



Sept. 2018 | ISSUE No. 9 The Mid-Fairfield Record

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MFCAR Upcoming Events

September:

26 - Region 1 Caucus Meeting 9:30 AM @ MFCAR

October:

3 - [MFCAR Trade Show](#) @ Westy's- Wilton, CT - 5:00 PM - 7:30 PM

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 - Real Estate Agent Information Session Q & A with Wilton Town Officials
9:00 AM - 11:00 AM Wilton Library (Brubeck Room)

19 - MFCAR Board of Directors Meeting 9:00 A.M. MFCAR Office

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

24 - Lunch & Learn - [More Information to Come](#)

November:

16 - MFCAR Board of Directors Meeting - 9:00 AM @ MFCAR

22 & 23 - Board Closed - Thanksgiving Holiday

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

- 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

By the time you read this newsletter the debate between Ned Lamont and Bob Stefanowski, hosted by CTR, will be over. Hopefully many of you attended it and are better informed about who you want to lead this state. As a new citizen of this great country (I became a citizen last year) I am profoundly aware of my responsibility to voice my opinion by voting. 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 - 9/25 is National Voter Registration Day. This is a great opportunity to register or update your voter registration information. Today, approximately 15 percent of REALTORS® are NOT registered to vote - that's 195,000 people nationwide. Are you one?

DID YOU KNOW - NAR has created the Center for REALTOR® Financial Wellness. It's a cool new resource designed to help you understand your financial planning options and prepare for the future, one step at a time. No matter where you are in your career or stage of financial planning, they have something for you. Do you need a budgeting tool, retirement planning resources or information about investing in real estate? All this and so much more. Check it out at financialwellness.REALTOR

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

Deb Alderson
MFCAR President

General Meeting Breakfast

A very special thank you to our panel of area attorney guest speakers and sponsors for a very informative general meeting.

Nathaniel Shipp
Lisa Gioffre-Baird
Lucas Hernandez
David Baghdady
Toni Morton

MFCAR TRADE SHOW NETWORKING EVENT



MFCAR TRADE SHOW NETWORKING EVENT

October 3rd ~ 5:00 PM – 7:30 PM

Woods Golf Course, 65 Danbury Rd, Wilton

Cost to attend \$5.00

Exhibitors to Date Include

John Jones Architect	Heins Landscaping	BioClean, LLC
The Russell Agency, LLC	Homeguard Environmental	Brinks Tank & Environmental Services
Tiger Home & Building Inspections	Staging Sells Home Staging & Interior Design Trends	RZ Connection, LLC Organizing, Move Mgmt. & Estate Services
Guaranteed Rate <i>WINE TABLE SPONSOR</i>	Rings End Lumber	Cort Furniture Rental
Cherry Street Art Fine Art Consulting	Winslow Park Animal Hospital	Gault Family Companies
Fairfield County Bank	Webster Bank	Smart MLS
Aerial360 Solutions Photography	CrossCountry Mortgage <i>FOOD SPONSOR</i>	The Painted Cookie
Real Property Management Southern CT	TotalCare Property Management	Signature Style

Exhibitors will have giveaways and lots of great information to share. Bring business cards to win door prize gift cards.



Please consider bringing a donation for



What's New?

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 60 hour 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.mfcar.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)

Ethics Corner

Case #16-20: Continued Contact With Potential Seller Who Enters Into an Exclusive Listing With Another Realtor® (Adopted November, 2011)

At the conclusion of a detailed listing presentation, Realtor® B asked the sellers whether they had any questions. "No," said Seller Z. "Your presentation was professional and complete and we very much appreciate your time. We have appointments with two other realty firms and after we talk to them we'll make our decision." Realtor® B thanked the sellers and encouraged them to contact him with any questions they might have. "I really look forward to being your broker," he added.

Several days later, Realtor® B noticed that Seller Z's property had come on the market, listed with Realtor® A. Realtor® B and Realtor® A were friends, but were also quite competitive, both frequently pursuing the same potential seller-clients. "I wonder why Seller Z decided to list with Realtor® A," mused Realtor® B, "it won't matter if I just call and ask why they decided to list with my friend Realtor® A instead of me." Realtor® B called the sellers and left a message on their answering machine asking for a return call at their convenience.

