



The Mid-Fairfield Record

UPCOMING EVENTS

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 & Smart MLS Update](#) - Norwalk Inn - 9:30 – 11:30 a.m.
- 24 & 25 Professional Standards Seminar - Hartford, CT

SEPTEMBER CE CLASS - SEATS STILL AVAILABLE

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 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 - FULL NO
ENROLLMENT LEFT.**

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

PRESIDENT'S UPDATE

Hi Everyone – Happy Fall! We have been sending out information about our October 2nd, Trade Show and we've added a couple of items that I'd like to highlight for everyone:

DID YOU KNOW – YOU CAN INVITE YOUR CLIENTS, FRIENDS and COLLEAGUES TO THE TRADE SHOW! Have them join you at the Trade Show and expose them to our wonderful exhibitors. These exhibitors could become their future service providers! As for us REALTORS®, aren't we always looking for new reputable service providers to check out and add to our list?



DID YOU KNOW – we are having a drawing for Active MFCAR REALTOR® members at the Trade Show? When you check in, you will be given an Exhibitor Visit Sheet, get each exhibitor to affix their unique label to your sheet and return it to the check-in table with your business card to be entered in the drawing. **Please Note you must be present at the time of drawing to win.**

Prize 1 - 2020 Local Dues giveaway for an Active MFCAR REALTOR® member. Valued at \$210.00

Prize 2 - 2020 Local Dues giveaway for an Active MFCAR REALTOR® member. Valued at \$210.00

This is the second year we've held the Trade Show at Westy's and it's even bigger than last year. I look forward to seeing everyone there!

Deb

Deb Alderson

President, Mid-Fairfield County Association of REALTORS®

ABR, ePro, PSA, PSCS

Deb@DebAlderson.com

MFCAR 2nd ANNUAL TRADE SHOW NETWORKING EVENT



REMEMBER OUR TRADE SHOW NETWORKING EVENT IS NEXT WEDNESDAY!

IF YOU HAVEN'T REGISTERED DO IT NOW!!

Exciting news!!! We are having a drawing for Active MFCAR REALTOR® members at the Trade Show? When you check in, you will be given an Exhibitor Visit Sheet, get each exhibitor to affix their unique label to your sheet and return it to the check-in table with your business card to be entered in the drawing. **Please Note you must be present at the time of drawing to win.**

Prize 1 - 2020 Local Dues giveaway for an Active MFCAR REALTOR® member.

Valued at \$210.00

Prize 2 - 2020 Local Dues giveaway for an Active MFCAR REALTOR® member.

Valued at \$210.00



MFCAR TRADE SHOW NETWORKING EVENT

Why Not Bring a Client, Guest or Colleague Too?

October 2nd ~ 5:00 PM – 7:30 PM

Westy Self Storage ~ 65 Danbury Rd, Wilton

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



EXACT CASH OR CHECK REQUIRED IF PAYING AT THE DOOR.

Event Exhibitors

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

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



Mark your calendar for our upcoming MFCAR Annual Meeting Breakfast

Norwalk Inn & Conference Center - 99 East Avenue, Norwalk, CT

Wednesday, October 23, 2019

9:30 AM - 10:00 AM - Check in and Continental Breakfast

10:00 AM - 11:30 PM - Meeting

- Guest Speaker, Kathy Elson will provide a Smart MLS Update
- Announcement of the MFCAR 2019 REALTOR® of the Year

MFCAR MEMBERS: \$20.00 ~ NON-MEMBERS: \$25.00

Meeting Proudly Sponsored by: [Image Plans, Floor Plans + Photos](#)

Online registration preferred by clicking the button below.
Registration not complete until payment is received. No refunds

To Register by fax or by mail [print this 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 #12-1: Absence of Name on Sign (Reaffirmed Case #19-3 May, 1988.
Transferred to Article 12 November, 1994. Revised November, 2001.)

Prospect A observed a sign on a vacant lot reading: "For Sale— Call 330-5215."
Thinking he would be dealing with a For Sale by Owner, he called the number on the sign. He was surprised and offended that the lot was exclusively listed by REALTOR® A, and the telephone number on the sign was the home number of REALTOR-Associate® B in REALTOR® A's office.

