



---

## The Mid-Fairfield Record

---

# UPCOMING EVENTS

### MARCH

- [20 - Real Estate Safety Awareness General Meeting Breakfast - 9:30AM - 12:00 PM @ Rolling Hills Country Club 333 Hurlbutt St. Wilton, CT](#)
- 20 - Social Media Meeting @ MFCAR 1:00 PM - 2:00 PM
- 20 - Communications Committee Meeting @ MFCAR 3:00 PM - 4:00 PM
- 22 - Homes with Hope @ MFCAR 9:45 AM - 10:00 AM
- 22 - Board of Directors Meeting - 10:00 @ MFCAR
- 26 - SmartMLS classes @ MFCAR
- 27 - [YPN Luncheon - 12:00 PM - 2:00 PM - @ Rizzuto's](#) - Members who joined MFCAR from 2017 - 2019 invited
- 28 - 4/1 AEI Seminar - Austin, Texas

### APRIL

- 2 - Meeting with Bob Duff @ MFCAR - 10:00 AM
- 10 - FM Home Loans Lunch & Learn - More information to come
- 19 - Good Friday - Board Office Closed
- 26 - Board of Directors Meeting - 10:00 @ MFCAR

---

### **PRESIDENT'S UPDATE**

#### **DID YOU KNOW – MFCAR Board Dues must be paid by March 31**

- Nonpayment of Dues by March 31, will lead to Board termination and Smart MLS suspension.
- You will be required to pay a reinstatement fee of \$100 in addition to your yearly dues fee.



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 – the list of legislative Bills coming out of Hartford grows longer every day. Here are a couple if bills that CTR opposes:**

## **School Consolidation and Regionalization:** (SB454 and others)

Many REALTORS® are concerned about the impact of current proposals along with the impact on home values and the current market. Proponents say changes are administrative and not closures, but that is not included in the current bill drafting.

- **Status:** CTR approved a Statement on School Regionalism Proposals and submitted testimony for the four proposals. The hearing was 3/1/19 with many REALTORS® attending to testify in opposition to any school mandates. To date, over 3500 pieces of testimony have been submitted

**Increase in Occupational Fees:** (SB9) Proposal to increase all licensing fees by 75% to provide new licensees holding any occupational license a 25% license cost for entry.

- **Status:** CTR I opposed and submitted testimony in opposition. A cosponsor advised real estate licensees will be among exempted categories but no language on exemptions presently exists.
- **Status:** Substitute language is forthcoming.

For a complete list of the bills and concepts please [click here](#).

That's all for now. Happy Spring everyone!

Deb Alderson  
MFCAR President

## **Real Estate Safety Awareness General Meeting is TOMORROW! LAST CHANCE TO REGISTER**

**When:** Wednesday, March 20, 2019 from  
9:30 AM to 12:00 PM EDT

**Where:** Rolling Hills Country Club  
333 Hurlbutt St Wilton, CT, CT 06897

Join us TOMORROW for our  
REALTOR® Safety General Meeting  
hosted by the Wilton Police  
Department and the Rolling Hills  
Country Club.

REALTORS® should always keep  
personal safety top of mind by  
learning ways to avert or respond to  
dangerous situations and avoid harm  
as we practice our profession.

Wilton Police Lt. Rob Kluk & Lt. David  
Hartman will outline safety protocol  
for showing properties and open  
houses including understanding  
physical and instinctual response to  
threats or attacks. Being empowered  
enables us to be safer while doing our

**We encourage you to use the  
tragedies of the REALTORS®  
below to effect positive, safer  
practices in your work & life.**

**Attend this extremely  
RELEVANT meeting to learn  
how to work safely, but not in  
fear.**



David Abbasi



Sarah Anne Walker

job.

Additionally, Rolling Hills will be offering tours of their facility after the meeting. We hope that you will join us for this very informative meeting.

**Meeting is complimentary for MFCAR members.**

**ADVANCE ONLINE REGISTRATION IS REQUIRED.**

**Non-Member Fee is \$15.00 - Paid in advance.**

**[CLICK TO REGISTER](#)**

**Meeting Generously Sponsored By:**

The Wilton Police Department  
The Rolling Hills Country Club

**MFCAR Member attendees who've paid their 2019 MFCAR Dues by March 19th, will be given a credit for a FREE MFCAR sponsored CE Class for your 2020 license renewal.**



Ashley Oakland



Beverly Carter

---

### **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.

<http://ctrealtors.com/uploads/dues>

---

### **ETHICS CORNER**

**Case #12-10: REALTOR® Advertising Free Market Analysis** (Originally Case #9-21. Revised and transferred to Article 19 as Case #19-13 May, 1988. Transferred to Article 12 November, 1994. Revised November, 2001.)

REALTOR® A advertised in the local newspaper as follows: "Free Market Analysis With No Obligation." REALTOR® A also had certificates printed reading: "This will entitle the bearer to one FREE Comparative Market Analysis with no obligation." The certificate

carried the name of REALTOR® A and his firm. REALTOR® B presented a written complaint to the Professional Standards Administrator of the Board filing a charge against REALTOR® A of an alleged violation of Article 12 of the Code of Ethics.

The matter was referred to the Grievance Committee which concluded the matter should be considered by a panel of the Professional Standards Committee. A hearing was convened with both REALTOR® A and REALTOR® B present.

REALTOR® A advised the Hearing Panel that he had placed the advertisements and provided the certificates in good faith. He stated he felt his ads did present a “true picture,” and were not unethical. When the panel asked if his offering of a “free market analysis” was contingent upon his obtaining a listing or commission, REALTOR® A answered in the negative. He pointed out that he charged no fee for the service and provided it as represented on the certificates.

