



## The Mid-Fairfield Record

- 21 - MFCAR B.O.D Meeting 10:00 AM
- 24 - New Member Orientation 9:30 AM
- 26 - [Neat Capital Lunch & Learn](#) 11:30 AM
- 28 - [Staging to Sell Elective CE Class](#)
- 29 - [Agency Law & Fair Housing 2](#)

- 11 - Region 1 Caucus @ MFCAR - 9:30 AM
- 12 - Book Group 2:30 PM @ MFCAR
- 13 - 16 AEI Conference - San Diego
- 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**

Hello, and Happy February!

My thoughts this month turned to the role MFCAR plays in making one of the best functioning marketplaces. Real estate, particularly residential real estate, is a market that offers the ability for non-professional owners, renters, and buyers to find each other and execute complicated transactions in a reliable and beneficial way. I believe all of us appreciate the chance of being a REALTOR® in that marketplace.



Locally, our association has a Mission statement related to that marketplace. It reads as follows:

*Mid-Fairfield County Association of REALTORS® (MFCAR) is dedicated to promote professionalism and ethical real estate practices, while advocating for real estate rights and ownership.*

MFCAR works each year toward executing elements of a strategic plan to fulfill that vision. You might not realize that the strategic plan includes seven focus areas:

- Education (helping REALTORS® sustain professional skills, grow business skills, and stay informed on content specific to our market and communities)
- Political Activism (having a voice for positive public policy good for a healthy state and local environment, functional marketplace, and beneficial housing and homeownership)
- Enforcing the Code of Ethics, Arbitration (sustaining an esteemed standard of ethical

behavior, correcting unethical missteps, and offering preferable methods of conflict resolution)

- Convenience Services to Members (everything from auxiliary help with MLS or Lockbox issues to town resources)
- Networking (opportunities to meet more members and expose members to one another through social media and other means)
- Governance (effectively managing the functions and resources of the association)
- Community Service, Advocacy, and Awareness (Fundraising, charitable donations, giving back, and representing the real estate market in our communities)

We focus on those seven focus areas as a local association and as individual REALTORS®, through initiatives long-standing or newly attempted in a given year.

Our three staff professionals take a lead in making many of these things happen. Carol Heins, as our Association Executive, is a relationship builder and a leader. She knows the REALTOR® world far and wide at all levels of organization and she knows many of the people who are good to know locally. Anissa and Danielle work putting together an on-going choose-as-you-like menu of education opportunities (not a month goes by where there aren't multiple choices available to our members). In addition, they help us meet and mingle with each other, run a social media presence and generally undertake any effort that helps us meet our goals.

The dedicated staff is supported by a set of REALTOR® members of our association who give their time voluntarily. Some do things like coordinate a book-group, rally gubernatorial debate participation, or solicit support for the REALTORS® Political Action Committee. Others are frequent participants in events, or speak up with questions with our guest speakers. Thirteen volunteer on the Board of Directors for the association and beside oversight undertake a range of tasks and initiatives to pursue the fulfillment of our mission.

The association is always looking to how to continue successfully delivering as we have in the past or need to in the future.

Do you ever have ideas, an interest in contributing, or energy to make a difference? If that's you, then the association is no further than an email or phone call away and you can help keep Real Estate great.

Sincerely,  
Mark

Mark Gilrain  
President, Mid-Fairfield County Association of REALTORS®

---

## CAROL'S NEWS

### Code Comprehension: Article 16 Commissions Are Negotiable

*Q: There is a home in the MLS that I think my buyer client would love, but the commission being offered by the listing broker is lower than I want to be paid. It's so low that it won't cover the time or effort I put in to representing the buyer throughout the transaction. I want to do the right thing. What can I do?*



**A:** Since you believe that your buyer client would love the house, you have an ethical duty to show the listing to your client. But you have a few options to address the fact that the compensation being offered is inadequate. First of all, buyers and sellers can negotiate the commission paid to their brokers and agents at any time. When representing a buyer, you should consider using a buyer agency agreement that sets forth the services you will provide and establishes what compensation your client will be responsible for paying. Often, the buyer agency agreement explains that you will first seek to be compensated in the amount set forth in the listing, but that if that amount is inadequate, you will expect the client to make up the difference between \_\_\_\_\_ and the compensation provided by the listing broker. It is entirely up to you how you will fill in the blank. The buyer agency agreement is between you and your client, so you and your buyer can negotiate the terms of that agreement at any time.

