



# THE MID-STATE MESSENGER



A Publication of the  
Mid-State Association of REALTORS®, Inc.



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## A PERSONAL MESSAGE FROM GAYLE DENNEHY-CARRIER, PRESIDENT OF MID-STATE ASSOCIATION OF REALTORS

Did you know that 84% of consumers utilize the internet for their primary source of gaining information about purchasing the right home for their family? Why not help them to gain more information about homeownership?

Last month the National Association of Realtors Rolled out their House Logic Website packed full of useful information for any consumer to spend hours on and thank YOU for it!!

HouseLogic is a free source of information and tools that can help them make smart and timely decisions about their home. With topics including home improvement, maintenance, finance, taxes, insurance and even ways to help them get more involved with their community, this website is sure to get their attention.

HouseLogic can help increase and protect the value of homeownership by way of helping the consumer make the right decisions.

NAR has been a champion of homeownership rights and opportunities for more than 100 years helping homeowners take responsibility by being more informed about the values of the housing market and making that leap to homeownership or even helping that consumer move up to their next home!

The new website address is [www.houselogic.com](http://www.houselogic.com). Why not make it a link on your company and/or your personal website? Keep the message going that homeownership is an integral part of the American Dream!!

Happy Selling!!

Gayle

**PLEASE REMEMBER TO LET US KNOW IF YOUR EMAIL ADDRESS OR MAILING ADDRESS HAS CHANGED!**

For those of you with an electronic key from the Mid-State Associations, bills will be sent out in June and due by June 30. Please notify us if you do not receive your bill.

A Special Thank you..

Dear Members and Friends..

I just wanted to thank everyone for their support, cards, flowers, and donations that I received after my husband's passing.. These past few months have been a difficult time for me and my daughters but we are getting through them one day at a time.

Your patience during the time that I was away with my fabulous BOD covering for me was greatly appreciated. I know things didn't get done as well as they should have over the past few months, but I think I am back on track now.

I have told many people that our members are the best, and you all showed me just how terrific you are during a very difficult time

For all of you who made donations to Wade's World, I found out recently that a playscape will be built for a little 4 year old girl who is battling Leukemia with the money raised in Jeff's memory. They will be building this once the family moves into their new home soon. I would like to think that one of you is that family's Realtor!! I thank you all for making that happen.

Sincerely,

Sue



**MID-STATE ANNUAL  
GOLF TOURNAMENT**

**MONDAY, JUNE 14, 2010**

**SHUTTLE MEADOW COUNTRY  
CLUB**

**GOLFERS AND SPONSORS ARE NEEDED!**

## **REALTORS® on the MOVE!!**

**Kathy Veneziano** is now with Keller Williams, Avon  
**Michael Casey** is now with CB Premiere Real Estate

## **AFFILIATES on the MOVE!!**

Welcome back to **Debra Plourde** who is now with American Eagle Federal Credit Union in East Hartford.

### **Browsing For Housing Requires On-line, Off-line Smarts** *by Broderick Perkins*

Nearly nine out of 10 home buyers can't be wrong -- browsing for housing online puts listings at their fingertips, speeds the home-buying process, and comes with an educational bonus.

"More informed buyers, improve the transaction process," says Douglas de Jager, co-founder of DotHomes.com one of the newer online listing services on the block.

The California Association of Realtors (CAR) reports that 84 percent of home buyers use the internet as a significant part of the home buying process, according to its 2009 Survey of California Homebuyers.

To Read the entire article go to:  
[http://realtymtimes.com/rtpages/20100318\\_smarts.htm](http://realtymtimes.com/rtpages/20100318_smarts.htm)

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### **RAYMOND GATES SCHOLARSHIPS AVAILABLE**

The CT Association of Realtors® is offering a scholarship to a child, step child of a REALTOR®. Graduating high School seniors and students enrolled in a college or university can apply for the Raymond Gates Memorial Scholarship. Applications are available on their website ([www.ctrealtors.com](http://www.ctrealtors.com)) or at the board office.

## **SAVINGS PASS AT MACY'S**

A new CAR Member Benefit

Click [here](#) for a 15% all-day savings pass for Macy's. Pass is valid the day of your choice between April 15 and May 14. While typical Macy's coupons/sales exclude brands such as DKNY and Coach - this savings pass does not! Some exclusions still apply - see savings pass for details.

For those reading a hard copy, please go to: <http://www.ctrealtor.com/unprotected/macycar.pdf>

"First rule of holes is when you are in one, stop digging."  
**-Doug Kelly**

**The State of CT Department of Consumer Protection's Real Estate Commission has announced that there will be a 100% audit of CE for license renewal this year, so please be sure you are in compliance and have completed all of the required coursework.**



In the wake of a devastating earthquake in Haiti on Jan. 12, 2010, NAR quickly mobilized its resources to support the more than three million people affected by this tragedy. The REALTORS® Relief

Foundation of the National Association of Realtors® is contributing \$550,000 to provide relief to Haiti earthquake victims, and NAR is calling upon its 1.2 million members to help.

