

# REALTOR<sup>®</sup> NEWS

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

Issue No. 225

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March 11, 2005

## GNHAR MISSION STATEMENT

The mission of the Greater New Haven Association of REALTORS<sup>®</sup> is to serve our membership through programs, products and services which enhance knowledge, professionalism and profitability.



## PRESIDENT 'S MESSAGE

By

*Lee McParland*

*Who said that? "Two things are infinite: the Universe and human stupidity; and I'm not sure about the universe."*

The stock market may be faltering, but the housing market is off to a strong start!! Buyers are anxious to take advantage of the low rates!!

Your Association, through the Board of Directors began the year with a vote to support the formation of a statewide MLS. There will be many hurdles to jump, but at least the process is begun! Over 71% of buyers use the Internet. We continue to bring value to the transaction because of our ability to accumulate and prioritize information in order to help our clients make educated decisions.

As your President, I have had the privilege to work more closely with the National Association of REALTORS<sup>®</sup>. Their Strategic Plan includes insuring that "REALTORS<sup>®</sup> are the first point of contact and central to the transaction". According to Ellen P Roche, Vice President, N.A.R. Research, one of the objectives of N.A.R. is to "embrace the advocate for expanding the REALTOR<sup>®</sup> role in managing the entire transaction". Part of the plan of action is to participate in the political and legislative process to "insure opportunity and avoid potential threats". N.A.R. is working on the big picture to protect our profession!

Locally, GNHAR is providing some of the best education opportunities for our members to keep us all abreast on the ever growing and changing industry. Take advantage of the classes, the Power Lunches, and the General Meetings - become involved!

*Answer: Albert Einstein*

**SAVE THESE DATES!!!!**

**March 22 (see attached flyer) and April 7th (flyer to be mailed)  
Important General membership meetings**

## GAD Report

Government Affairs

Directors News

February, 2005

*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.*

The Connecticut General Statutes requires that each town's planning and zoning commission periodically prepare, adopt and amend a plan of conservation and development. Such existing plans, which need to be updated every 10 years provide a blueprint for future town growth and allow for planning for both public and private development. This community vision includes: land use, open space, recreation community development and other topics that each town's planning and zoning commission deem beneficial. Although these plans generally set forth an essential road map for future growth, they are sometimes used as a vehicle to erode property rights and restrict affordable housing. Further, updated plans can serve as a basis for an action agenda which gives credibility to onerous regulations to control growth through increases in lot size, larger open space subdivision set asides, etc...

The following GNHAR area towns are currently in various stages of reviewing and updating their plans of conservation and development. Bethany, East Haven, Meriden, North Haven, Southington, Wallingford and Woodbridge are at various stages of updating their plans. The GAD team, with assistance from various GNHAR members have been busy reviewing and monitoring these updated draft proposals. Once the updates are complete, a flurry of

*Continued on Page 2*

# The Connecticut Home Browser

A Real Estate Buyers Guide

Distributed to over 500 locations including 16 Stop & Shop Stores in 21 area towns

Bi-weekly with Covers in FULL COLOR  
Call now to reserve your front cover!!!



NEXT ISSUE  
APRIL 1, 2005

ADVERTISING DEADLINE FOR THE NEXT ISSUE IS  
FRIDAY, 12 NOON  
MARCH 18, 2005  
CALL JOAN QUINN  
(203) 234-7700 VM 14  
FOR DETAILS



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

### Officers of the Association

President.....Lee McParland  
President Elect.....James Porto  
First Vice-President.....Paul Gradwell  
Second Vice-President.....Maureen Campbell  
Treasurer .....Marc Seigel  
Secretary.....Al Scafati

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

### Directors

Elizabeth Alberico  
Bea Fiorino  
Myrna Lehrer  
Louise Zemina  
Alan Barberino  
Steve Patten  
Diana Walsh  
John Guerra  
Paul Ott  
E. Tyler Della Valle

Immed. Past Pres.: Frank D'Ostilio, Jr.

