



The Mid-Fairfield Record

UPCOMING EVENTS

JULY

29 – AE MEETING – CTR OFFICE

AUGUST

5 - Program Committee Meeting - 2:00 p.m

11 - 13 - Leadership Meetings – Chicago IL

16 - MFCAR Board of Directors Meeting - 10:00 a.m. - If Needed

SEPTEMBER

2 - Labor Day MFCAR CLOSED

14 - [AGENCY LAW & FAIR HOUSING 1](#) - SATURDAY, SEPTEMBER 14th

9:30 AM - 12:30 PM INSTRUCTED BY: RUDY CENCI

MFCAR BOARD OFFICE, 19 IMPERIAL AVENUE, SECOND FLOOR

20 - [CODE OF ETHICS](#) - FRIDAY, SEPTEMBER 20th

9:30 AM - 12:30 PM INSTRUCTED BY: TERRY HASTINGS

SAUGATUCK CONGREGATIONAL CHURCH, 245 POST ROAD EAST, WESTPORT

28 - [AGENCY LAW & FAIR HOUSING 2](#) SATURDAY, SEPTEMBER 28th

9:30 AM - 12:30 PM INSTRUCTED BY: RUDY CENCI

MFCAR BOARD OFFICE, 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

PRESIDENT'S UPDATE

JULY NEWSLETTER – PRESIDENT'S LETTER

As I write this newsletter it's 98 degrees with a heat index of

about 110 and I am blessing my air conditioner. I hope everyone is staying cool this summer. In the meantime -

DID YOU KNOW – there are numerous newsletters that you can subscribe to about our towns. I find them very helpful in keeping up with what’s happening around town. The ones I check out every day are:

- Norwalk - "[Norwalk Daily Voice](#)"
- Weston - "[Weston Patch](#)"
- Westport - "[Westport Now](#)"
- Wilton - "[Good Morning Wilton](#)"



What newsletters do you regularly check out? Let us know. Email me at Deb@DebAlderson.com and we'll compile a list to add to the website.

DID YOU KNOW – MFCAR is looking for A FEW GOOD REALTORS! There is still time to get involved in our Board. The Board is inviting you to participate on one of our various committees including Program, Giving Back, Marketing/Communications/Technology and Board of Directors. [Click here for the MFCAR Committee Application.](#)

If you have questions reach out to Carol at CarolHeins@MFCAR.com or give her a call at 203-227-4418.

Deb Alderson
President, Mid-Fairfield County Association of REALTORS®
ABR, ePro, PSA, PSCS
Deb@DebAlderson.com

GET TO KNOW THE MFCAR WEBSITE



Did you know that we have lots of useful information on our website www.mfcar.com for your everyday business needs? Let's take a look and see what we have under **REALTOR® TOOLS**.

Under the REALTOR® Tools menu you will find specific files/links to information that you use regularly, like REALTOR® Tour Schedule, Westport Market Area Map, Link to Rental Security Rate, Mill Rates, Association Links & Handouts, and more.

When you find yourself with a few extra minutes please visit our website and see what information we have and feel free to email us suggestions of links & files that you think we should add.

ETHICS CORNER

Case #12-5: True Picture in Use of "Sold" Sign

(Revised Case #19-7 May, 1988. Transferred to Article 12 November, 1994.)

REALTOR® A, the listing broker, was charged by REALTOR® B with giving a false picture in his advertising by putting up a "sold" sign on property that had not been sold. REALTOR® A was notified of the complaint and of the date of a hearing on it scheduled before a Hearing Panel of his Board's Professional Standards Committee.

Undisputed testimony offered during the hearing revealed that REALTOR® A was an exclusive agent, offering Client C's home for sale. An offer to buy was obtained from Prospect D and a counter proposal by Client C was accepted. An earnest money deposit was made, and a date for settlement was agreed upon. At that point, REALTOR® A put up his "sold" sign. Several days later, Prospect D received an unexpected notice from his employer that he was to be transferred to another city. Prospect D immediately contacted REALTOR® A and Client C about his predicament. In an amicable discussion it was agreed that everyone had acted in good faith; that the property was readily marketable; that the earnest money deposit would be refunded; and that REALTOR® A would put the property on the market again. A week later, when REALTOR® B was showing a number of houses to a prospective buyer, they drove by Client C's property, and the prospect casually said that she didn't understand the "sold" sign, since she had been taken to see the house that morning by REALTOR® A.

REALTOR® B contended that a "sold" sign is a measure of a REALTOR®'s advertising, and that it cannot give a true picture if it is put up prior to the settlement and actual transfer of ownership.