In the absence of any evidence indicating that the advertising by REALTOR® A was misleading, the Hearing Panel concluded that such advertising by REALTOR® A is not prohibited by the Code of Ethics nor can such advertising be prohibited by a Board of REALTORS® unless it presents less than a “true picture.” However, if a charge is filed against a REALTOR® alleging violation of Article 12 and there is a hearing before the Professional Standards Committee, determination may properly be made of the truth of any representations made.

The Hearing Panel concluded that REALTOR® A had demonstrated that his ads presented a “true picture” and that he was not in violation of Article 12.

---

## **2019 UPCOMING EVENTS**

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

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

# 2019 CALENDAR OF EVENTS



## PRINCIPLES & PRACTICES

Do you know someone looking to become a Real Estate Salesperson?

MFCAR has partnered with Agent-Prep and is holding Principles and Practices classes at MFCAR.

Questions call Rudy Cenci at 203-521-9451 or [Click to Register](#).



## **NEW MEMBERS** - FEBRUARY 2019

**New Affiliate Member:** Pachas, Hector - Hector Pachas Photography, Norwalk

**Total Affiliate Members - 29**

### **New REALTOR® Members:**

- Baram, Milena                      Compass CT, Greenwich
- Burke, Melissa                      Higgins Group, Westport
- Cenci, Rudy                         Keller Wms, Trumbull
- Chawla, Anshu                      Wm. Raveis, Westport
- Donnerstag, Alexis                Compass CT, Greenwich
- McLoughlin, Mia                  Wm. Raveis, Wilton
- McNees, Ellen                      Coldwell Banker, Westport
- Passero, Joseph                    Wm. Raveis, Westport
- Vaish, Mala/DR                    Keller Wms, Trumbull
- Vega, Juan                         Marr & Caruso Realty, Stamford
- Watkins, Lisa Wm. Raveis, Greenwich

**Total REALTOR® Membership - 1098**

---

### **Market Trends**

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



# Housing Statistics - MARKET TRENDS:

February 1, 2019 – February 28, 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	26	86/73	23	101/47
Weston	9	156/159	5	207/161
Westport	18	130/144	13	160/158
Wilton	12	84/130	8	201/226
Fairfield	18	82/138	34	175/117

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

Town	Property Type	1/1/19 - 2/28/19		1/1/18 - 12/31/18	
		Unit	Average/Median Price	Units	Average/Median Price
Norwalk	Single Family	63	522,098/495,000	675	606,731/488,000
	Condominium	33	319,308/287,000	364	278,186/259,000
Weston	Single Family	15	661,027/546,000	167	813,817/703,210
Westport	Single Family	28	1,222,782/1,206,250	411	1,457,544/1,220,000
	Condominium	4	539,625/591,250	26	606,994/602,000
Wilton	Single Family	26	742,538/631,250	206	867,153/785,000
	Condominium	3	241,633/229,900	30	422,550/411,000
Fairfield	Single Family	93	728,068/550,000	729	774,234/630,000
	Condominium	14	437,280/414,000	123	468,436/360,000

## GATES SCHOLARSHIP

# There are Easier Ways to Help Fund Your Child's Education

**A Raymond F. Gates, Jr. Memorial Scholarship Can Help!**



For more information on eligibility requirements and to access our online application system, go to [www.ctrealtors-care.org/scholarships](http://www.ctrealtors-care.org/scholarships).

Application  
Deadline is  
April 12, 2019



## **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](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.theceshop.com>.

---

## **SMARTMLS CLASSES AT MFCAR - MARCH 26, 2019**

**9:30 – 10:30 Instanet Overview** - <https://events.eventzilla.net/e/instanet-transaction-desk-overview--westport-live-class-2138724899?resp=on&dateid=2138690055>

See the transaction management tool Instanet and what tools it has to offer, topics covered include:

- \*Dashboard navigation
- \*Setup Options
- \*Creating a Transaction
- \*MLS Integration/Forms
- \*Authentisign introduction

**11:00 -12:00 Authentisign** - <https://events.eventzilla.net/e/authentisign--westport-live-class--2138725085?resp=on&dateid=2138690054>

Learn how to utilize the electronic signature tool within Transaction Desk. Topics covered will include:

- \* The different types of participants for a signing event
- \* How to add participants to a signing
- \* Editing tools
- \* Checking the status of a signing

**1:30 – 2:30 Take Matrix to next level** - <https://events.eventzilla.net/e/take-matrix-to-the-next-level--westport-live-class-2138725087?resp=on&dateid=2138690048>

After mastering the search fundamentals, this class will help you to build on the basic MLS system as we dive into advanced search options in the Matrix system. See how to add additional search criteria, use the map to find unique geography, and customize grids for preferred information. Discover how to automate emails to your clients with ease and efficiency. Topics will include:

- \* Using additional search criteria and wildcards
- \* Understanding the Map features
- \* Using Column Manager
- \* Auto Email management
- \* Reverse prospecting

**3:00 – 4:00 CMA** - <https://events.eventzilla.net/e/smartmls-cmas--westport-live-class-2138725086?resp=on&dateid=2138690050>

Fine tune your skills on creating a masterful Comparable Market Analysis Report and find ways to evaluate a listing price. Use the Quick Report when time is of the essence. Walk through the more elaborate steps to creating a CMA and understand how adjustments are done. We will also help you to manage your CMA by adding personal pages and using the editing features. Be ready for your next seller client.

---