Additionally, with one exception, you could ask the listing broker to negotiate the offer of commission. The one exception is that you may not submit an offer to purchase that is contingent upon an increase in the commission paid to you by the listing broker. An offer of that nature is thought to be inconsistent with your fiduciary duty to the client. This request can be made at any time during the transaction, even after showing the property or submitting an offer to purchase on behalf of the client.

You could also have a conversation with your buyer client about the commission being too low to cover your

time and costs incurred in connection with representing that client. If your client so wishes, he or she could make the decision to condition the offer to purchase the property on an agreement by the seller to pay an additional specified amount. The buyer and the seller are the parties to any contract to purchase the listed property. They can negotiate the terms of that contract as they see fit. Just make sure that your client completely understands the pros and cons of submitting an offer with that type of contingency, and make sure not to pressure your client in any manner that is inconsistent with your fiduciary duty to that client.

*Q: Wait, doesn't Standard of Practice 16-16 prohibit me from negotiating my commission after showing, during the purchase offer phase, or after we have an accepted offer?*

**A: Absolutely not!** Except for the fact that you cannot make an offer to purchase contingent upon an increase in compensation paid to you by the listing broker, you can negotiate your commission with the listing broker at any time during the transaction. Standard of Practice 16-16 is designed to protect sellers and listing brokers from having purchase offers "held hostage" by cooperating brokers demanding a higher commission to be paid by the listing broker. Standard of Practice 16-16 provides as follows:

REALTORS®, acting as subagents or buyer/tenant representatives or brokers, shall not use the terms of an offer to purchase/lease to attempt to modify the listing broker's offer of compensation to subagents or buyer/tenant representatives or brokers nor make the submission of an executed offer to purchase/lease contingent on the listing broker's agreement to modify the offer of compensation.

This Standard of Practice never prohibits negotiations between the listing broker and a cooperating broker at any time during the transaction. In fact, Standard of Practice 3-3 expressly authorizes the listing broker and cooperating broker to come to an agreement to change cooperative compensation, and that can happen before a property is shown, after showing, or even after an offer is accepted.



**REMINDER if you have not paid your 2020 MFCAR Dues please do so ASAP. Payment was due by January 31. Invoices were emailed out the first week of December. They were emailed to you from [Anissa@MFCAR.com](mailto:Anissa@MFCAR.com). Please email Anissa if you need her to resend your invoice to you.**

Online payment are available on our [website](#)

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

**Pay Dues**

**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**

It is not possible to split payments in installments or on multiple credit cards.



**Seats are still available for  
Neat Capital's Simplified Home Financing  
Lunch & Learn  
on February 26, 2020 from  
11:30 - 1:30 @ MFCAR**

- Neat Capital has designed a modern approach to home financing, closing home loans 3x faster than the industry average.

- We provide real-time underwriting so that once your buyer's application is complete—they really are ready to go. They'll have everything they need to make a competitive, cash-like offer on the home (or homes) they've got their eye on. The best part is, they'll have complete visibility into the process from start to finish. It's quick, clean, and all about them.
- We offer an easy and secure instant pre-approval process—so your clients can bid on the house of your dreams just as soon as they've found it. Buyers can get pre-approved in 3 minutes. Our application is online, fast, and secure.
- With Neat's platinum pre-approval application, buyers can receive official approval to make a cash-like offer in as little as 48 hours. Buyers can check their income and asset requirements and compare different loan scenarios to choose the best option for them. We're so certain about our process that for qualified applicants, we back up to \$10,000 of their earnest money if their transaction falls through due to financing.

[Click here to register](#)



The Next Principles & Practices Class @ MFCAR will start on March 10th. It will run Tuesdays and Thursdays ending on April 28th. Class runs from 9:30 AM - 1:30 PM.

[Click to Register Online](#)

Contact Rudy Cenci at 203-521-9451 with questions.

Please share this information with anyone you know that is interested in becoming a Real Estate Salesperson.

### **Gates Scholarship Applications are Now Available**



**DEADLINE IS APRIL 8, 2020**

2020 Raymond F. Gates, Jr. Memorial Scholarship applications are now available online. If you have a child/stepchild who is a high school senior or full-time college/graduate student with at least 1 year left to complete and you have been an active CT REALTOR® member since April 9, 2019 – he/she is eligible to apply.

A few important things to note:

- Grandchildren are not eligible to apply unless the legal ward of the grandparent (documentation required).
- Membership dues must be paid in full no

### **Sign Up for CTR Text Alerts**



Want to stay updated on the progress of proposals like the bills to eliminate the Estate and Gift Taxes? Then sign up for the CTR text alert system by going to [ctrealtors.com/text](http://ctrealtors.com/text).

You'll receive occasional text alert messages from the association about important issues and how to take action easily.