## Thank You

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

Platinum Level Sponsor - \$2,000  
Aspen Mortgage Services, Inc.  
M. H. Schaefer Inspection Serv., Inc.  
New Haven Register  
Perkins & Associates-Atty's at Law  
The Real Estate Book  
Tiger Home & Bldg. Inspections  
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New England Home Loans  
Washington Mutual  
  
Silver Level Sponsor - \$500  
Drescher Insurance  
Homestead Funding Corp.  
People's Bank, Bridgeport

## GAD Report Continued

various proposed zoning text amendments are expected.

Cheshire, having updated their Plan of Conservation and Development in 2002 has been busy addressing a proposed subdivision zoning text amendment. This proposal, as originally drafted, would have mandated a ten percent of total acreage set aside of open space in all subdivisions of more than three lots. **GNHAR's President, Lee McParland** and the **GAD** team have been encouraging member/realtors, developers and local landowners to attend a series of planning and zoning hearings to voice their concerns. As a result of passionate objections voiced at the most recent January hearing, a Cheshire Subdivision Committee has drafted a revised version of the proposed ordinance. The latest revision exempts industrial and commercial land, as well as land deeded to a close relative from the open space set aside requirements. Consideration of the recent revisions has been noticed for public hearings on March 14<sup>th</sup>.

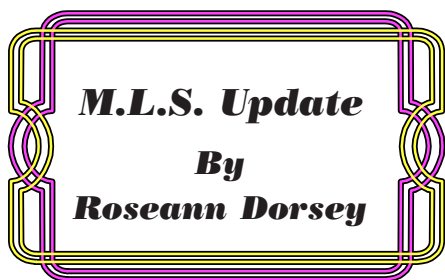
Also, in light of the Cheshire Chamber of Commerce recent pronouncement regarding the need to expand the permitted uses in the I- 691 Interchange Zone, **GNHAR'S Board of Directors** will be reviewing this issue, with a view toward going on record with town officials in support of the Chamber and the expansion of development in the north end of town.

West Haven's updated Plan was finalized in 2004 and it's Planning and Zoning Commission continues with ongoing hearings on proposed zoning ordinance text amendments involving new zone classifications (e.g. Waterfront, Transit and Open Space). The **GAD** team, with realtor/member assistance is monitoring the Commission's progress. Orange Realtor/Broker **Alan Fischer** continues to provide assistance and input in this regard.

Having completed its Plan of Conservation update in 2004, the Hamden Planning and Zoning Commission is continuing to discuss drafting proposed text changes to various zoning regulations, including its subdivision provisions. Realtor/member **Melissa Stasiak**, has been closely monitoring planning and zoning activities at various town meetings during the past five months.

Finally, the **GAD** team continues to reach out to various town elected and appointed officials, area homebuilders and developers, land trusts, historical societies and regional councils of governments, as well as **GNHAR** members for early identification of issues that impact the real estate market and real estate brokerage practice.

In an industry that increasingly regulated, it is imperative that **GNHAR** and the **GAD** team take a proactive approach to be prepared for quick respond to issues that may threaten the American Dream of Home Ownership.



**\*NEW VIRTUAL TOUR FIELD\***

The Virtual Tour field has been added in Listing Maintenance and can be found after the agent email field. Also, this field has been added to Client Detail View, Multi-Row Splitter and Agent M-R w/Rmk/Dir. When the recipient receives one of these reports, they will be able to click on the virtual tour link and be re-directed to the virtual tour for that specific property only. The number of characters allowed is 60.

The reports are available in each of the property types. The virtual tour field is NOT required.

You will need to modify your listings to add the virtual tour. If you have any questions, please call Roseann, (203) 234-7700 VM 10.

**PUSH BUTTON LOCK BOXES STILL AVAILABLE AT THE ASSOCIATION OFFICE. \$32.00 INCL TAX EACH. CALL ROSEANN (203) 234-7700 VM 10.**



**SUPRA EXCHANGE**

**If you still have an old Supra key and do not have an E-KEY or D-KEY, please call Kate at the Association office (203) 234-7700 VM 16.**