You can mail your check, payable to the REALTORS® Relief Foundation, to: REALTORS® Relief Foundation, c/o NAR Finance, 430 N. Michigan Avenue, Chicago, IL

60611.

Or you make a payment online at  
<https://secure.realtor.org/RelFundTrack.nsf/Contribution?OpenForm>



**M**arketing and identifying green homes just got easier for home

buyers and sellers with the new Green MLS Tool Kit. The National Association of Realtors® now offers the tool kit to help Realtors® add a green initiative to their local multiple listing service (MLS)

The tool kit provides a snapshot of the green home industry, outlines why adopting a green initiative for MLSs is important, and offers strategies for effective changes.

For more information on the Green MLS Tool Kit visit, [www.GreenTheMLS.org](http://www.GreenTheMLS.org).



**NAR CONVENTION**

Nov. 5-8

New Orleans

Registration opened  
May 5, 2010

General  
Membership  
Meeting

June 1

Details to follow

We appreciate  
**YOUR BUSINESS!**

The Mid-State Association welcomes **Neil Caron of Freedom Mortgage** as our newest affiliate.

We look forward to working with him in the future.



**LOSS MITIGATION CERTIFICATION**

Another session of this certification class will be held in June.

Watch your emails/faxes for dates and times. Last class was filled in 2 days so if you are interested, sign up quickly!!!

6 hours of Elective CE Credits available.. Get a jump start on 2012!!



**Welcome to our New Members:**

**Ann Cooper**– Tier 1 Real Estate

**William Rivera**-Select Realty

**William Brown**– Zip Realty

**Alison Mills**– Vision Real Estate

**Jacqueline Fabi**– North Star RE

**Christopher Farr**– Realty 3 Carroll & Agostini

**Elizabeth Dumont**– ERA Dumont Broder Agency

**Priscilla Richardson**– Compass Realty

**Laura Kucharczyk**– J. Dorio Realty

**Bryan Sweeney**– Prestige Properties

**Elizabeth Barnum**– Prudential CT Realty

**Shawn Fortin**– Bottom Line Realty

**Jennifer Herzig**– George Santos & Assoc.

**Jennifer Kaczynski**– Vision Real Estate

**George Banasiak**– Vision Real Estate

**Joseph Jasminski**– C21 Access America

**Welcome to New Secondary Brokers:**

**Jack Regan**- – Jack Regan Realty, Wallingford

**Scott Broder**– ERA Dumont Broder Agency, Bristol

Did you know??..Hundreds of real estate and mortgage applications are cropping up in the growing catalogue of housing related apps for Apple's iPhone and iPod Touch and they put housing information at your finger tips.

Realtor.com's "Real Estate Search" is the App from the National Association of Realtors®. It boasts a whopping 4 million listings where you can search for photos, property details, open house info, pricing and a connection with a real estate agent. It also includes a rental search.

**COOKBOOKS MAKE GREAT CLOSING GIFTS!!!**

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73 East Main Street  
Plainville, CT 06062

Phone: 860-793-9414  
Fax: 860-793-9515  
Email: midstate@cshore.com  
www.MidStateRealtors.com



**CODE OF ETHICS AMENDMENTS AND ADDITIONS**

*Remember, as REALTORS®, it is your responsibility to make sure you are aware of the changes and additions to the code that you promised to adhere to.*

**Standard of Practice 3-2**

To be effective, any change in compensation offered for cooperative services must be communicated to the other REALTOR® prior to the time that REALTOR® submits an offer to purchase/lease the property. (Amended 1/10)

**Standard of Practice 3-9**

REALTORS® shall not provide access to listed property on terms other than those established by the owner or the listing broker. (Adopted 1/10)

**Article 11**

REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client. Any persons engaged to provide such assistance shall be so identified to the client and their contribution to the assignment should be set forth. (Amended 1/10)

**Standard of Practice 12-5**

REALTORS® shall not advertise nor permit any person employed by or affiliated with them to advertise real estate services or listed property in any medium (e.g., electronically, print, radio, television, etc.) without disclosing the name of that REALTOR®'s firm in a reasonable and readily apparent manner. (Adopted 11/86, Amended 1/10)

**Standard of Practice 15-2**

The obligation to refrain from making false or misleading statements about competitors, competitors' businesses and competitors' business practices includes the duty to not knowingly or recklessly publish, repeat, retransmit, or republish false or misleading statements made by others. This duty applies whether false or misleading statements are repeated in person, in writing, by technological means (e.g., the Internet), or by any other means. (Adopted 1/07, Amended 1/10)