



October 2018 | ISSUE No. 10 The Mid-Fairfield Record

[Click to Visit MFCAR.COM](http://MFCAR.COM)



MFCAR Upcoming Events

October:

22 - New Member Orientation - 9:00 - 12:00 MFCAR Office

24 - Instagram for REALTORS® Lunch and Learn - Registration is CLOSED as Event is FULL

November:

1-5 - NAR CONFERENCE - Boston, MA

7 - [MFCAR General Membership Meeting Breakfast - End of Year Advice for Filing Tax Returns; Allowable Deductions Incorporated with Strategic Financial Money Management](#)

9:15 AM - Check In & Continental Breakfast

9:45 AM - 11:30 AM - Meeting

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

9 - New Member Orientation - 9:00 - 12:00 MFCAR Office

14 - [Ethics Class - 9:30 a.m. Saugatuck Congregational Church](#) **This class is ONLY for our members who DO NOT have a current ethics class for cycle 5. These members have been contacted directly.**

14 - [New Member Luncheon - Rizzuto's 12:00 p.m.](#)

16 - Board of Directors Meeting - 9:00 a.m.

21 - MFCAR Closes ½ day - 12:30 PM

22 - 23 - Thanksgiving - MFCAR Closed

President's Update

Are you ready for the NAR Conference in Boston? There's never been a better time to check it out. It's so close. I attend the conference every year. I wouldn't miss it. There are incredible seminars where you can learn just about anything that is real estate related. The session I especially want to see is about Blockchain technology and how it will impact the real estate industry. I hope to see you there!!



The Mid-Term elections are just around the corner. No matter who you support, it is important to make your choice count. Please stand up and be counted by voting on November 6.

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

DID YOU KNOW - that CTR is providing buses to shuttle you (and your guests) to and from the NAR Convention? The deadline to register is Sunday, October 28. For more information and to register please go to www.ctrealtors.com/forms/boston

DID YOU KNOW - The Westport Building Department wants to remind everyone to "Finish What Was Started". Remind your sellers - after permitted work is done a town representative has to inspect their home to certify all work was done correctly and to code. The homeowner will then receive a CO. If they have any questions they can call 203.341.5025.

That's all for now. Here's to a productive Fall and selling lots of homes!

Deb Alderson
MFCAR President

MFCAR General Membership Meeting Breakfast

**End of Year Advice for Filing Tax Returns; Allowable Deductions
Incorporated with Strategic Financial Money Management**

Guest Speakers:
Bryan D. Pennington, Audit Manager
&
Janet Barillari, Managing Member
of Venman & Co., Certified Public Accountants

Wednesday, November 7th
9:15 AM - Check In & Continental Breakfast
9:45 AM - 11:30 AM - Meeting

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

Topics Include:

- Real estate tax professional presentation on record keeping and knowing your eligible write-offs as a 1099 Real Estate Agent.
- Key business tax deductions you're entitled to incorporate with strategic financial management
- How PATH effects Real Estate Agents (Protecting Americans from Tax Hikes Act) when it comes to business-related purchases.
- Strategic financial planning and management, focusing on long term financial goals.

MFCAR Member Fee: \$15.00

Non-Member/Walk-In Fee: \$25.00
(PAYABLE BY CHECK OR EXACT CASH ONLY)



Meeting Generously Sponsored By:

SUE BAXTER - FM HOME LOANS - WESTPORT BRANCH

**DONATIONS FOR THE BE HOMEFUL PROJECT WILL
BE ACCEPTED AT THE MEETING.**

ONLINE DONATIONS CAN BE MADE BY CLICKING THE PICTURE BELOW



This campaign raises emergency assistance funds to help local families stay in the comfort of their homes and avoid experiencing the trauma of homelessness. Experiencing homelessness as a child is a prime indicator for experiencing homelessness as an adult, so our efforts can literally break the cycle of homelessness for generations to come.

For every \$25 donation, a Paddington book, bear or blankie will also be gifted to a child living in a shelter over the holidays. It's a win-win for CT's children in need!

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.

Smart MLS Class @ MFCAR

Monday, November 5th

9:30 - 10:30 New Member

Description: This training session will introduce you to all the tools that you have at your fingertips as a member of SmartMLS.

Some topics that will be reviewed include:

- Get to know your Member Dashboard
- Navigate your way through Matrix, your MLS listing platform
- Download and use your mobile MLS app - Homesnap
- Understand SmartMLS Rules & Regulations
- Get familiar with SmartMLS Training
- Understand SmartMLS Support

11:00 - 12:30 Search

Description: Searching for listings in Matrix is as easy as 1,2,3. Take a walk thru all the in's and out's of searching in Matrix, your listing platform.

After completing this session you will have a working knowledge of the following topics:

- Search Navigation
- The Display Catalogue
- Print Options
- Integrated Tax and Public Record Searches
- Auto Email Activation
- Get to know your Client Portal

2 - 3 Homesnap

Description: Put the power of the MLS in your Hands and use HomeSnap, your MLS on the Go! This session focuses on all the benefits that go along with using the SmartMLS premier mobile app.

Your clients will love this!

- Discover how to Register and invite your clients
- Scroll through a variety of pictures
- Produce a Rapid CMA
- Share the App with your clients and friends, the App will be branded to you

- Learn how to use Messaging Options, favorite and the Newsfeed
- This is your best marketing tool. Discover how to use this to your advantage!