**You will have to make an appointment to exchange your old key or lease a new one.**

**This is mandatory exchange, please call Kate if you have not as yet exchanged your key.**



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:**

- Ben D'Acunto, Wm. Orange Realty
- Richard Johnson, Wm. Raveis, Milford
- Cesare Tamburrino, C21 Access Amer., Milford
- Hope M. Arnaoutis, C21 Access Amer., Milford
- Susan Klavins, C21 Access Amer., Wall.
- Lisa M. Thompson, Calcagni Assoc., Wall.
- Angela Morgan, Westville Realty, NH
- Zakari Issa, Pearce Co., Wall.
- Tracy L. Byron, Wm. Raveis, Cheshire
- Katherine Collins, Realty Partners, WH
- Kathleen Mankus, Wm. Raveis, Milf.
- Alan Saren, Beazley, Milf.
- Anne J. Marseille, Pearce Co., NH
- Mohamed A Elnaw, C21 Access Amer., Milf.
- Trina D. James, Wm. Raveis, Cheshire
- David DeBowes, Classic Properties, Hmd
- Stacy A. Nocerino, Beazley, Hmd
- Sheila DeChello, Calcagni Assoc., Wall.
- Arthur Resler-Anerson, Beazley, NH
- Suzan Barnett, C21 Access Amer., Meriden
- Richard Cusano, Gaudioso Assoc., EH
- Ewelina Lukoszek, C21 Access Amer., Meriden
- Michael Guthrie, Wm. Orange, Orange
- Matthew H. Whiting, Pearce Co., NH
- Kevin A. Upton, C21 Access Amer., Meriden
- Teresa A. Galuppo, ERA Property World, Milford.

**WELCOME TO THE FOLLOWING NEW MEMBERS:**

- Allen Stanczyk d/b/a Pillar to Post, 125 North St., Milford 06460. Phone (203) 640-3970, Fax (203) 878-6278 - Affiliate Member.
- Jerry Price d/b/a ReMax Above & Beyond, 71 East Ave., Norwalk 06851. Phone (203) 855-9675, Fax (203) 855-0378 - MLS Only member.
- Charles Woodland d/b/a Woodland Agency, 354 Woodmont Rd., Milford 06460. Phone (203) 676-4302 - full member.

**CHANGE OF ADDRESSES:**

- Blue Ribbon Realty, 375 Morgan Lane #409, West Haven, 06516. Same phone/fax.
- Total Realty Inc., 59 Amity Rd., Suite #1, New Haven 06515. Same phone/fax.
- Ted Davis Real Estate, 214 Legion Rd., Seymour 06483. Phone (203) 888-3352, no fax.

**COMPANY NAME CHANGES:**

- Frank Woodruff Rogers d/b/a RE/MAX Amity Associates, 663 Orange Center Rd., Orange 06477. Phone (203) 795-0001, Fax (203) 795-3511 - was F.W. Rogers Agency.

- Fran DeMaio d/b/a Connecticut Realty Partners, 780 State St., New Haven, 06510. Same phone/fax was Real Estate Connection.

**CLOSED OFFICE:**

- Alden Berman d/b/a Alden Berman RE., Hamden.

**AGENT CHANGES:**

- Craig Gambardella now rep CB Select Sites, Hamden
- Jason Giannone now rep ERA Property World, Milford
- Leila Edgar now rep Keller Williams Realty, Ches.
- Susan Sullivan now rep Pearce Co., Wall.

- Susan Drumheller now rep Calcagni Assoc., No H.
- Sheila Lacher now rep CB Select Sites, Bfd
- Colleen Battista now rep Prudential Ct, Wall.

**WELCOME TO THE FOLLOWING who have completed the GNHAR Orientation class in January, 2005 and have been accepted by the Board of Directors as new REALTORS®.**