The Hearing Panel's decision agreed with REALTOR® B's contention that the use of a "sold" sign constitutes advertising by a REALTOR® but did not agree that a "sold" sign could be put up only after the actual settlement and transfer of ownership. The decision indicated that after the client's acceptance of a bona fide offer, REALTOR® A could consider that he had brought about a sale and would not be in violation of the requirement to give a "true picture" by putting up a "sold" sign. However, once it was clear that the sale had fallen through, the "sold" sign should have been immediately removed since allowing the sign to remain in place no longer provided a "true picture."

REALTOR® A was found by the panel to have violated Article 12.

CE CONNECTION

**Check out our FALL/WINTER CE CLASS SCHEDULE
Offering weekday & Saturday classes.**

[CLICK HERE TO REGISTER ONLINE](#)

REMINDER we have a new registration system for our classes & events. Refer to email sent to all members on 5/29.

[CLICK HERE FOR DOCUMENT](#)

[CLICK HERE FOR PRINTABLE REGISTRATION FORM](#)

Please note: Refreshments are not provided @ CE Classes.

AGENCY LAW & FAIR HOUSING #1 MANDATORY CE CLASS	DATE	LOCATION
AGENCY LAW & FAIR HOUSING 1 INSTRUCTED BY: RUDY CENCI	SATURDAY, SEPTEMBER 14, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
AGENCY LAW & FAIR HOUSING 1 INSTRUCTED BY: TERRY HASTINGS	WEDNESDAY, OCTOBER 9, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
AGENCY LAW & FAIR HOUSING 1 INSTRUCTED BY: RUDY CENCI	SATURDAY, OCTOBER 19, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
AGENCY LAW & FAIR HOUSING 1 INSTRUCTED BY: RUDY CENCI	SATURDAY, DECEMBER 7, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
AGENCY LAW & FAIR HOUSING #2 MANDATORY CE CLASS	DATE	LOCATION
AGENCY LAW & FAIR HOUSING 2 INSTRUCTED BY: RUDY CENCI	SATURDAY, SEPTEMBER 28, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
AGENCY LAW & FAIR HOUSING 2 INSTRUCTED BY: TERRY HASTINGS	FRIDAY, NOVEMBER 15, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
AGENCY LAW & FAIR HOUSING 2 INSTRUCTED BY: RUDY CENCI	SATURDAY, DECEMBER 14, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
CODE OF ETHICS MANDATORY CE CLASS	DATE	LOCATION
CODE OF ETHICS INSTRUCTED BY: TERRY HASTINGS	FRIDAY, SEPTEMBER 20, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
CODE OF ETHICS INSTRUCTED BY: RUDY CENCI	SATURDAY, OCTOBER 5, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
CODE OF ETHICS INSTRUCTED BY: RUDY CENCI	SATURDAY, NOVEMBER 9, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
CODE OF ETHICS INSTRUCTED BY: RUDY CENCI	SATURDAY, NOVEMBER 16, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
CODE OF ETHICS INSTRUCTED BY: TERRY HASTINGS	WEDNESDAY, DECEMBER 4, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
ELECTIVE CE CLASS OFFERINGS	DATE	LOCATION
MAJOR HOME SYSTEMS INSTRUCTED BY: PILLAR TO POST	WEDNESDAY, OCTOBER 2, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
REAL ESTAE SAFETY MATTERS INSTRUCTED BY: RUDY CENCI NEW CLASS	SATURDAY, OCTOBER 12, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
REAL ESTAE SAFETY MATTERS INSTRUCTED BY: RUDY CENCI NEW CLASS	SATURDAY, OCTOBER 26, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
REAL ESTAE SAFETY MATTERS INSTRUCTED BY: RUDY CENCI NEW CLASS	SATURDAY, NOVEMBER 2, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR
EVALUATING STRUCTURAL ELEMENTS IN THE HOME INSTRUCTED BY: PILLAR TO POST	FRIDAY, NOVEMBER 8, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT

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>.



"Preparing future Real Estate agents..."

Agent-Prep will be starting a **PRINCIPLES & PRACTICES** course @ MFCAR on **September 17th**. Classes will run Tuesdays & Thursdays from 9:30 AM - 1:30 PM.

Please share this information with anyone who may be interested in becoming a licensed Connecticut Real Estate Salesperson.

[Click here to register](#) or call Rudy at 203-521-9451 for more information.

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



[CLICK FOR NEW MEMBERS - JUNE 2019](#)

MESSAGES FROM CTR

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>

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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).