



January
2019

ISSUE
No. 1

The Mid-Fairfield Record

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UPCOMING EVENTS

January:

- 23 - Programming Meeting 1:00 PM @ MFCAR
- 25 - RPAC Meeting - CTR office 1:00 - 3:00 p.m.
- 30 - [New Year's Social at Osteria Romana](#)

February:

- 6 - [StagingSells Lunch and Learn](#) - 11:30 a.m. - 1:00 p.m.
- 12 - Principles & Practices - new weeknight class begins
- 15 - MFCAR Board of Directors Meeting 10:00 AM
- 16 - Principles & Practices - new Saturday class begins
- 18 - President's Day - Board Office Closed
- 20 - [Total Mortgage Lunch and Learn](#) - 11:30 a.m. - 1:00 p.m.

March:

- 6 - [Head Shot Photo Day @ MFCAR](#)
- 13 - Region 1 Caucus @ MFCAR
- 15 - MFCAR Board of Directors Meeting - 10:00 AM
- 20 - SmartMLS class @ MFCAR - contact SmartMLS for details
- 21 - State Directors Meeting

President's Update

Welcome 2019! As I write this letter, they are predicting a couple of storms to roll in over the next few days. A friend in Des Moines, Iowa says the weather service is predicting up to 72" of snow there. No, that is not a typo - that is 6 feet of snow. Here's hoping we fare better in Connecticut this winter.



CTR is expecting a busy legislative year in 2019. It seems that many of these issues arise every year, and every year CTR opposes and defeats them. Here are a few of the bills that are expected to come up this year:

DID YOU KNOW - Conveyance Taxes are expected to be an issue again: All types - increases to seller's conveyance taxes (such as a "mansion tax" with higher conveyance after a certain dollar amount); new buyer's conveyance taxes for various purposes (such as 'pilot programs' for open space in municipalities).

DID YOU KNOW - Bills proposing other New Taxes may be introduced: Such as taxes on professional fees (attorneys, appraisers, real estate licensees, etc.)

DID YOU KNOW - Mandates for Lead Free versus Lead Safe could be on the table: Advocates are expected to push for abatement instead of encapsulation, though abatement can cause health problems and is often not an affordable option.

Please don't let your guard down. It's up to all of us to help protect Home Ownership!

When that CALL TO ACTION alert is issued be sure to respond. Impacting Legislation Can Be Easy as "Click, Click, Send!" on your cell phone.

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 REALTORS® voice heard by lawmakers.

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 their Calls for Action.

That's all for now. Here's to a very productive and successful year!

Deb Alderson
MFCAR President

[Join Us](#)

**LET'S GATHER
FOR A
NEW YEAR'S
SOCIAL**

**JANUARY 30TH
4:00 PM –
6:00 PM**

**BEER, WINE
&
HOT & COLD
HORS D'OEUVRES**

**OSTERIA
ROMANA**
250 WESTPORT
AVE.
NORWALK, CT

FEE: \$20.00

INCLUDES
HORS D'OEUVRES & 2
GLASSES OF WINE OR BEER

**CLICK TO
REGISTER**

Happy New Year! Let's start off 2019 with a fun evening enjoying delicious hors d'oeuvres and a glass of wine or beer while chatting with new colleagues and old friends.

Join us on Wednesday, January 30th from 4:00 - 6:00 at Osteria Romana. Evening includes hot and cold hors d'oeuvres and two glasses of wine or beer.

Fee is:
\$20.00 Advance paid registration.
\$30.00 Paid at the door.

**Register
Now**

Please note: Registration is not confirmed until payment is received.
Unpaid registrations will be cancelled.

[Reminder](#)

The [MFCAR 2019 Dues Invoices](#) were emailed out the first week of December. They were emailed to you from Anissa@MFCAR.com.



Payment is due by January 31, 2019.

Please give us a call at 203-227-4418 if you have questions.

Principles & Practices Classes

Principles and Practices classes starting in February at MFCAR instructed by Agent Prep.

[For more information or to register click here.](#)

Tuesday & Thursday Evenings for 7 1/2 weeks

Tuesdays - 6:00 PM - 10:00 PM

February 12, 2019

February 19, 2019

February 26, 2019

March 5, 2019

March 12, 2019

March 19, 2019

March 26, 2019

April 2, 2019

Thursdays - 6:00 PM - 10:00 PM

February 14, 2019

February 21, 2019

February 28, 2019

March 7, 2019

March 14, 2019

March 21, 2019

March 28, 2019

Saturday's for 10 weeks

Saturday's - 9:00 AM - 3:00 PM

February 16, 2019

February 23, 2019

March 2, 2019

March 9, 2019

March 16, 2019

March 23, 2019

March 30, 2019

April 6, 2019

April 13, 2019

April 20, 2019

Did You Know?

You can get coverage for your furry family members

through REALTORS® Insurance Marketplace

Sit. Stay. Relax: we're pleased to introduce a new NAR member benefit! ASPCA® Pet Health Insurance can help lessen financial worry by providing reimbursement for covered vet costs.



