



## The Mid-Fairfield Record

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# UPCOMING EVENTS

### **APRIL**

- 24 - 9:30 a.m. Social Media Committee Meeting
- 26 - 10:00 a.m. MFCAR Board of Directors Meeting
- 30 - 9:30 a.m. P & P Classes – MFCAR Board Office

### **MAY**

- 2 - 9:30 a.m. P & P Class – MFCAR Board Office
  - 13 - 18 NAR DC Meetings
  - 20 - 1:30 – 4:00 p.m. [Bradford Tax Seminar @ MFCAR Board Office](#)
  - 21 - 9:30 a.m. P & P Class – MFCAR Board Office
  - 22 - 9:30 a.m. – 12:30 p.m. [General Meeting Economic & Real Estate Market Outlook Special Guest Dr. Lawrence Yun](#)
  - 23 - 9:30 a.m. P & P Class – MFCAR Board Office
  - 24 - 10:00 a.m. MFCAR Board of Directors Meeting
  - 27 - MFCAR Closed – Memorial Day
  - 28 - 9:30 a.m. P & P Class MFCAR Board Office
  - 30 - 9:30 a.m. P & P Class MFCAR Board Office
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### **PRESIDENT'S UPDATE**

**DID YOU KNOW** – Mark Mathias, Karen Kleine and Neil Phillips from the Westport Board of Education gave a Coleytown school update on April 11, at the MFCAR Board office. Mark has graciously offered to answer any questions you or your clients may have about Coleytown. He can be reached at (203) 226-1791 or [mmathias@westportps.org](mailto:mmathias@westportps.org)



**Some of the meeting highlights are:**

- There will be modular classrooms for grades 6-8 in Bedford next year.
- They are waiting for cost estimates to repair or replace Coleytown which they expect to receive in May or June.
- The decision to go back to 2 schools won't be made until August of 2019 for the 2020 school year.
- At the April 22, Board of Education meeting they will discuss the idea of having a 6<sup>th</sup> Grade Academy. Members of the Glastonbury 6<sup>th</sup> Grade Academy will attend the meeting to discuss how it is working for them.

**I KNOW YOU KNOW, BUT HERE'S A REMINDER** - The CTR Board of Directors approved a **\$100 dues increase for 2020**. Individual members can receive a \$100 dues discount in 2020 under the criteria approved by the CTR Executive Committee.

**The criteria are:**

- Respond to any CTR Call for Action (CFA) by September 1, 2019; **OR**
- Participate in a CTR Advocacy or CTR Charitable event, should there be one, by September 1, 2019.

**Text CTR to 52886 to opt-in. When you opt-in to CTR's New Text/Messaging Program you will receive occasional alerts by text or electronically recorded voice messages to keep you informed about developments on important issues. The alert system maps members to the address in their membership record so you'll receive alerts that have an impact on you personally.**

That's all for now.

Deb Alderson  
MFCAR President

**FYI IMPORTANT MESSAGE**

**CTR 2020 Dues Increase and Dues Discount Options:**

The CTR Board of Directors approved a **\$100 dues increase for 2020**. Individual members can receive a \$100 dues discount in 2020 under the criteria approved by the CTR Executive Committee, noted below.

Respond to any CTR Call for Action (CFA) by September 1, 2019; **OR**  
Participate in a CTR Advocacy or CTR Charitable event, should there be one, by September 1, 2019.

**[CLICK FOR CTR'S 2019 TEXT OPT-IN CONSENT FORM](#)**

For those REALTORS® who join on or after September 1, 2019, or after the last CFA or designated event, there will be an opportunity for that new member to respond to a generic CFA established by CTR before December 31, 2019. That option **will NOT apply** to those holding membership prior to that date.

**Note:** There are no provisions or goals that will rescind the dues increase for the entire state's membership in 2020. Responding to a NAR Call for Action cannot meet the requirement as the accuracy of the reporting in that system is not reliable.

## **A MESSAGE FROM CTR**

CTR – Connecticut REALTORS® asked us to reach out to all MFCAR members who are unsubscribed from CTR Emails and ask them to reconsider and opt back-in to their communications. CTR has a lot of campaigns in process that are directly related to their members. Legislative priorities include property taxes, school consolidation and regionalization, taxes on short term rentals and many more. CTR can't fight for its members without members support.

If you received an email from us please opt back-in so you will be informed of upcoming Calls for Action that need your support. With just a few clicks, you can take action on important real estate issue that effect your daily business and livelihood. This is a very effective way to get REALTORS® voices heard by lawmakers.

Please remember if you choose to opt back-in you will receive a confirmation email through Constant Contact from [david@ctrealtors.com](mailto:david@ctrealtors.com) with instructions on how to confirm your opt back-in decision.

If you have questions related to this please email [david@ctrealtors.com](mailto:david@ctrealtors.com).

