunteers are to meet at 9 AM at the 59 Liberty St. site and lunch and refreshments will be provided.

In the past the day has been both productive and lots of fun. Sign up today by calling the Association office, (203) 234-7700 - we're counting on your help!!!

"Habitat's goal is to provide safe, secure homes for families, and, at the same time to maximize the impact of house building on overall community improvement and to create a supportive network of Habitat homeowners living in close proximity. In 2000 Habitat set a goal to complete 40 additional new houses by the year 2005."

They need our help on June 19th - We are counting on your support. Call us and donate one day of your time to a very worth while cause.

PROPER USE OF "REALTOR®"

The term REALTOR® is a registered trademark of the National Association of REALTORS®. The term identifies members of the Nat'l Association and distinguishing them from non-members.

The only way you can become a REALTOR® is by attending and passing the Orientation Course of your local Association of REALTORS®. If you have not passed Orientation, you CANNOT use the term REALTOR® along with your name. (See below for Orientation schedule).

The correct usage of the designation:

The terms REALTOR® or REALTORS® should appear in all capital letters and the federal registration symbol "®" should be used with each term whenever possible: e.g. John Jones, REALTOR®, not John Jones, Realtor®.

Correct usage say - REAL-tor as a two syllable term.

Don't hyphenate (REAL-TOR); abbreviate or expand (Realtorific); or combine the term with other terms (REALTOR®-ASSISTANT). Don't use descriptive words to modify the term: e.g. "Professional REALTORS®" etc.

Internet use allows lower case for the word Realtor in a URL in connection with a firm name. URLs such as myfavoriterealtor.com are not allowed.



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 Thursday, July 31, 2003 from 9 AM - 12:30 PM and on Thursday, August 7, 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:**

**JUST UPDATED list of Condo
Management Companies including their
addresses & phone numbers.**

**Over 500 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.**



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

Officers of the Association

President.....James Wrzosek
President Elect.....Frank D'Ostilio
First Vice-President.....Lee McParland
Second Vice-President.....Al Scafati
TreasurerMaureen Campbell
Secretary.....Paul Gradwell

Exec V.P.....Roberta N. O'Hara RCE
Asst Exec V.P.....Frederick Mansfield

Directors

Elizabeth Alberico
Robert Dow
Bea Fiorino
John Guerra
Myrna Lehrer
James Porto
Marc Seigel
Diana Walsh
Wendy Weir
Louise Zemina

Immed. Past Pres.: Robert Fischer

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

Special Recognition

Wells Fargo Home Mortgage
GMAC Mortgage
New England Home Loans
Washington Mutual

Gold Level Sponsor - \$1,000

Ed Burt, Jr. P.C. Attorney at Law
Facility Support Services
First Choice Mortgage
Milford Jeep
Real Estate Book
Tiger Home & Building Inspection

Silver Level Sponsor - \$250

Drescher Insurance
Guaranty Residential Lending, Inc.
Liberty Bank
Parrett, Porto, Parese & Colwell, P.C.
Sugar Mountain Enterprises, LLC
Wells Fargo Home Mortgage

Greater New Haven Association of Realtors, Inc.

127 Washington Avenue, West Building, Lower Level
North Haven, CT 06473

Telephone: (203) 234-7700 ? Fax: (203) 234-3980

REVISED 6/6/03

INTERREALTY TRAINING SCHEDULE

Below is a list of Training classes for MLXchange.
MLXchange classes are 9:30-12 noon and 1:00 pm - 3:30 pm.

