



## The Mid-Fairfield Record

- 1 - [Code of Ethics](#)
- 3 - [Agency Law & Fair Housing 1](#)
- 15 - [Agency Law & Fair Housing 1](#)
- 17 - President's Day - Board Closed
- 21 - MFCAR B.O.D Meeting 10:00 AM
- 29 - [Agency Law & Fair Housing 2](#)

- 11 - Region 1 Cacus @ MFCAR - 9:30 AM
- 14 - [Real Estate Safety Matters](#)
- 18 - [Agency Law & Fair Housing 2](#)
- 19 - State Directors Meeting - 9:30 AM
- 20 - MFCAR B.O.D. Meeting 10:00 AM
- 25 - [Homesnap CE Class](#)
- 28 - [Code of Ethics](#)

### **PRESIDENT'S UPDATE**

We had a great kickoff to 2020 for the association...

On Wednesday, January 15, our annual membership meeting was at the new SoNo Collection. 75 attendees were guests of Nordstrom. What a beautiful new facility, beautiful merchandise, and a commitment to experiential interactions. It may well be a huge success... Definitely visit!

Thanks so much to all who made it happen - Deb Alderson, Nadine Tanen, Bunny Mostad, Cynthia Dul, the Program Committee, and our great MFCAR leader and staff - Carol, Danielle and Anissa. And to Nordstrom's and the SoNo collection!

At the meeting, we reflected on all that was accomplished in 2019. Your association was active!

One of the great responsibilities of the association and values from your dues is the REALTOR® Brand. It is recognized and stands for integrity. Much is done administratively every year to ensure that is true. In 2019, we met 61 core standard requirements about fair housing, ethics, education, giving back, public presence and more to embody the REALTOR® brand.

In 2019, we had great membership meetings — REALTOR® safety, social media excellence, tips and developments for SmartMLS, and an economic update from National Association of REALTORS® Chief Economist Lawrence Yun. Those membership meetings were accompanied by a great *second Annual Trade Show* featuring inspectors, landscapers, mortgage professionals, movers, and more. And a fiesta-ive MFCAR holiday party concluded our 2019 over chips and drinks at Señor Salsa.



In 2019, we supported the State Association's efforts to improve the opioid epidemic by sending people to the Concert for Recovery.

Also, in 2019, significantly 33% of our members responded to calls to action, 40% of members made \$25 donations to our Policy Advocacy Fund or REALTOR® Political Action Committee, and inspiringly 1% of members donated \$100 or more.

Through those efforts, adverse legislation was avoided: - Taxes on commissions, increases in licensing fees, a statewide property tax, an increase to seller conveyance taxes, a pilot of new buyers' conveyance tax, among others. Thanks to those whose giving does that for all!

In 2019, our association gave cash and Paddington bear donations to three organizations helping people in our towns stay in their home or shelter in them, and donated another \$1500 elsewhere.

Civically, in 2019, our association brought REALTORS® and community members together for a MFCAR sponsored town hall to oppose school regionalization and your MFCAR board members sat down with State Senate Majority Leader Bob Duff and talked about issues affecting our towns' real estate market, homeowners, landlords, and renters.

In 2019, we worked to further the skills and knowledge of our members and to enable non-REALTORS® to pursue the training they need to join us — doing that through 17 continuing education courses with 677 attendees. In our inaugural year of MFCAR-offered Principles and Practices training, we had 13 students enroll.

That was a lot to accomplish in one year and a huge thanks goes out to all who served on the board, on staff, and contributed in many different ways.

More great things are planned for 2020... stay tuned to next month's newsletter to make sure you know what they are!

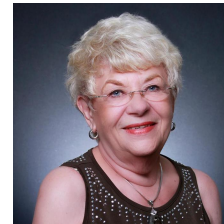
Mark Gilrain

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

---

## **CAROL'S NEWS**

Professional Standards Committee November 9, 2019  
Audience Agenda  
Appendix 1



### **Case #3-13: Timing of Commission Negotiations**

REALTOR® A signs a listing agreement with Seller B for the sale of her home. The home is priced at \$1,000,000, and REALTOR® A files the listing with the MLS, offering a certain percentage of cooperative compensation.

REALTOR® C sees the listing and knows it would be a perfect fit for her buyers, but unfortunately, it's out of their price range. She discusses it with them, and they ask her to submit an offer for \$900,000. REALTOR® C explains the risks in submitting an offer so far below asking price, but the buyers are in love with the home and ask her to submit the offer anyway.

REALTOR® C submits the offer to REALTOR® A, who discusses it with Seller B. Seller B is concerned about accepting an offer so far below the home's asking price, so REALTOR® A offers to reduce her commission, as articulated in the listing agreement, by 1% if Seller B wants to accept the offer of \$900,000 and ensure a quick sale. Seller B agrees to accept the offer and reduce the commission she pays to REALTOR® A by 1%.

REALTOR® A informs REALTOR® C that their offer was accepted, but that REALTOR® A is now being paid 1% less in commission. "Listen", she explains to REALTOR® C, "it seems like both of our clients are happy with the price if it means the sale moves quickly. Would you be willing to split the difference on my reduced commission and I pay you 0.5% less in cooperative compensation than I specified in the MLS?"

REALTOR® C agrees to accept 0.5% less than the commission specified in the MLS. After closing, REALTOR® C files an ethics complaint against REALTOR® A, alleging a violation of Article 3, as illustrated by Standard of Practice 3-2.