That evening, Seller Z returned Realtor® B's phone call. Realtor® B started the conversation by thanking Seller Z and his wife for their time. "What I'd like to know is why you chose to give your listing to Realtor® A instead of me?" he then asked. "Don't get me wrong, Realtor® A is a good broker and will do a good job for you. I'm not suggesting you cancel your listing with Realtor® A but if your listing expires and Realtor® A hasn't sold it, I'd be pleased to talk to you about listing with me."

Seller Z did not follow up on Realtor® B's offer and the following weekend at Realtor® A's open house Seller Z and his wife recounted Realtor® B's follow-up phone call. Over the next few days Realtor® A debated filing an ethics complaint. He weighed his friendship with Realtor® B against what he saw as his duty to bring potentially unethical conduct to the attention of the association of Realtors®. Somewhat reluctantly, he filed an ethics complaint alleging a violation of Article 16, as interpreted by Standard of Practice 16-13.

At the hearing, Realtor® A called Seller Z as a witness. Seller Z faithfully recounted the substance of Realtor® B's conversation with Seller Z and his wife, commenting that while Realtor® B had said he was only trying to understand why he hadn't been given the listing, it appeared to Seller Z that Realtor® B wanted Seller Z to cancel his listing with Realtor® A. Then Realtor® B testified in his own defense. He acknowledged he had been aware that Realtor® A had already exclusively listed the property when he contacted Seller Z and asked for a follow-up appointment. He defended his actions stating he was not trying to induce Seller Z to cancel the listing, he was simply trying to find out what he had said - or failed to say - that led Seller Z to list with Realtor® A instead of with him, and wanted Seller Z and his wife to be fully aware of the services he would provide if their listing with Realtor® A expired.

The Hearing Panel did not agree with Realtor® B's defense, noting that Realtor® B's curiosity or desire to enhance his listing presentation skills did not justify continued contact with a potential seller-client after that seller had entered into an exclusive representation agreement with another broker. Realtor® B was found in violation of Article 16 as interpreted by Standard of Practice 16-13.

Market Trends

The following are statistics taken from SMART MLS records.



Continue to Show Listings:

Single Family Homes

For: January 1 - September 20, 2018

TOWN	UNITS	Average/Median Market Time
Norwalk	66	80/59
Weston	19	209/113
Westport	19	138/107
Wilton	14	145/109
Fairfield	37	105/93

Pending (Deposit) Listings: Single Family Homes

For: January 1, - September 20, 2018

TOWN	UNITS	Average/Median Market Time
Norwalk	54	71/35
Weston	10	191/82
Westport	29	149/87
Wilton	14	148/112
Fairfield	58	104/46

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

[Market Trends & Statistics](#)

New Members

AUGUST 2018

Affiliate Members

Total Affiliate Members - 35

New REALTOR® Members

Total REALTOR® Membership - 1157

Blank, Robin	Wm. Pitt	Westport
Clarke, Keith	Wm. Raveis	Norwalk
Conner, John	Keller Williams	Ridgefield
Custus, Laura	Higgins Group	Norwalk
Distance, Gen/DR	GEN Next Real Estate	Greenwich
Green, Andrew	Higgins Group	Westport
Greenberg, Noah	Berkshire Hathaway	Westport
Huizer, Dawn	Coldwell Banker	Wilton
Kessler, Charles	Wm. Raveis	Wilton
Khan, Arsalan	Lasko Real Estate	Stamford
Le, Jasmine	Wm. Raveis	Westport
Mahfouda, Adam/DR	Oxford Property Group USA	New York, NY
Mark, Alison	Weichert Madison & Post	Westport
Rilling, Harry	Wm. Raveis	Norwalk
Tromba, Michael	Keller Williams Prestige	Stamford
Wehrheim, Debra	Berkshire Hathaway	Wilton

[Real Estate Agent Information Session Q & A with Wilton Town Officials](#)

REAL ESTATE AGENT INFORMATION SESSION

COME JOIN US FOR A Q & A WITH TOWN OFFICIALS

WHERE: Wilton Library (Brubeck Room)

WHEN: October 17, 2018

TIME: 9am—11am

Guest Speakers:

Lynne Vanderslice—First Selectwoman

Sarah Scacco—Town Assessor

Barry Bogle—Health Department

Bob Nerney—Planning & Zoning

Mike Conklin—Environmental Affairs

Christopher Burney—Public Works Department

RSVP: *October 10th (to your manager)*

[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 mfcAR@mfcAR.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](#)

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.