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The Mid-Fairfield Record

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MFCAR Upcoming Events

DECEMBER:

4 - Ethics - Mandatory CE Class - 9:30 a.m. - 12:30 p.m.
Saugatuck Congregational Church - **Class is Full**

11- MFCAR Holiday Party

Monday, December 11, 2017 from 5:30 PM to 8:30 PM EST
POSITANO'S RISTORANTE

15 - MFCAR Board of Directors Meeting - 9:00 a.m.

25 - 26 - MFCAR Board Office Closed - Christmas Holiday

JANUARY:

1 & 2 Board Office Closed - New Year's Holiday

10 - Smart Energy Solutions - Elective CE Class - Instructed by Tiger
9:30 a.m. - 12:30 p.m. Saugatuck Congregational Church

15 - Board Office Closed - Martin Luther King Jr. Day

19 - MFCAR Board of Directors Meeting - 9:00 a.m.

24 - Fair Housing - Mandatory CE Class - Instructed by Terry Hastings
9:30 a.m. - 12:30 p.m. Saugatuck Congregational Church

ETHICS CORNER

Code of Ethics and Arbitration Manual 2016

Case #1-2: Honest Treatment of All Parties (Originally Case #7-2. Revised May, 1988. Transferred to Article 1 November, 1994. Cross-reference Case #2-18.)

As the exclusive agent of Client A, REALTOR® B offered Client A's house for sale, advertising it as being located near a bus stop. Prospect C, who explained that his daily schedule made it necessary for him to have a house near the bus stop, was shown Client A's property, liked it, and made a deposit. Two days later, REALTOR® B read a notice that the bus line running near Client A's house was being discontinued. He informed Prospect C of this, and Prospect C responded that he was no longer interested in Client A's house since the availability of bus transportation was essential to him. REALTOR® B informed Client A and recommended that Prospect C's deposit be returned.

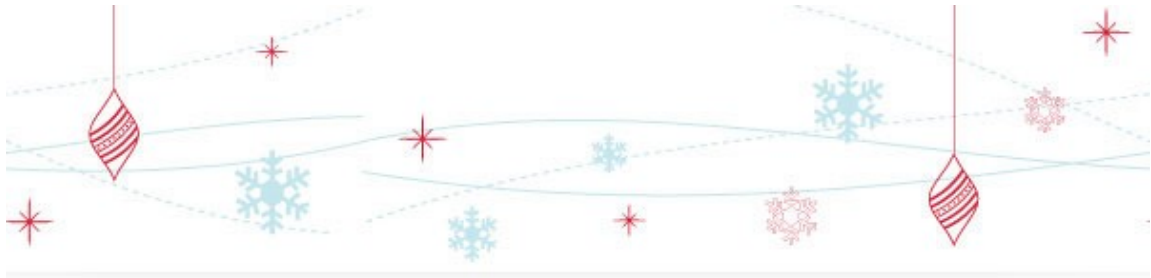
Client A reluctantly complied with REALTOR® B's recommendation, but then complained to the Board of REALTORS® that REALTOR® B had not faithfully protected and promoted his interests; that after Prospect C had expressed his willingness to buy, REALTOR® B should not have made a disclosure that killed the sale since the point actually was not of major importance. The new bus route, he showed, would put a stop within six blocks of the property.

In a hearing before a Hearing Panel of the Board's Professional Standards Committee, REALTOR® B explained that in advertising Client A's property, the fact that a bus stop was less than a block from the property had been prominently featured. He also made the point that Prospect C, in consulting with him, had emphasized that Prospect C's physical disability necessitated a home near a bus stop. Thus, in his judgment, the change in bus routing materially changed the characteristics of the property in the eyes of the prospective buyer, and he felt under his obligation to give honest treatment to all parties in the transaction, that he should inform Prospect C, and that in so doing he was not violating his obligation to his client.

The Hearing Panel concluded that REALTOR® B had not violated Article 1, but had acted properly under both the spirit and the letter of the Code of Ethics. The panel noted that the decision to refund Prospect C's deposit was made by the seller, Client A, even though the listing

broker, REALTOR® B, had suggested that it was only fair due to the change in circumstances.