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## **ETHICS CORNER**

### **Case #2-7: Obligation to Determine Pertinent Facts (Revised Case #9-13 May, 1988. Transferred to Article 2 November, 1994.)**

REALTOR® A, a home builder, showed one of his newly constructed houses to Buyer B. In discussion, the buyer observed that some kind of construction was beginning nearby. He asked REALTOR® A what it was. "I really don't know," said REALTOR® A, "but I believe it's the attractive new shopping center that has been planned for this area." Following the purchase, Buyer B learned that the new construction was to be a bottling plant and that the adjacent area was zoned industrial.

Charging that the proximity of the bottling plant would have caused him to reject purchase of the home, Buyer B filed a complaint with the Board of REALTORS® charging REALTOR® A with unethical conduct for failing to disclose a pertinent fact. The Grievance Committee referred the complaint for a hearing before a Hearing Panel of the Professional Standards Committee.

During the hearing, REALTOR® A's defense was that he had given an honest answer to Buyer B's question. At the time he had no positive knowledge about the new construction. He knew that other developers were planning an extensive shopping center in the general area, and had simply ventured a guess. He pointed out, as indicated in Buyer B's testimony, that he had prefaced his response by saying he didn't know the answer to this question.

The Hearing Panel concluded that Buyer B's question had related to a pertinent fact; that REALTOR® A's competence required that REALTOR® A know the answer or, if he didn't know the answer, he should not have ventured a guess, but should have made a commitment to get the answer. The Hearing Panel also noted that although REALTOR® A had prefaced his response with "I don't know," he had nonetheless proceeded to respond and Buyer B was justified in relying on his response. REALTOR® A was found to have violated Article 2.

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## **2019 UPCOMING EVENTS**

**ATTEND OUR NEXT MFCAR  
GENERAL MEETING  
WITH SPECIAL GUEST SPEAKER**

**DR. LAWRENCE YUN**

**NATIONAL ASSOCIATION OF REALTORS®  
CHIEF ECONOMIST AND SENIOR VICE  
PRESIDENT OF RESEARCH**

**“Economic and Real Estate Market Outlook”**

Dr. Yun will discuss the following, with a special emphasis on your local market.

- Recent developments in the national and local housing market
- The direction of home prices in the next 12 to 24 months
- Comparisons with past housing cycles
- Economic backdrop
- Forecast of economy and housing market

Lawrence Yun is Chief Economist and Senior Vice President of Research at the National Association of REALTORS®. He oversees and is responsible for a wide range of research activity for the association including NAR's Existing Home Sales statistics, Affordability Index, and Home Buyers and Sellers Profile Report. He regularly provides commentary on real estate market trends for its 1.3 million REALTOR® members.

Dr. Yun creates NAR's forecasts and participates in many economic forecasting panels, among them the Blue Chip Council and the Wall Street Journal Forecasting Survey. He also participates in the Industrial Economists Discussion Group at the Joint Center for Housing Studies of Harvard University. He appears regularly on financial news outlets, is a frequent speaker at real estate conferences throughout the United States, and has testified before Congress.

Dr. Yun has appeared as a guest on CSPAN's Washington Journal and is a regular guest columnist on the Forbes website and The Hill, an "inside the beltway" publication on public affairs. Dr. Yun received his undergraduate degree from Purdue University and earned his Ph.D. from the University of Maryland at College Park.

[Click Here to Register](#)



**WEDNESDAY, MAY 22**

**9:30AM - 12:30PM**

**NORWALK INN &  
CONFERENCE CENTER  
99 EAST AVE NORWALK**

**EVENT FEE:**

**MFCAR MEMBERS \$15.00**

**NON-MEMBERS \$20.00**

**INCLUDES CONTINENTAL  
BREAKFAST**

**Meeting generously  
sponsored by:**

**TIGER HOME & BUILDING  
INSPECTIONS**

**WEBSTER BANK  
WILTON**

**PILLAR TO POST HOME  
INSPECTORS**

**STEWART TITLE  
GUARANTY COMPANY**

**FAIRFIELD COUNTY BANK  
WESTPORT**

**BRADFORD  
AND COMPANY**

The Mid-Fairfield County Association of REALTORS® is excited to have Bradford and Company, the premier educational experts on Tax Strategies for the Self-Employed - share their expertise with our members with this special seminar

**Give Yourself A Raise!**

**Tax-Reduction Strategies for the Real Estate Professional  
Strategies that save you time and money**

**Monday, May 20, 1:30 pm - 4:00 pm. Please arrive by 1:15 pm**

**Location: MFCAR 19 Imperial Ave Westport, CT 6880  
Seating is Limited – Please carpool as parking is limited**

**This is your chance to Give Yourself a Raise this year and streamline your business!**

**Here are just some of the safe, audit-proof tax-saving strategies you will learn:**

- IRS Myths - Busted!
- How to deduct maximum business meal expenses after the recent TJCA tax reform
- How to use a medical reimbursement plan that can save you and your family thousands of tax dollars every year. Set it up Now!
- Tips for maximizing your automobile deductions including luxury autos-plus easy documentation strategies
- How to safely qualify your home office for big tax deductions, even if you spend most of your office time at a branch office
- How to audit-proof your tax records-so you reduce chances of an audit, but can stand confident if selected randomly
- Learn how to make the most of your new 20% 199A tax deductions
- Optimize Efficiency and Deductibility in your business throughout the year

