



The Mid-Fairfield Record

UPCOMING EVENTS

OCTOBER

19 - [AGENCY LAW & FAIR HOUSING 1](#) 9:30 AM - 12:30 PM

MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT 2nd FLOOR

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](#) - 9:30 – 11:30 a.m.

**LOCATION CHANGED TO MFCAR BOARD OFFICE 19 IMPERIAL AVENUE,
WESTPORT 2nd FLOOR**

NOVEMBER

7 -11 - NAR Conference - San Francisco

8 - [EVALUATING STRUCTURAL ELEMENTS IN THE HOME](#) - 9:30 AM – 12:30 PM

SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT

9 - [CODE OF ETHICS](#) 9:30 AM - 12:30 PM

MFCAR BOARD OFFICE 19 IMPERIAL AVENUE, WESTPORT 2nd FLOOR

15 - [AGENCY LAW & FAIR HOUSING 2](#) 9:30 AM - 12:30 PM

SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT

20 - [MFCAR General Membership Meeting/CE Class](#) - Facebook for the
Real Estate Professional presented by Craig Jones, Greenwich Point Marketing.

9:30 AM - 1:00 PM Norwalk Inn & Conference Center

27 - MFCAR Board Office open half day - Office Closes at 12:30 PM

28 - 29 MFCAR Board Office Closed for Thanksgiving Holiday

**PLEASE READ:
IMPORTANT
MESSAGE**

**PLEASE NOTE, WE'VE MADE A LOCATION CHANGE
FOR NEXT WEEK'S MFCAR MEETING.**

The meeting will now be held at the
MFCAR BOARD OFFICE
19 IMPERIAL AVENUE, WESTPORT

Seating will be limited so don't delay registering.

Wednesday, October 23, 2019

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

10:00 AM - 11:30 AM - Guest Speaker, Kathy Elson will
provide a Smart MLS Update

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

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





Join us on November 20th for a
General Membership Meeting/CE Class
with Guest Speaker Craig Jones of Greenwich Point Marketing
who will be presenting
"Facebook for the Real Estate Professional."

November 20, 2019

Check in and Continental Breakfast: 9:30 AM - 10:00 AM
Meeting/CE Class: 10:00 AM - 1:00 PM

Norwalk Inn & Conference Center
99 East Avenue
Norwalk, CT 06851

MFCAR Members: \$30.00 ~ Non-Members: \$40.00

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



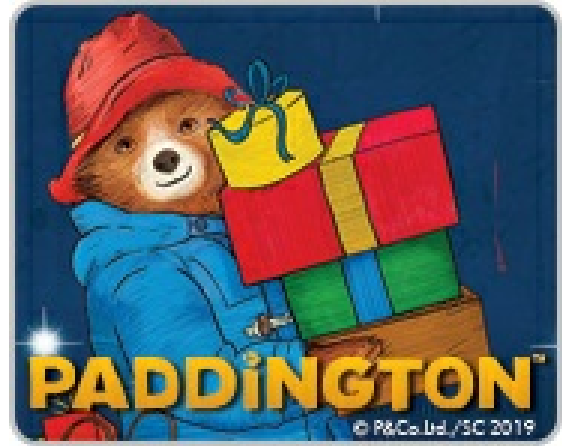
Be Homeful for the Holidays

The CT REALTORS® Foundation is proud to
once again partner with the Connecticut

Coalition to End Homelessness for our fourth annual “be homeful for the holidays” campaign. This campaign raises emergency assistance funds to help local families stay in the comfort of their homes and avoid experiencing the trauma of homelessness. Experiencing homelessness as a child is a prime indicator for experiencing homelessness as an adult, so our efforts can literally break the cycle of homelessness for generations to come.

For every \$25 donation, a Paddington book, bear or blankie will also be gifted to a child living in a shelter over the holidays. It’s a win-win for CT’s children in need!

If you have questions about this fundraiser contact [Peg Koellmer](#), MFCAR & Region 1 Chairperson.



YES, I want to help prevent family homelessness in CT

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 #16-13: Dealings Initiated by Another Broker's Client (Adopted May, 1999.)

REALTOR® A, a residential broker, had recently listed a home. REALTOR® A's marketing campaign included "open houses" on several consecutive weekends.

One Sunday afternoon Buyer B came to the open house. REALTOR® A introduced herself to Buyer B and asked whether Buyer B was working with another broker. Buyer B responded that he was, in fact, exclusively represented but went on to add that he was quite familiar with the property as it had been previously owned by a

close personal friend. REALTOR® A told Buyer B that she would be happy to show Buyer B through the home but reminded Buyer B that she represented the seller and not Buyer B.

After viewing the home, Buyer B indicated that he had pressing business travel plans, was seriously interested in the property, and requested REALTOR® A's assistance in preparing a purchase offer. REALTOR® A assisted Buyer B in filling out a standard form purchase contract and later that day presented the offer to the seller who accepted it.

REALTOR® A was subsequently charged with violating Article 16 for dealing and negotiating with a party who had an exclusive relationship with another REALTOR®.

At the hearing, REALTOR® A defended her actions noting that she had told Buyer B that she was the seller's exclusive agent and, as such, would not and could not represent Buyer B's interests. She pointed out that it was only after Buyer B had insisted on writing a purchase offer without the assistance of his exclusive representative that REALTOR® A had agreed to do so. She concluded her defense noting that Standard of Practice 16-13 authorizes dealings with the client of another broker in cases where those dealings are initiated by the client.

The Hearing Panel agreed with REALTOR® A that she was the seller's exclusive representative and had not represented the buyer and concluded that her conduct had not violated Article 16, as interpreted by Standard of Practice 16-13.

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

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 - CLASS IS FULL

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 - CLASS IS FULL

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-
/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**

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)

**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.

DON'T FALL BEHIND ON YOUR EDUCATION

Save 40%

ON YOUR ONLINE REAL ESTATE COURSES

PROMO CODE FALL40

Shop Now >

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

The CE Shop

VALID 10/23 UNTIL 11:59 CST

NEW MEMBERS

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

LOCAL MARKET UPDATE - AUGUST 2019

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

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

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

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

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

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

Reports provided by SMART MLS - FAST STATS

[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?

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.

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).