Upcoming Event:



MFCAR Holiday Party

**Join us at our
Annual MFCAR Holiday Party**

**MFCAR Members \$30.00
& Guests \$40.00**

**Monday, December 11, 2017
from 5:30 PM to 8:30 PM**

**POSITANO'S RISTORANTE
27 Powers Court
Westport, CT 06880**

**TWO COMPLIMENTARY DRINK TICKETS
Beer ~ Wine ~ Mixed Drinks**

BUFFET MENU

**Mussels Possilipo
Homemade Mozzarella Incaroza
Mista Salad
Assorted Italian Cold Cuts
Homemade Mozzarella Caprese
Eggplant Rollatini
Homemade Sausage & Peppers
Chicken Milanese
Homemade Pasta Bolognese
Salmon Picatta
Seasonal Grilled Vegetables
Fried Calamari
Pasta Penne Vodka**

Desserts

**Tiramisu & Ricotta Cheesecake
Coffee & Tea**

[REGISTER NOW](#)

[Click to print registration form to register by mail.](#)

Holiday Party Generously Sponsored by:
Pillar To Post
Citizens Bank

Additional sponsorship opportunities available.
Email Carolheins@mfcars.com if interested.

Please help us spread some holiday cheer by donating to:



CT Coalition to End Homelessness (CCEH) for the
Be homeful for the holidays campaign

Don't forget to bring NEW hats, scarves, mittens/gloves and toiletries for our annual local homeless shelters holiday donation.

[CE Connection](#)

Here's our 2018 CE Class schedule. For quick online registration [click here](#). To register by fax or mail print [this registration form](#). **Reminder registration is not complete until payment is received.**

<u>Smart Energy Solutions</u> Elective CE Class Instructed by Tiger	January 10, 2018 9:30 AM - 12:30 PM
<u>Fair Housing</u> Mandatory CE Class	January 24, 2018 9:30 AM - 12:30 PM

Instructed by Terry Hastings	
Environmental Issues - Evolution to Resolution Elective CE Class Instructed by Tiger	February 7, 2018 9:30 AM - 12:30 PM
Ethics Mandatory CE Class Instructed by Terry Hastings	February 14, 2018 9:30 AM - 12:30 PM
This Old Connecticut House Elective CE Class Instructed by Tiger	March 14, 2017 9:30 AM - 12:30 PM
Fair Housing Mandatory CE Class Instructed by Terry Hastings	March 19, 2017 9:30 AM - 12:30 PM
Ethics Mandatory CE Class Instructed by Terry Hastings	April 18, 2018 9:30 AM - 12:30 PM
Residential Construction Practices Elective CE Class Instructed by Tiger	April 25, 2018 9:30 AM - 12:30 PM
Fair Housing Mandatory CE Class Instructed by Terry Hastings	May 16, 2018 9:30 AM - 12:30 PM

[Click here for CE requirements](#)

[Click here for NAR Mandatory Ethics requirements](#)

A new two-year cycle began January 1, 2017. The deadline for this cycle is December 31, 2018.

- **Brokers** - If you passed the CT Broker full licensing examination between 4/1/2016 - 3/31/2018, you do not need to take continuing education for 2018.
- **Salespersons** - If you passed the CT Salesperson full licensing examination between 6/1/2016 - 5/31/2018, you do not need to take continuing education for 2018.