Plans available through REALTORS® Insurance Marketplace and the REALTOR Benefits® Program. Great rates and special savings for NAR members, including a multi-pet discount. Just click the Purple Paw below to learn more about the right coverage for you and your pet!



[Fetch Your Quote](#)

REALTORS® Insurance Marketplace is a proud partner in the REALTOR Benefits® Program through the NATIONAL ASSOCIATION OF REALTORS®.



Market Trends

The following are statistics taken from SmartMLS.

Continue to Show Listings:
Single Family Homes
For: January 1 - December 31,
2018



TOWN	UNITS	Average/Median Market Time
Norwalk	9	100/97
Weston	3	126/74
Westport	5	208/181
Wilton	7	174/194
Fairfield	14	137/124

Pending (Deposit) Listings: Single Family Homes
For: January 1, - December 31, 2018

TOWN	UNITS	Average/Median Market Time
Norwalk	35	114/87
Weston	8	261/248
Westport	10	151/53
Wilton	4	270/290
Fairfield	22	115/73

2018	2017
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Town	Prop Type	Units	Average/Median Price	Units	Average/Median Price
Norwalk	Single	675	606,731/488,000	658	618,299/463,500
	Condo	364	278,162/259,000	376	293,931/251,000
Weston	Single	167	813,817/703,210	174	857,640/789,500

Westport	Single	411	1,457,544/1,220,000	433	1,532,778/1,315,000
	Condo	26	606,994/602,000	31	602,740/559,000
Wilton	Single	206	867,153/785,000	229	825,000/730,000
	Condo	30	422,550/411,000	24	352,246/320,000
Fairfield	Single	729	774,234/630,000	778	744,335/600,000
	Condo	123	468,436/360,000	137	430,839/360,000

[Click for printable Market Trends & Statistics](#) Jan. 1, - Dec. 31, 2018 & Jan 1, - Dec 31, 2017.

DATA PULLED FROM SMARTMLS - INFORMATION HAS NOT BEEN VERIFIED AND ACCURACY IS NOT GUARANTEED.

February Lunch & Learns

February 6, 2019 11:30 AM - 1:00 PM
[StagingSells](#) - The ROI of Staging and Improvements: How to calculate your client's best return!

February 20, 2019 11:30 AM - 1:00 PM
[Total Mortgage](#) - Credit Prep for Mortgages & Ways to Increase Credit Scores



Photo Day @ MFCAR

Head Shot PHOTO DAY **\$59**/session

Plus Tax is \$62.75 Total Price

for the Business Professional

SAVE \$40 Off the one session price

AT THE MID-FAIRFIELD COUNTY ASSOCIATION OF REALTORS



Photos for Print, Websites, LinkedIn, Business Cards, Publicity and more!

includes
FREE
Touched-up Photo

- Individual 1/2 hr session time with a selection of at least 24 poses
- One look (clothes) against a neutral background/backdrop
- One person per session (unless pre-arranged)
- All Images copied onto **YOUR** supplied **USB Drive** at time of session
- Your choice of one Finished Photo* with touch-ups

* Finished Touched-up Photo:

- minor touchups of neck wrinkles, around eyes, blemishes, etc. just ask us
- color adjustment

Photography by



Wednesday
March 6

Limited Times
Available

Questions call
203-453-1071

[Click to Register](#)

inaflashstudio.com

 **MFCAR** MID-FAIRFIELD COUNTY ASSOCIATION OF REALTORS*

New Members

DECEMBER 2018

Affiliate Members

Total Affiliate Members - 34

New REALTOR® Members

Total REALTOR® Membership - 1138

Lepre, Scott

Letterman, Amanda

Muccia, Katherine

Shah, Ajay

Weichert

Compass CT

Halstead Property

eXp Realty

Westport

Greenwich

Westport

Hartford

CE Connection

2020 Continuing Education Requirement for Salespersons & Brokers

Every even-year, all RES/Salespersons & REB/Brokers must complete four (4) - 3hr CE Classes.

The 4 CE Classes you must take (in any order) are:

1. CT Real Estate Agency Law & Fair Housing 1
2. CT Real Estate Agency Law & Fair Housing 2
3. Code of Ethics - Make sure you email certificate to mfcар@mfcар.com so that we can update your record in NAR.
4. Elective

Classes due by:

Broker renewal period: 4/1/18-3/31/20

Salesperson renewal period: 6/1/18-5/31/20

Exceptions:

Salespersons who passed their license test between 6/1/18-5/31/20 or Brokers who passed their test between 4/1/18-3/31/20, are only required to take 1 class - Code of Ethics, which is available free of charge on NAR website: [Click here to take the FREE Ethics Class](#). (make sure you email certificate to mfcар@mfcар.com so that we can update your record in NAR)

Click for online classes: <http://mfcар.theceshop.com>.

STAY CONNECTED:



