



August 2018 | ISSUE No. 8 The Mid-Fairfield Record

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## MFCAR Upcoming Events

### September:

- 3 - Labor Day - MFCAR Board Office Closed
- 5 & 6 - New England REALTORS® Conference
- 17 - MFCAR New Member Orientation - 9:00 AM to 12:00 PM
- 21 - MFCAR Board of Directors Meeting - 9:00 AM @ MFCAR
- 24 - [MFCAR General Meeting Breakfast - Legal Advice On Avoiding Litigation and Liability for Successful Real Estate Transactions. 9:30 AM - 12:30 PM - Norwalk Inn & Conference Center, 99 East Avenue, Norwalk, CT 06851](#)
- 26 - Region 1 Caucus Meeting 9:30 AM @ MFCAR

### October:

- 3 - MFCAR Trade Show @ Westy's- Wilton, CT - **More Information to Come**
- 4 - CTR State Director Meeting - Wallingford, CT
- 10 - MFCAR - Norwalk Meeting - **More Information to Come**
- 15 - SMART-MLS - All day training classes - MFCAR Office
- 17 - Wilton Informational Meetings - **More Information to Come**
- 19 - MFCAR Board of Directors Meeting 9:00 A.M. MFCAR Office
- 22 - New Member Orientation - 9:00 - 12:00 MFCAR Office
- 24 - MFCAR - Giving Back Event - **More Information to Come**

New Member Orientation Dates - New members will be notified in advance by email as to which date to attend.

- 9/17/18 - 9:00 AM to 12:00 PM @ MFCAR Board Office

- 10/22/18 - 9:00 AM to 12:00 PM @ MFCAR Board Office
- 11/9/18 - 9:00 AM to 12:00 PM @ MFCAR Board Office

## President's Update

As we try to stay dry during the final weeks of the summer I want to thank everyone who GOT OUT AND VOTED. The Primaries are a very important step in determining who is going to run the state of Connecticut and who will support the issues most important to us as REALTORS® and our homeowners. CTR will be holding a debate between Ned Lamont and Bob Stefanowski as soon as it can be set up. Watch your email for the announcement!



In addition, there are a couple of items that I want to share with you:

DID YOU KNOW - that all rental properties in Fairfield and Southport require a Certificate of Rental Occupancy? In order to get a certificate, the property must be inspected by the Fairfield Health Department. The application must be submitted with both the owner's and tenant's signatures. Please call the Environmental Health Program at 203.256.3020 to set up an inspection with a Sanitarian. Here is a link to a short video on Fairfield's website for more information - <https://www.fairfieldct.org/content/10726/11024/18326.aspx>

DID YOU KNOW - that we sadly had to cancel the Clambake this year due to lack of signups? MFCAR has hosted the Clambake for well over 20 years and we have always had over 100 people attend. It is a shame, but I would be very interested to know what you - our members - think about this event. Is there something else that you would rather see us do for you? Please send your thoughts and suggestions to [CarolHeins@mfcар.com](mailto:CarolHeins@mfcар.com). We would really like to hear what you have to say.

That's all for now. Best wishes for a wonderful summer and sell lots of homes!

Deb Alderson  
MFCAR President

## General Meeting Breakfast

**Legal Advice for Successful  
Real Estate Transactions  
General Meeting Breakfast**

Monday, September 24, 2018 ~ 9:30 AM - 12:30 PM

Norwalk Inn & Conference Center - 99 East Avenue,  
Norwalk, CT 06851

MFCAR MEMBERS: \$15.00 ~ NON-MEMBERS: \$25.00

Want tips on how to avoid Litigation and Liability?

Attend this informative, general meeting with our panel of area attorney guest speakers and sponsors.

Nathaniel Shipp

- First time seller/buyer stumbling blocks
- Contract contingencies
- Calendar days vs. business days
- Definitions and setbacks
- False, misleading & non-disclosure of material facts
- Buyer & seller representation

Lisa Gioffre-Baird

- Differences in contract contingencies
- Identifying challenges in buying & selling between CT/NY

Lucas Hernandez

- Purchasing at auction/online
- Who pays transfer tax
- Hidden surprises buyers face
- Sellers contract vs. offer to purchase contract
- Foreclosure & estate sales, selling a home after losing a relative

David Baghdady

- Wire transfer fraud
- Title searches
- Municipal & local flags to indicate title searches should be done prior to marketing for sale

Toni Morton

- Do's and don'ts of residential leases
- Tenant screening - criminal record/credit reporting, disclosure rights

**Online registration preferred by clicking the button below.  
Registration not complete until payment is received.**

CLICK FOR ONLINE REGISTRATION



Register by fax/mail by printing this form.  
No registration without advance payment. No refunds

## Ethics Corner

Case #11-10: REALTOR®'s Obligation to Disclose Present or Contemplated Interests (Adopted May, 1997. Revised November, 2000.)