- Beazley Co., East Haven
  - Maria C Corvi
  - Kelly Roosa
- Beazley Co., New Haven
  - Anastine Richardson
- Beazley Co., Milford
  - Jacquelyn McHugh
  - Anthony Panzella
- Beazley Regional, Orange
  - Mark Attai
  - Patricia L. Basile
  - Kristofer Marinelli
- Calcagni Assoc., No. Haven
  - Sherry Kraynak
- C21 Access America, Meriden
  - Elliot D Barnett
  - Maribel Candelaria
  - Pina Gdovin
- C21 Access America, Milford
  - Naim A Hasaan
  - Gary Ruot
- C21 Access America, Wallingford
  - Samuel Pagan
  - Iana Perchikova
- C21 American Dream, Hamden
  - Deborah L Pearson
- Coldwell Banker, Milford
  - Tatiana A Stetinin
- Coldwell Banker, North Haven
  - Kirk Donegan
  - Michael Fusco
- Coldwell Banker Select Sites, Wall.
  - Pamela Fuschino
- Combs Real Estate, Wallingford
  - Thomas Vitali
- Chona Guillen Realty
  - Benjamin Roman
- Dow Realty, New Haven
  - Frederick Ross
- E Drake Real Estate, Hamden
  - Marilee Peterson
- ERA Fort Hale Realty, EH
  - Audry Criscuolo
  - Beverly Kempa
- ERA Seigel Realty, Hamden
  - Heather Izzo
- ERA Seigel Realty, West Haven
  - Bernadette Bergvik
  - Nicole Eaddy
- Fischer Properties, West Haven
  - Catherine DeRose
  - Aimee Gargiulo
- H. Pearce Co., New Haven
  - Colon Haywood
- H Pearce Co., Wallingford
  - Melissa DeGeorge
- Harriet Cooper Assoc., Woodbridge
  - Lynne Kravitz
- Johnson Property Mgmt., New Haven
  - Stephen Johnson
- Kirwan Real Estate, Wallingford
  - Benjamin Mieves
- Mainline New England RE
  - Daphne Albert
- MaxCom Realty, Branford
  - Rosemary DiCiccio
- MiCasa Realty, New Haven
  - Juan Roman
- Norman Properties, West Haven
  - Jay Herzog
- Raveis Real Estate, Cheshire
  - Richard Karle

New Realtors continued from page 3

- Regan Realty, Hamden  
Janet Kenyon
- RE/Max Royal, Hamden  
Garrett L Munroe
- Ross Associates  
Barbara Ross
- Team Real Estate, Hamden  
Stephen Geltman
- True Realty, Wallingford  
Abigail True  
Neal Robison
- West Shore Realty, Milford  
John Jaser
- Willmott Real Estate  
Wanda Lopez



MLS Access fees and Office fees must be paid IMMEDIATELY. Also, all dues are past due. Individual access to computer services will be denied if dues and fees are not paid by March 10th. SEND PAYMENT IMMEDIATELY.

(Access fees are \$96.00, billed to each agent, Office fees \$361, are billed to Designated Realtors only).

Call Joan Barrow, Director of Finance, with any questions. (203) 234-7700 VM 3.



## REALTORS® AT THE CAPITOL

### Wednesday, April 6, 2005

Meet one-on-one with your State Senators and Representatives and let your voice be heard!

Registration forms have been sent to all members by C.A.R.

This is a great opportunity to become familiar with your State rep's and learn more about the due process. Legislation regarding real state is your business!!!! Take an interest!

Deadline to register was March 11th, you can still attend contact Meredith Ladd, C.A.R., email [laddm@ctrealtor.com](mailto:laddm@ctrealtor.com)

# Meet Your Leaders!!!

ROCHELLE D. CYR



Rochelle D. Cyr, Chairperson of the Grievance Committee, has 28 years as a licensed residential REALTOR®, including experience as a residential sales manager. A member of NAR, CAR, and the Greater New Haven Board of Realtors, Rochelle has earned the ABR, CRS and SRES designations. A consistent multi-million dollar producer, she has been recognized for exemplary sales and customer service by membership in William Orange Realty's Royal Court.

Rochelle has served on the Grievance Committee for over 15 years and has chaired for two terms. The Grievance Committee consists of eight to ten Board Members in good standing. Members of the Committee are appointed by the President and approved by the Board of Directors for staggered three-year terms.

The function of the Grievance Committee is similar to that of a grand jury. A grand jury evaluates potentially criminal conduct to determine whether the evidence and testimony presented warrants indictment and trial. In a similar manner, the Grievance Committee receives ethics complaints and arbitration requests to determine if, as taken as true on their face, a hearing is to be warranted. The Grievance Committee makes only such preliminary evaluation as is necessary to make these decisions.

Rochelle has been a REALTOR® with William Orange Realty for six years. Established in 1989, William Orange Realty is a full-service real estate and relocation firm with offices in Orange, Woodbridge and downtown New Haven.