At the hearing on the matter, REALTOR® C argued that by asking her to accept 0.5% less in cooperative compensation after the offer was submitted, REALTOR® A was unilaterally modifying the compensation with regard to that transaction. The Hearing Panel disagreed and found no violation of Article 3, noting that Standard of Practice 3-3 specifically authorizes listing and cooperating brokers to

enter into an agreement to change the compensation for a transaction at any time, and that the Code of Ethics would never interfere with the negotiation of commissions between listing and cooperating brokers. The Panel also noted that REALTOR® C could have said no to the reduced commission, and in that instance REALTOR® A would have been obligated to pay the commission stated in the MLS.

---



## MEMBERSHIP DUES

The MFCAR 2020 Dues Invoices were emailed out the first week of December. They were emailed to you from [Anissa@MFCAR.com](mailto:Anissa@MFCAR.com).

Online payment are available on our website: [www.mfcар.com](http://www.mfcар.com).

• Click on **PAY DUES** on the upper right side of the website by our phone number, which will take you to **NAVICA LOGIN**.

**Login Name = NRDS#** (digits only, on your invoice, same number you use to register online for MFCAR CE classes)

**Password = Last Name** (only 1st letter in Upper Case i.e., Smith, same password you use to register online for MFCAR CE classes)

On left side of screen click on INVOICE/POLL.


- **To pay your invoice, click the word Pay**
- To view your invoice, click on the invoice number 2020-1XXX

Keep in mind Payment is due by January 31. It is not possible to split payments in installments or on multiple credit cards.



Pay Dues

---



## BOOK DISCUSSION GROUP

### Would You Be Interested In A Book Discussion Group?

Brandon Doyle, a writer for Inman Connect wrote an article recently about the top selling real estate books written in the past year. Would you be interested in participating in a group to read and discuss these books once a month? We could meet at the MFCAR Board Office, no charge, further details to follow. Suggested first book would be: *Rehumanize Your Business: How Personal Videos Accelerate Sales and Improve Customer Experience*, by Ethan Beute and Stephen Pacinelli.

Doyle's review follows:

"Beute and Pacinelli from Bomb Bomb share everything they've learned about communication. This book explains how to dramatically improve relationships and results with your customers, prospects, employees and recruits by adding personal videos to emails, text messages and social messages. If you want to get better at building relationships and connecting via video, read this book."

If you have interest, email [Bunny@BunnyMostad.com](mailto:Bunny@BunnyMostad.com) with your contact information. Questions, email or give her a call at 203-803-5695.



DECEMBER 2019

**New Affiliate Members**

Yee, Stanley - Fairfield County Bank, Wilton

**Total Affiliate Membership – 31**

~~~~~

**New REALTOR® Members**

Bookspan, Claudia - Wm. Raveis, Westport  
Godoy, Jason - Coldwell Banker, Westport

**Total REALTOR® Membership – 1108**



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

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

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

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

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

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

Reports provided by SMART MLS - FAST  
STATS

## CEConnection

We have CE Classes scheduled for January through May both at the Saugatuck Congregational Church & at MFCAR.

[Click here for the MFCAR CE Class Schedule February - May 2020.](#)

Registration is not complete until payment is received. No Refunds.

PLEASE NOTE when attending class at the Saugatuck Congregational Church:

**THE ONLY DOOR YOU ARE ALLOWED TO USE TO ENTER AND EXIT THE CHURCH BUILDING IS THE DRIVEWAY SIDE DOOR. TAKE THE ELEVATOR TO THE LOWER LEVEL.**

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 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](mailto:mfcар@mfcар.com) so that we can update your record in NAR)

# ONLINE

Continuing Education

LEAP INTO THE NEW YEAR  
BY COMPLETING YOUR CE

**30% off**

OUR ENTIRE CE CATALOG

promo code  
**LEAPAHEAD**

 The CE Shop



VALID 1/1 - 1/31

[Click here for online CE Classes through our partner the CE Shop.](#)



## Your REALTOR® Membership Card

At the beginning of each year, the National Association of REALTORS® creates new membership cards which can be personalized to your liking.

Getting your card is simple:

- Visit the Membership Card page. The URL is <https://www.nar.realtor/membership-card>.
- Log-in with your nar.realtor username and password. Forgot your username or password? [Look it up here](#), or call NAR's Member Support at 800-874-6500 if you're still having trouble.
- Your designations and certifications are pulled directly from your NRDS records.

The card can be added to your Apple Wallet, saved to Google Pay, or sent to you directly via email as a PDF file.



The New Year is a good time to update changes to your name or address with the DCP.

## [Connecticut State Department of Consumer Protection](#)

### Real Estate License Change of Information

#### **NAME CHANGE:**

To report a name change, please send an email to [DCP.Licenseservices@ct.gov](mailto:DCP.Licenseservices@ct.gov) with the following information:

- Real estate license number
- Current name on license
- New name
- A copy of an official court document reflecting the legal name change (marriage certificate, divorce decree) or a copy of a driver's license reflecting the name change.

#### **ADDRESS CHANGE:**

To report a change of address, please send an email to [DCP.Licenseservices@ct.gov](mailto:DCP.Licenseservices@ct.gov) with the following information:

- Real estate license number
- Date of birth
- Current address of record
- New address



CTR members are eligible to receive discounts and access to several member benefits.

<https://www.ctrealtors.com/members/member-benefits-partners/>



NATIONAL  
ASSOCIATION of  
REALTORS®

*REALTOR Benefits® Program*

### REALTOR® Benefits Program

Designed with you in mind, the REALTOR® Benefits Program is your official member benefits resource, bringing you savings and unique offers on products and services just for REALTORS®. See our limited-time offers below.

- [View all partners](#)
- [Learn more about the Program](#)