**Please fill out the form below and mail a \$10.00 REFUND-
ABLE CHECK to Roseann. You can email or fax the *Lecture
Seminar* to Roseann at roseann_d@hotmail.com. There are a
limited number of seats for each Hands On class! Thank
you!**

Wed., June 18th MLX Hands On 1:00-3:30 PM - Limited to 14
Mon., June 23rd MLX Hands On 9:30-12 Noon - Limited to 14
1:00-3:30 PM - Limited to 14

**ALL THE ABOVE CLASSES REQUIRE A \$10.00 (REFUNDABLE) CHECK AND A 24 HOUR CANCELLATION
NOTICE IS REQUIRED (CREDIT CARDS NOT ACCEPTED). SORRY, WE CANNOT ACCEPT ANY REGIS-
TRATION WITHOUT A CHECK.**

**MLX HANDS ON CLASSES IN JULY & AUGUST WILL BE ANNOUNCED AT A LATER DATE. PLEASE
WATCH YOUR EMAIL FOR UPCOMING CLASSES! IF YOU HAVE NOT ALREADY DONE SO, PLEASE CALL
KATE TO PUT YOUR NAME ON THE ASSOCIATION EMAIL LIST, (THIS EMAIL LIST IS FOR GNHAR USE
ONLY! IT IS NEVER SOLD!**

**MAIL CHECK TO: Greater New Haven Association of REALTORS, Inc., 127 Washing-
ton Ave., West Bldg., Lower Level, North Haven, CT 06473.**

**NAME COMPANY PHONE# DATE
&TIME**

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.

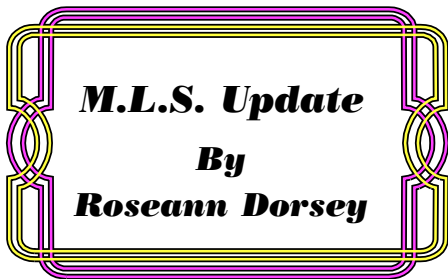
Leonard Lambert, CB Milford
 Jill Grabowski, C21 Access Amer., Milf.
 Laura F Luzzi, Tom Mathews, Hmd.
 Laura A Rebesch, Beazley, No Haven
 Antoinette M Zimbardi, Beazley, No Haven
 Nicole Proto, CB Select Sites, Hamden
 Simonne E. Corriveau, Simonne's RE, Mer.
 Marcial Cuevas, Wm. Orange Realty
 Israel Cynowicz, C21 Amer. Dream, Hamden
 David Newell, Coldwell Banker, Cheshire
 Christopher Maslowski, C21 Amer. Dream, Hamden.

AGENT CHANGES:

Roberta Hillinski now rep Raveis, Cheshire
 Jeff Granoff now rep Wm. Orange Realty
 Howard Molter now rep. Raveis, Cheshire

NEW OFFICE:

Frank D'Ostilio, Jr. d/b/a Wm. Orange Realty,
 413 Temple St., New Haven. Phone (203)
 782-6100, Fax (203) 782-6101 - 3rd office.



PLEASE NOTE:

For technical Help with MLXchange please call Tech Support at:
 888-825-5472

Orders for the second quarter Comparable Book are now be accepted - if you wish to change a permanent order you have previously placed, please call before the DEADLINE TO ORDER - Friday, June 20th.
 Call Roseann (203) 234-7700 VM 10.

REALTORS
Making the News



**TOP HONORS AWARDED TO
NICK MASTRANGELO
BEAZLEY REGIONAL CENTER**

Clem Fucci and Tom Cavaliere, Managing Partners of Beazley, Regional in Orange are pleased to announce that Nicholas Mastrangelo, Director of Special Services, was named Beazley's top Residential Salesperson of the Year for the entire company for 2002 and earned the Founder's Crystal Award for the highest closed dollars. This is the ninth consecutive year Mastrangelo has achieved the Salesperson of the Year award.



**DON'T THROW AWAY YOUR OLD
WIRELESS PHONES!!!**

From May 15 to August 15 Beazley Co. local offices are collecting wireless phones with or without battery chargers in support of the CALL to PROTECT campaign which provides domestic violence victims with a lifeline in an emergency.

The program, started by the Nat'l Coalition Against Domestic Violence, Motorola and the Wireless Foundation collect sued wireless phones then refurbishes, reprograms and distributes the phones to victims in need. Phones are reprogrammed to dial 911 or a crisis hotline number. In the hands of victims, these phones act as lifelines enabling them to call for assistance when faced with an emergency situation.