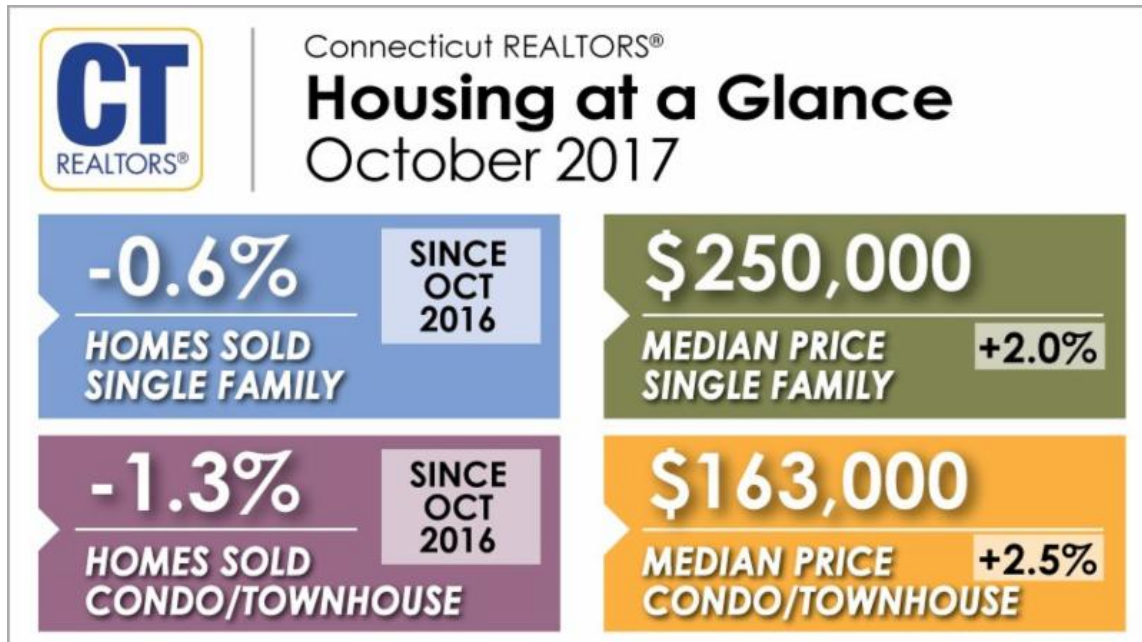
Online Classes

Sign up for online classes through the CE SHOP. Not only will you get a discount but you'll also support MFCAR.

December 20% off! Enter December20 at checkout to receive discount (runs 12/1/17 - 12/31/17)

January: 20% off! Enter January20 at checkout to receive discount (runs 1/1/18 - 1/31/18)

Press Release



November 21, 2017

Median Home Prices Up in September

In a press release to the media today, CTR reports that the single-family residential home median sales price is \$250,000 which reflects a 2 percent increase from \$245,000 in that same time period last year. Median indicates that half the homes sold for more and half for less. Single-family residential home sales in Connecticut decreased 0.6 percent comparing October 2017 to October 2016. The total units of homes sold were 2,919 in October 2017 and 2,936 in October 2016.

Townhouses and condominiums median sales price is \$163,000 representing a 2.5 percent increase from \$159,000 in that same time period in 2016. Sales in Connecticut decreased 1.3 percent comparing October 2017 to October 2016. Total units sold were 731 in October 2017 and 741 in October 2016.

Statistics released by the National Association of REALTORS® indicate total home sales nationwide (includes single-family homes, townhomes, condominiums and co-ops) decreased 0.9 percent comparing October 2017 to October 2016; and the median national home sales price is \$247,000. Regionally, Northeast home sales had no change from that same time period; with a median sales price of \$272,800.

do with the security deposit when a tenant who was under age 62 at the start of the lease turns 62 during the time of the lease.

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Market Trends

The following are statistics taken from SMART MLS records.

Continue to Show Listings:
Single Family Homes
For: January 1 - November 26, 2017



TOWN	UNITS	Average /Median Market Time
Norwalk	49	125/66
Weston	18	207/162
Westport	24	187/135
Wilton	16	234/91
Fairfield	52	112/81

Pending (Deposit) Listings: Single Family Homes
For: January 1, - November 26, 2017

TOWN	UNITS	Average /Median Market Time
Norwalk	44	123/108
Weston	18	176/153
Westport	36	209/162
Wilton	18	199/188

Please click the following link to view the above statistics as well as the Avg./Median price for Houses and Condominiums sold for January 1, - November 26, 2017 & January - December '16 , according to the CMLS.

[Market Trends & Statistics](#)

New Members

OCTOBER 2017

Affiliate Members

Total Affiliate Members - 40

New REALTOR® Members

Total REALTOR® Membership - 1186

ALUBICKI, JOHN/DR	KELLER WMS	WEST HARTFORD
CURTIS, BRIDGET	WM. PITT	WESTPORT
NUGENT, KATHRYN	BERKSHIRE	WILTON
SHAW, TAMMY	HALSTEAD	WILTON
TANEN, NADINA	HIGGINS GROUP	WESTPORT
VIRGULAK, ROBERT JR	DVB REALTY	NORWALK
WHITMAN, PAUL	WM. RAVEIS	WESTPORT