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## The Mid-Fairfield Record

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# UPCOMING EVENTS

### SEPTEMBER

- 2 - Labor Day - MFCAR CLOSED
- 5 - Program Committee Meeting - 2:30 p.m. Board Office
- 6 - Local REALTOR® of The Year Committee Meeting - 10:00 a.m. Board Office
- 9 - New Member Orientation - 9:30 a.m. MFCAR Board Office
- 20 - MFCAR Board of Directors Meeting - 10:00 a.m. Board Office
- 24 - 25 NERC - New England Regional Conference - Foxwoods Casino

### SEPTEMBER CE CLASSES

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

### OCTOBER

2 - [MFCAR 2nd ANNUAL TRADE SHOW](#) - Westy Self Storage - Wilton - 5-7:30 p.m.

2 - CTR Regional 1 Caucus - Board Office - 9:30 a.m.

10 - CTR State Directors Meeting - Wallingford - 10:00 a.m.

14 - Columbus Day - MFCAR Office Closed

18 - MFCAR Board of Directors Meeting - 10:00 a.m. Board Office

21 - New Member Orientation - 9:30 a.m. - MFCAR Board Office

21 & 22 AE Retreat - Saybrook Point Inn

23 - MFCAR Annual Meeting - Political Panel - Norwalk Inn - 9:30 – 11:30 a.m.

24 & 25 Professional Standards Seminar - Hartford, CT

### OCTOBER CE CLASSES

**2 - MAJOR HOME SYSTEMS - WEDNESDAY, OCTOBER 2, 2019**

**9:30 AM – 12:30 PM** - INSTRUCTED BY: PILLAR TO POST HOME INSPECTORS  
SAUGATUCK CONGREGATIONAL CHURCH, 245 POST ROAD EAST, WESTPORT

**5 - CODE OF ETHICS - SATURDAY, OCTOBER 5, 2019**

9:30 AM - 12:30 PM - INSTRUCTED BY: RUDY CENCI  
MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

**7 - AGENCY LAW & FAIR HOUSING 1 MONDAY, OCTOBER 7, 2019 - DATE CHANGE**

9:30 AM - 12:30 PM - INSTRUCTED BY: TERRY HASTINGS  
SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT

**12 - REAL ESTATE SAFETY MATTERS SATURDAY, OCTOBER 12, 2019**

9:30 AM – 12:30 PM - INSTRUCTED BY: RUDY CENCI  
MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

**19 - AGENCY LAW & FAIR HOUSING 1 SATURDAY, OCTOBER 19, 2019**

9:30 AM - 12:30 PM - INSTRUCTED BY: RUDY CENCI  
MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

**21 - MFCAR New Member Orientation 9:30 AM -12:30 PM**

**26 - REAL ESTATE SAFETY MATTERS SATURDAY, OCTOBER 26, 2019**

9:30 AM – 12:30 PM - INSTRUCTED BY: RUDY CENCI  
MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

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### **PRESIDENT'S UPDATE**

My how the summer has flown by. It's been a great year for gardens – flower and vegetables. My tomatoes and cucumbers have never been better, and the flowers have been spectacular. I hope your summer has been everything you hoped it would be and more. In the meantime -

**DID YOU KNOW** – as CT REALTORS® we have access to Inman News. It's a daily publication that is full of great articles about our industry and its future. You can sign up for it through David Pendrys at CTR:

Email [david@ctrealtors.com](mailto:david@ctrealtors.com)

Phone – 860.566.8698



**DID YOU KNOW** – there is a free photo editing app that you can download. It's <https://snapseed.online>. Check it out.

**DID YOU KNOW** – MFCAR is looking for A FEW GOOD REALTORS®! There is still time to get involved in our Board. The Board sent out several emails over the past few months inviting your participation on one of our various committees including Program, Giving Back, and Marketing/Communications/Technology. If you are interested in working with one of our committees or be on the Board of

Directors, please contact our Associate Executive, Carol Heins – 203.227.4418 or email her at [carolheins@mfcars.com](mailto:carolheins@mfcars.com).

That's all for now. I look forward to seeing you all at our [Trade Show Networking Event in October](#). Be on the lookout for more information about who will be there and our great prizes.

**Deb**

Deb Alderson

*President, Mid-Fairfield County Association of REALTORS®*

ABR, ePro, PSA, PSCS

[Deb@DebAlderson.com](mailto:Deb@DebAlderson.com)

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### **Carol's News**

I hope you are all enjoying the summer. I wanted to let you know that we will not be holding the MFCAR Clambake this year. We've run into some issues trying to hold the Clambake at Compo Beach in regards to the town of Westport limiting the number of vehicles we can park and charging us a per vehicle parking fee. Our committee is working hard to find a new location to accommodate the Clambake in 2020.



Sincerely,

**Carol**

Carol Heins

MFCAR Associate Executive

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**MFCAR 2nd ANNUAL TRADE SHOW NETWORKING EVENT**