Client A, an owner, needed to sell a property. She approached REALTOR® B to list the property. They agreed to the terms of the listing and the property was listed.

An offer was made and was accepted by Client A. After the prospective purchaser completed the loan application, REALTOR® B was contacted to appraise the property. When the lender was preparing the closing statement, the lender became aware that the listing broker was also the appraiser and filed a complaint with the Board of REALTORS® alleging that REALTOR® B had failed to disclose in the appraisal that he had an interest in the property, specifically seeing that the sale closed. The complaint was referred by the Grievance Committee for hearing before a panel of the Board's Professional Standards Committee.

At the hearing, REALTOR® B protested that the lender was misreading Article 11, as interpreted by Standard of Practice 11-1, claiming that "any present or contemplated interest" referred only to an ownership interest. REALTOR® B concluded that the listing commission had been earned when a ready, willing, and able purchaser contracted to purchase the property and that the appraisal process was separate and distinct from the brokerage process.

The Hearing Panel concluded that REALTOR® B's defense was specious and because he was the listing agent REALTOR® B was biased in favor of Client A since a successful transaction would benefit REALTOR® B in the form of a commission. REALTOR® B was found in violation of Article 11.

## [Calls for Action](#)

# PLEASE "Click" "Click" "Send"!

Impacting Legislation Can Be as Easy as "Click, Click, Send!"

Please take notice when you receive a Call For Action email from CTR or NAR. With just a few clicks, you can take action on important real estate issues. This is a very effective way to get the REALTOR® voice heard by lawmakers.



CT REALTORS - Click, Click, Send

Text "CTR" to 52886 to sign up to receive text and electronic messaging alerts from CTR. Learn more.

You may also text "REALTOR" to 30644 or sign up online to receive NAR REALTOR® Party mobile text alerts. Just a few times a year you will receive a text notification for our Calls for Action.

## [Market Trends](#)

The following are statistics taken from SMART MLS records.

**Continue to Show Listings:**

Single Family Homes

For: January 1 - August 20, 2018



TOWN	UNITS	Average/Median Market Time
Norwalk	60	65/55
Weston	18	219/99
Westport	28	133/147
Wilton	29	142/81
Fairfield	46	100/89

**Pending (Deposit) Listings:** Single Family Homes  
For: January 1, - August 20, 2018

TOWN	UNITS	Average/Median Market Time
Norwalk	49	80/66
Weston	12	151/72
Westport	33	138/106
Wilton	14	153/127
Fairfield	78	105/65

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,- August 20, 2018 & January - December '17, according to the CMLS.

[Market Trends & Statistics](#)

## **New Members**

### **JULY 2018**

#### **Affiliate Members**

**Total Affiliate Members - 35**

**DOWNEY, JOHN**

**BRINK'S TANK & ENVIRONMENTAL, NJ**

#### **New REALTOR® Members**

**Total REALTOR® Membership - 1146**

**CHERY, FRITZ**

**WEB REALTY, NORWALK**

**DASILVA MIXER, JENNIFER**

**CB/RIVERSIDE, WESTPORT**

DE LA CRUZ, NATALY  
GALLO, SHEILA  
JONES, MIRANDA  
LEE, SOO  
MA, MICHAEL  
PALOMBA, MICHAEL  
RAYMOND, LANCE  
RIBEIRO, MARIANI  
SPIEGEL, MARTHA  
TUCCIARONE, THOMAS

GUY BOCICAUT R.E., NORWALK  
HALSTEAD, WESTPORT  
KELLER WMS, RIDGEFIELD  
BERKSHIRE, WILTON  
PORTUNES, STAMFORD  
LASKO R.E., STAMFORD  
HIGGINS GROUP, FAIRFIELD  
WM. RAVEIS, STAMFORD  
DOUGLAS ELLIMAN, GREENWICH  
DVB COMMERCIAL, NORWALK

## [CE Connection](#)

**Clarification on Ethics - [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.

If you did not take Ethics as one of your CE Classes and have not taken it since January 1, 2017, you will need to take an ethics class prior to December 31, 2018.

We currently have over 300 members who **[DO NOT have an updated Cycle 5 Ethics class on file with NAR.](#)**

On June 12th & August 14th, we emailed all members who were on this list. Many of you emailed us your updated ethics certificate.

**For those who did not, please remember to email your ethics certificate for a class taken from January 1, 2017 - December 31, 2018 to [mfcар@mfcар.com](mailto:mfcар@mfcар.com) so that we can update your record.**

- [Click here to take the FREE Online \(Non CE Credit\) Ethics Class through NAR.](#)
- [Click here for instructions to choose the FREE Class](#)