Prospect A filed a complaint against REALTOR® A and REALTOR-Associate® B.
REALTOR® A and REALTOR-Associate® B alleging a violation of Article 12 of the Code of Ethics.

At the hearing, REALTOR® A stated that he permitted REALTOR-Associate® B to put up the sign. REALTOR-Associate® B's defense was that the sign was not a "formal" advertisement, such as a newspaper advertisement, business card, or billboard, to which he understood Article 12 to apply.

The Hearing Panel determined that the sign was an advertisement within the meaning of Article 12; that its use violated that Article of the Code; and that both REALTOR® A and REALTOR-Associate® B were in violation of Article 12.

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 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 mfcар@mfcар.com so that we can update your record in NAR)

SEPTEMBER CE CLASSES

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
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
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

OCTOBER CE CLASSES

MAJOR HOME SYSTEMS INSTRUCTED BY: PILLAR TO POST ELECTIVE CE CLASS	WEDNESDAY, OCTOBER 2, 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
CLASS IS FULL AGENCY LAW & FAIR HOUSING 1 INSTRUCTED BY: TERRY HASTINGS	MONDAY, OCTOBER 7, 2019 9:30 AM - 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
REAL ESTATE SAFETY MATTERS INSTRUCTED BY: RUDY CENCI ELECTIVE CE CLASS	SATURDAY, OCTOBER 12, 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, OCTOBER 19, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

NOVEMBER CE CLASSES

EVALUATING STRUCTURAL ELEMENTS IN THE HOME INSTRUCTED BY: PILLAR TO POST ELECTIVE CE CLASS	FRIDAY, NOVEMBER 8, 2019 9:30 AM – 12:30 PM	SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT
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
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

DECEMBER CE CLASSES

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
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 INSTRUCTED BY: RUDY CENCI	SATURDAY, DECEMBER 14, 2019 9:30 AM - 12:30 PM	MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

Every even-year, all RES/Salespersons & REB/Brokers must complete four (4) - 3hr CE Classes. Broker renewal period: 4/1/18-3/31/20 Salesperson renewal period: 6/1/18-5/31/20

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

- [CT Real Estate Agency Law & Fair Housing 1](#)
- [CT Real Estate Agency Law & Fair Housing 2](#)
- [Code of Ethics One](#)
- [Elective of your choice](#)

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.



CT REALTORS® is hosting "A Concert for Recovery" featuring Keith Urban on Sunday night, November 17, at Mohegan Sun Arena

CTR members can purchase up to 4 tickets using a special presale code, beginning **TODAY, Monday, September 23 at 10 a.m.** Presale tickets are limited so don't wait.

Tickets are \$129, \$109 and \$89 plus processing fees.

Tickets are open to the public on Wednesday, September 25 starting at 10 a.m.

USE PRESALE CODE: CTR2019

INSTRUCTIONS TO BUY TICKETS

- Go to [ticketmaster.com](https://www.ticketmaster.com)
- Search for Keith Urban (NOTE: Our concert may not appear until close to presale opening)
- Click the Mohegan Sun concert on November 17
There is a box to insert a presale code to unlock the ticket purchase.
Use code: **CTR2019**

To learn more about CTR's involvement in helping to end the stigma surrounding opioid use disorder, [watch this short video](#).

Proceeds from ticket sales will be put to great use by the CTR Foundation in supporting organizations in Connecticut involved with aspects of opioid awareness, prevention and recovery. When the CTR charitable foundation has

fully established the grant process, an announcement will be made.

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?

We recently added a chat box feature to our website so the next time you are looking for something feel free to chat with us if you are having trouble locating something.

If you feel that we are missing important information on the website feel free to email us mfcar@mfcar.com suggestions of links & files that you think we should add.

NEW MEMBERS

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

LOCAL MARKET UPDATE - AUGUST 2019

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

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

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

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

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

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

Reports provided by SMART MLS - FAST STATS

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>

~~~~~  
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).