**HOW DOES YOUR
CONTRIBUTION TO THE
REALTORS® POLITICAL
ACTION COMMITTEE (RPAC)
BENEFIT YOU?**

NAR Government Affairs develops, advances, and implements the legislative and regulatory objectives of NAR with he federal government. NAR works with the U.S. Congress and the Administration to achieve these public policy objectives using the following resources: lobbyists, professional policy staff, field representatives, communications, grassroots advocacy and contact teams, and the nation's largest provider of direct contributions to federal candidates - RPAC.

Over the last several years, NAR has been ranked among the most powerful and influential lobbying organizations in the country by Fortune magazine, thanks in no small part to the clout and respect of RPAC on Capitol Hill.

**Send your RPAC contributions
to:
RPAC
Conn. Association of REAL-
TORS®**

**111 Founders Plaza, 11th Floor
East Hartford, CT. 06108-9703**

or Call

**Maggie Jensen
Coldwell Banker
(203) 239-2553 X114**

Agency Topics

By
Ted Mansfield
Assistant Executive Vice President



LISTING DILIGENCE

We have been getting ethics complaints about listing agents who have not taken any steps to ascertain whether the property they list is in fact salable. Sometimes this gets right up to closing date before being discovered. Both the listing agent and the buyer's agent should exert a level of diligence to make sure their clients will have a clean transaction.

The trend seems to be; get the listing signed; slap on a sign and lock box; keep it off MLS for as long as possible; and forget it. In this type of market an agent may get away with sloppy work but when the market gets tight sloppy agents will be out of business. Word of mouth advertising can kill a sloppy agent. Buyers and sellers tend to tell their friends about the bad experiences not the good ones.

REALTORS® are not attorneys and should not practice law. It is not practicing law to check town records to make sure you have the most possible knowledge of the product you are selling. You need to know what the legal description of the property says. Are the dimensions the same as what the seller told you? If not you need to find out why. Has the seller bought or sold additional land. Get a copy of the recorded plot plan if available. Are their liens? If so has the seller paid them but not recorded the release. Will there be enough proceeds to pay a commission? Are there rights of way or easements that the seller has not disclosed? Are there financing restrictions? Must the property be sold to a low income buyer because of special financing the seller obtained? Does the Assessor's office records show evidence of a negative condition such as a polluted well.

Viewing the Assessor's field card should be a must, in fact a copy should be purchased and placed

in the file after the details have been studied. A copy of the latest deed should also be placed in the file. The taxes should be calculated from the assessment and not from a figure obtained from the tax collector or seller. The current owner may benefit from an exemption that a new buyer would not be eligible to receive. Who pays when the taxes quoted are wrong? Does the buyers agent have a duty to verify that the taxes and other details about the property are correct?

You need to remember that some of the information on the Assessor's field card may be wrong. You should not go by the Assessor's square footage or dimensions. Most assessment data has been collected by part-time summer help at the time of revaluation. Information in a subdivision of similar homes should be suspect as there are always one or two oversized homes that weren't measured for revaluation and have the wrong square footage. The one figure that will be correct is the assessment amount.

Don't forget to check sewer availability, connection status and existing or pending assessment amount. Just because you know there are public sewers or water on each end of the street does not mean that your listing can connect or is connected. Sometimes sewer or water lines cannot be run the entire length of a street. As a listing agent you should find out sewer and water availability. A couple of phone calls can find out.

The REALTORS® Code of Ethics is designed to protect the public from unethical conduct. Often sloppiness results in a violation of the Code. Failure to obtain the details can also result in the loss of real estate license and civil law suits. The Broker of a sloppy agent can also end up in court because in the end the broker is responsible for the damage wrought by a bad agent. Sloppiness can close a real estate office and put a broker and salesperson in debt for years.