**MFCAR TRADE SHOW NETWORKING EVENT**

**October 2nd ~ 5:00 PM – 7:30 PM**

Westy Self Storage ~ 65 Danbury Rd, Wilton

**Cost to attend \$5.00 ~ Advance online registration preferred.**



**EXACT CASH OR CHECK REQUIRED IF PAYING AT THE DOOR.**

**Exhibitors to Date Include**

<b><u>Aerial360 Solutions Photography</u></b>	<b><u>BioClean, LLC</u></b>	<b><u>Brinks Tank &amp; Environmental Services</u></b>
<b><u>CrossCountry Mortgage</u></b>	<b><u>CT REALTORS®</u></b>	<b><u>Ducks In A Row Moving Managers</u></b>
<b><u>Fairfield County Bank</u></b>	<b><u>Gault Energy &amp; Home Solutions</u></b>	<b><u>Guaranteed Rate</u></b>
<b><u>Heins Landscaping</u></b>	<b><u>Home Comfort Practice, Inc.</u></b>	<b><u>Homeguard Environmental Services</u></b>
<b><u>Lisa Gioffre Baird, Attorney</u></b>	<b><u>The JunkLuggers of Fairfield &amp; Westchester Counties</u></b>	<b><u>John Jones Architect</u></b>
<b><u>K &amp; J Tree Service</u></b>	<b><u>Real Property Management</u></b>	<b><u>Ring's End Lumber</u></b>
<b><u>The Russell Agency, LLC.</u></b>	<b><u>Staging Sells Home Staging &amp; Interior Design Trends</u></b>	<b><u>Smart MLS</u></b>
<b><u>Tiger Home &amp; Building Inspections</u></b>	<b><u>Westy Self Storage</u></b>	<b><u>Winslow Park Animal Hospital</u></b>

**[CLICK HERE FOR MFCAR TRADE SHOW NETWORKING EVENT  
REGISTRATION FORM](#)**

**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



## **ETHICS CORNER**

**Case #1-12: Presentation of Subsequent Offers After an Offer to Purchase Had Been Accepted by the Seller** (Adopted November, 1987 as Case #7-16. Transferred to Article 1 November, 1994.)

REALTOR® A, the listing broker, presented an offer to purchase to his client, Seller X, which was \$20,000 less than the property's listed price. The property had been on the market for several months and had not generated much interest. In his presentation, REALTOR® A told Seller X that, in his opinion, the offer was a good one and Seller X should consider accepting it. "With interest rates on their way up again," said REALTOR® A, "properties are just not moving the way they did six months ago." Seller X decided to accept the offer and the transaction closed. Several months after the sale, Seller X filed a complaint

against REALTOR® A alleging a violation of Article 1, as interpreted by Standard of Practice 1-7. It had come to Seller X's attention that a second offer had been made on the property after Seller X had accepted the first offer but prior to closing. This second offer, alleged Seller X, had not been submitted to him by REALTOR® A and was for \$2,500 more than the first offer. Seller X's complaint stated that by not presenting the second offer to him, REALTOR® A had not acted in his (the seller's) best interest, as required by Article 1.

At the hearing, REALTOR® A produced a copy of the listing contract, which contained a provision reading: "Seller agrees that Broker's responsibility to present offers to purchase to Seller for his consideration terminates with Seller's acceptance of an offer." REALTOR® A told the Hearing Panel that he had explained this provision to Seller X at the listing presentation and that Seller X had agreed to it, as indicated by Seller X's signature on the listing contract.

Seller X admitted that he had understood and agreed to the provision at the time he listed the property, but he felt that REALTOR® A should have advised him of the second, higher offer nonetheless.

The Hearing Panel found REALTOR® A not in violation of Article 1. In their decision, the panel noted that REALTOR® A had explained the contract provision relieving him of the obligation to submit subsequent offers to Seller X; that Seller X had agreed to the provision and had signed the listing contract; and that, while it was unfortunate that Seller X had received less than full price for the property, REALTOR® A had fulfilled his obligations under the listing contract once the first offer to purchase had been accepted by Seller X.

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## **PRINCIPLES & PRACTICES AT MFCAR**



Starting September 17th  
Rudy Cenci from Agent-Prep will be running a **PRINCIPLES & PRACTICES** class @ MFCAR. 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.



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## **MFCAR CE CONNECTION**

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

**Class Fee: \$25.00 for MFCAR Members**

## **\$35.00 for Non-Members**

[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.

### **No Refunds**

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

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

**If you prefer online CE Classes Make sure you register through the CE Shop. Remember to click the CE Shop link from our website to obtain up to date promotion pricing.**

**Save 35% today through 8/27/2019**

**Save 40% 8/28/2019**



ONLINE EDUCATION MAKES  
BACK TO SCHOOL SEASON CONVENIENT FOR YOU.

# SAVE 35%

ON YOUR ONLINE REAL ESTATE COURSES

PROMO CODE  
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SHOP NOW

VALID 8/26 - 8/27 UNTIL 11:59PM CST ON ALL PRODUCTS. MD & OH PRE-LICENSING NOT INCLUDED. PRICES, PROMOTIONS, AND PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.



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Promo code  
**SPRINKLE40**

Shop now >

MARYLAND & OHIO PRE-LICENSING NOT INCLUDED. PRICES, PROMOTIONS AND PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

 **The CE Shop** VALID 8/28 UNTIL 11:59 CST



## GET TO KNOW THE MFCAR WEBSITE



Did you know that we have lots of useful information on our website [www.mfcar.com](http://www.mfcar.com) for your everyday business needs? Let's take a look and see what we have under DOCUMENTS & FORMS.

Under DOCUMENTS & FORMS on the left hand side of the website you will find many documents & forms that you use day to day. Specifically you will find Mill Rates for this year and last, disclosure forms, rental agreements as well as Ethics & Arbitration forms.

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.

**[CLICK FOR NEW MEMBERS - JULY 2019](#)**

**[LOCAL MARKET UPDATE - JULY 2019](#)**

[CLICK HERE FOR THE JULY 2019 FAIRFIELD LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JULY 2019 NORWALK LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JULY 2019 WESTON LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JULY 2019 WESTPORT LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JULY 2019 WILTON LOCAL MARKET UPDATE](#)

[CLICK HER FOR THE MFCAR BOARD JULY 2019 MONTHLY INDICATORS REPORT](#) - INCLUDES TOWNS OF NORWALK, WESTON, WESTPORT & WILTON

Reports provided by SMART MLS - FAST STATS

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## **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).