Fear not! This is not some dry tax-prep-snooze-fest! This IS an entertaining, fast paced, power packed session with practical strategies you can start using now to build your business and keep more of your income

You might have a great bookkeeper or CPA handling your taxes, but that person is not involved in the day-to-day decisions of your business that can mean the difference between keeping-or losing-literally thousands of dollars over the course of the year. What's more, they will likely not tell you about these deductions, because most REALTORS® haven't taken the steps to qualify for them! But after this seminar, you'll have everything you need to bring to your tax accountant, so you qualify for thousands of dollars more in deductions.

**This seminar consistently saves REALTORS® like you thousands of dollars each year!**

Yes, you're busy, but the time you spend in this information packed seminar will translate immediately to thousands of dollars – your dollars!

You have to pay taxes, but you shouldn't pay one penny more than the IRS demands-yet most REALTORS miss out on thousands in deductions to which they're entitled.

What's more, your CPA or tax preparer will likely not tell you about these deductions, because most REALTORS haven't taken the steps to qualify for them!

But after this seminar, you'll know what to do and what you need to bring to your tax accountant, so you will qualify for thousands of dollars more in deductions.



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**DON'T FORGET TO PUT THESE IMPORTANT DATES ON YOUR CALENDAR.**

**[Click here for printable 2019 Calendar of Events](#)**

# 2019 CALENDAR OF EVENTS



## **NEW MEMBERS - MARCH 2019**

### **New Affiliate Member:**

- Arnold, Andrew Key Bank, New Haven
- Seaborne, Chris Gault Energy, Westport

### **Total Affiliate Members - 30**

### **New REALTOR® Members:**

- Aubin-Clarke, Lynda
- Chevrier, Tracy
- Healy, Lauren
- Johnson, Thomas
- Marrelli, Jennifer
- Real Estate Marketing, Norwalk
- Higgins Group, Westport
- Compass CT, Greenwich
- Halstead Property, Wilton
- Compass CT, Westport

- McGovern, Christine Higgins Group, Westport
- Perschino, Patricia Real Estate Marketing, Norwalk
- Peters, Jody Riverside Realty Group, Westport
- Reyes, Mildred Lasko Real Estate, Stamford
- Rochlin, Geoffrey "Scott" Higgins Group, Westport
- Scherb, Kristen Coldwell Banker, Westport
- Scott, Liam Lasko Real Estate, Stamford
- Smilowitz, Jon Douglas Elliman, Greenwich
- Ventura, Carlos/DR Ventura Group Realty, Norwalk
- Vitti, Melissa Lasko Real Estate, Stamford
- Walters, Nicholas Douglas Elliman, Greenwich

**Total REALTOR® Membership - 1103**

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## **Market Trends**



## Housing Statistics - MARKET TRENDS:

March 1, 2019 – March 31, 2019

\*Approximate Population

### POPULATION

Norwalk	Weston	Westport	Wilton	Fairfield
87,776*	10,179*	26,391*	18,062*	60,855

### Continue to Show Single Family Homes

### Pending (Deposit) Listings Single Family Homes

Town	Units	Avg/Med Market Time	Units	Avg/Med Market Time
Norwalk	53	74/57	23	97/32
Weston	7	104/85	7	265/105
Westport	23	80/162	28	194/113
Wilton	17	92/186	13	168/164
Fairfield	60	76/77	43	169/116

### YEARLY COMPARISON: The Average & Median PRICE for Houses & Condo's SOLD 2019 & 2018

Town	Property Type	1/1/19 - 3/31/19		1/1/18 - 12/31/18	
		Unit	Average/Median Price	Units	Average/Median Price
Norwalk	Single Family	102	576,793/509,000	675	606,731/488,000
	Condominium	58	333,994/294,000	364	278,186/259,000
Weston	Single Family	27	640,685/584,000	167	813,817/703,210
Westport	Single Family	46	1,291,595/1,196,250	411	1,457,544/1,220,000
	Condominium	5	566,700/675,000	26	606,994/602,000
Wilton	Single Family	40	768,875/675,500	206	867,153/785,000
	Condominium	3	241,633/229,900	30	422,550/411,000
Fairfield	Single Family	144	720,079/599,000	729	774,234/630,000
	Condominium	27	403,614/311,000	123	468,436/360,000

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

### **CE Connection**

**We are currently in the process of scheduling some CE Classes for June, we'll email you once our schedule is set.**

## **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](mailto: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](mailto:mfcар@mfcар.com) so that we can update your record in NAR)

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

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