To Register Contact: Brian Backman @ 203-750-6000 ext. 2224
Brian@SmartMLS.com

Market Trends

The following are statistics taken from SMART MLS records.



Continue to Show Listings:

Single Family Homes

For: January 1 - October 20, 2018

TOWN	UNITS	Average/Median Market Time
Norwalk	57	86/63
Weston	10	159/161
Westport	20	141/142
Wilton	15	150/173
Fairfield	46	111/95

Pending (Deposit) Listings: Single Family Homes

For: January 1, - October 20, 2018

TOWN	UNITS	Average/Median Market Time
Norwalk	48	87/54
Weston	14	129/104
Westport	30	175/145
Wilton	12	212/164
Fairfield	50	126/80

Please click the following link to view the above statistics as well as the Avg./Median price for Houses and Condominiums sold for Jan. 1,- Oct. 20, 2018 & January - December '17, according to the CMLS.

[Market Trends & Statistics](#)

New Members

SEPTEMBER 2018

Affiliate Members

Total Affiliate Members - 35

New REALTOR® Members

Total REALTOR® Membership - 1161

Lepore, Angela
Mindich, Heather
Tapia, Ariel

Wm. Pitt, Wilton
Coldwell Banker, Wilton
Wm. Raveis, Norwalk

Important News

**PRINCIPLES & PRACTICES COMING TO
MFCAR**

**EVENING & SATURDAY COURSES
AVAILABLE**

MFCAR is excited to announce that we have partnered with Agent-Prep and will be offering the PRINCIPLES & PRACTICES course at the board office starting in November. We hope that you will share our exciting news with anyone who may be interested in becoming a licensed Connecticut Real Estate Salesperson.

Visit our website www.mfcар.com or give us a call for more information.

Course Details:

Starting: November 6th

Runs: Tuesday & Thursday

From: 6:00 p.m. - 10:00 p.m.

Ends: January 29, 2019 (Final Exam)

Starting: November 10th

Runs: Saturdays

From: 9:00 a.m. - 3:00 p.m.

Ends: February 16, 2019 (Final Exam)

CASH FOR GOLD

A Fundraiser For the Sunshine Kids

**Leave your checkbook at home....
at this fundraiser you leave with a check!**

Please take a moment to look through your jewelry boxes for:

- BROKEN GOLD CHAINS AND BRACELETS
- SINGLE EARRINGS (HALF PAIRS)
- OLD SCHOOL RINGS
- RINGS WITH MISSING STONES
- OLD BOYFRIEND/GIRLFRIEND GIFTS
- JEWELRY YOU NEVER WEAR
- GOLD NON-WORKING WATCHES
- STERLING SILVER JEWELRY, FLATWARE, HOLLOWWARE
- PLATINUM AND PALLADIUM



Please Join us!

Monday and Tuesday, October 29th and 30th

10AM to 4PM

at -

Berkshire Hathaway HomeServices

101 Old Ridgefield Road

Wilton, CT

[A Message From the Westport Building Department](#)



THE WESTPORT
BUILDING DEPARTMENT
ASKS YOU TO

FINISH WHAT WAS STARTED

CLOSE PERMITS & GET
A CERTIFICATE OF OCCUPANCY

FINISH WHAT WAS STARTED

After permitted work is done on a home, a town representative inspects the home to certify all work was done correctly and to code. The homeowner will then receive a certificate of occupancy or CO.

A CO ensures your family's safety and the safety of the community. And the Westport Building Department needs your help to close open construction permits in Westport.

WHY YOU SHOULD HAVE A CO

When it comes time to sell your home, an open permit will delay the closing process.

Finally, having an open permit and no Certificate of Occupancy on your home may result in homeowner liability and insurability issues.

LEARN IF YOU HAVE AN OPEN PERMIT ON YOUR HOME

(203)-341-5025

buildingpermits@westportct.gov

[Help Us Grow our Social Media Presence](#)

Did you know that we try to get you important information via social media? Please take a moment and like us, follow us and recommend us.

Recently we had to make a new Facebook page and abandon our previous page. Please take a moment to like our new Facebook page by clicking the icon below.



MFCAR is on twitter, please take a moment to follow us by clicking the icon below.



We're on Instagram too! Click the icon below to follow us.



Lastly, we just signed up with Nextdoor, the private social network for neighborhoods. Please take a moment and recommend us to your neighbors and help get the word out by clicking the icon below.



Thank you in advance for helping us connect with you besides filling up your inbox!

[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 just under 300 members who DO NOT have an updated Cycle 5 Ethics class on file with NAR. These members were emailed on June 12th, August 14th & September 27 to remind them to email us their ethics certificate for a class taken from January 1, 2017 - December 31, 2018 to mfcAR@mfcAR.com.

If you received our emails about missing ethics you can register for our Ethics Class - November 14th, at the Saugatuck Congregational Church, 9:30 AM - 12:30 PM, instructed by: Terry Hastings. Class Fee is \$25.00 -REGISTRATION IS NOT CONFIRMED UNTIL PAYMENT IS RECEIVED. CLASS LIMITED TO 60 PARTICIPANTS. [CLICK HERE TO REGISTER](#)

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