## GMAC Mortgage Duckpin Bowling Fundraiser

GMAC Mortgage is creating a "Bowling Challenge" for our REALTOR® friends. Come out with your co-workers & see how your bowling skills compare against other Real Estate Agents. ***We know you can sell, but can you bowl?*** If you can't bowl, come out and root for your favorite team.

You are encouraged to build teams of 5 bowlers. Player's unable to build a team may sign up individually; you will be matched with others to make a team of 5. Each team will bowl 2 games. The night's activity will include 2 games, shoes, beverages (soda, beer, wine), and food.

All proceeds from the night's activity will be donated to Habitat for Humanity of Greater New Haven Inc. Sponsorships are available for \$100.00 per lane.

**DATE: Tuesday, March 22nd**

**WHERE: Johnson's Duckpin Lanes**

**TIME: 6:30 PM to 9:00 PM**

**DRESS: Bowling Attire**

Cost: \$60.00 per team/ \$15.00 individual bowler/ \$10.00 for non-bowlers. Please pay in advance. Make checks payable to GMAC Mortgage.

**First Come, First Serve!**

Please contact Krystal Estes (203) 877-9595 with any questions.

You can fax your teams to (203) 783-1505 or e-mail [krystal.estes@gmacm.com](mailto:krystal.estes@gmacm.com)

**The Greater New Haven Association of REALTORS®, Inc.  
SPECIAL GENERAL MEMBERSHIP MEETING**

**MOVING TOWARD A STATE MLS  
- EXCHANGE OF INFORMATION -**

The purpose of this meeting is to hear your questions and comments,  
and explain the process and status of establishing a statewide MLS.

**TUESDAY, MARCH 22, 2005  
2 P.M. - 5 P.M.  
to be held at  
THE BELLA NOTTE  
11 ROMA ST., EAST HAVEN  
(203) 468-0400**

**Most common questions:**

1. Who will be the participants?
2. What is the process of GNHAR members to become a part of the state MLS?
3. Who will be "The Owners"?
4. What are the particulars?
5. How will the proposal be implemented?

**There are many questions - What are yours?**

*Directions to Bella Notte: I-95 north to Exit 51 (Frontage Road) to second traffic light. Take right onto Hemingway Ext. Go to second traffic light and turn right onto Dodge Avenue (Deli on corner) to second stop sign and take left onto Roma Street - End of Street is Bella Notte.*

***Please RSVP by Friday, March 18, 2005***

Return reservations to: The Greater New Haven Association of REALTORS®, Inc.  
West Bldg., Lower level, 127 Washington Ave., North Haven, CT. 06473.  
Fax: (203) 234-3980.

The following will attend the Special General Membership Meeting on Tuesday, March 22, 2005.

_____	_____
_____	_____
_____	_____
_____	_____

Agency: \_\_\_\_\_

Phone: \_\_\_\_\_



**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. As a REALTOR® you can input your listings into our MLS system and take advantage of all the services offered by the Association to members.

Orientation consists of two separate mandatory sessions. The MLS session to be held Thursday, May 5, 9 AM - 12:30. The Ethics session to be held on Thursday, May 12, 9 AM - 12:30. Both 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](http://greaternhrealtors.com)

**INTERREALTY 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 REFUNDABLE CHECK payable to GNHAR. There are a limited number of seats available! Thank you!**

Thursday, April 14, 2005	MLXchange I CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Thursday, April 21, 2005	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	LIMIT 10 LIMIT 8
Monday, May 9, 2005	MLXchange I CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Thursday, May 19, 2005	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	LIMIT 10 LIMIT 8
Thursday, June 2, 2005	MLXchange I CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Thursday, June 16, 2005	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	LIMIT 10 LIMIT 8

**\*YOU MUST FIRST TAKE MLXCHANGE I, CMA & MLXCHANGE II TO REGISTER FOR DESIGNER TOOLS.**

**ALL THE ABOVE CLASSES REQUIRE A \$10.00 (REFUNDABLE) CHECK AND A 24 HOUR CANCELLATION NOTICE IS REQUIRED (CREDIT CARDS ARE NOT ACCEPTED).**

**SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK!**

**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