- later than March 1, 2020.
- When creating an account/filling out the application online – the account and application must be in the name of the STUDENT, not the parent.
- If you have previously created an online account, you do not need to create a new account - you can use your existing account to apply again this year.

[Click here](#) for more information and to access our online application system.

## CEConnection

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



**ANYTIME, ANYWHERE** - An online educational experience that lets you learn when and where it's convenient for you.

**SUPPORT 7 DAYS A WEEK** - Contact us via phone, chat or email. We want to hear from you!

**TABLET-FRIENDLY** - Take your courses on your computer or tablet at your convenience.

**97% SATISFACTION RATING** - Feel confident knowing that out of over 150,000 students, we have a 97% satisfaction rating.



## GET INVOLVED!



Join a Committee

## **MFCAR Committees**

### **RPAC: (Political Fundraising)**

**Chairperson: Ken D'Arinzo/Marilyn Katz**

Educate REALTORS® on the importance of raising funds for RPAC and Issues Advocacy; and to network and share the techniques that are most effective in raising funds.

Meets when necessary.

### **PROGRAM/HOSPITALITY**

**Chairperson: Nadine Tanen/Cynthia Dul**

Responsible for putting together meetings that will be educational for the members for the upcoming year. Such as General membership Meetings (4), lunch and learn, cocktail parties, clam bake, holiday party.

### **GRIEVANCE:**

**Chairperson: Peg Koellmer/Cheryl Scott-Daniels**

Is responsible for making determinations as to whether there is any validity to a complaint that would justify holding a full hearing. **To be eligible to be on the grievance committee you must have been an active REALTOR® for two (2) years and show an active amount of transactions.**

### **PROFESSIONAL STANDARDS:**

**Chairpersons: Cheryl Scott-Daniels/Peg Koellmer**

Professional Standards is responsible for holding ethics and arbitration hearings in accordance with established policies, including offering option for mediation and expedited processes. **To be eligible to become a PSCS (Professional Standards Certified Specialist) you must have served on the grievance committee.** The recipient of this designation has successfully demonstrated knowledge and competency in hearing matters involving ethics and arbitration.

### **GRASSROOTS/LEGISLATIVE/POLITICAL AFFAIRS:**

**Chairperson: Ken D'Arinzo**

Strengthen REALTOR® member involvement in support of the Association's political, electoral and legislative endeavors at the local, State and National levels. This effort may include enhancing member lobbying efforts. Increasing member response to "Call for Action"; promoting attendance at political events and encouraging overall REALTOR® grassroots involvement in political campaigns.

### **COMMUNICATIONS:**

**Chairperson:**

Guide MFCAR (Mid-Fairfield County Association of REALTORS®) public relations and marketing efforts when needed such as public relations/branding and advertising campaigns. Provide input on special promotion/events for the public.

### **SOCIAL MEDIA:**

**Chairperson: Deb Alderson**

This committee looks to engage and network with our members on social media through Instagram and Facebook. We also promote the use of the MFCAR website as a source of information for our members.

### **GIVING BACK:**

**Chairperson: Linda Delepine**

REALTORS® do more than simply sell houses. Many of us volunteer in our communities. This committee looks to embody that spirit of service and volunteerism by giving our time talents to raising funds to support our community and local Non-Profit organizations. This committee will plan, organize, and execute 2 or more functions per year. The committee will also determine which charity/organization will receive funds from us.

### **AFFILIATE:**

**Chairperson: Carol Heins**

This committee looks to build our cadre of local vendors in our Association. These vendors support our REALTOR® members and our community. At the same time, we look to give these vendors our support through Lunch and Learn sessions and Sponsorship of our General Membership Meetings.

### **YPN: Young Professionals Network:**

**Chairperson: Viveka Kjellgren/Linda Delepine**

To encourage and promote involvement and career development in the REALTOR® association management profession through idea sharing and networking during the first two years in the business. This group is for all new REALTORS®.

**Membership-** Orientation for New Members

**Education** – Scheduling of P & P Classes and CE Classes

**Risk Reduction** – Meetings at the State Level when required.

**Building Maintenance** – Repairs to 19 Imperial Avenue (MFCAR)

**Website** Updating MFCAR website

Meetings are scheduled when needed.



JANUARY 2020

Total Affiliate Membership – 33

~~~~~  
Total REALTOR® Membership – 1078

[Click Here for January New Members](#)



[CLICK HERE FOR THE JANUARY 2020 FAIRFIELD LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JANUARY 2020 NORWALK LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JANUARY 2020 WESTON LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JANUARY 2020 WESTPORT LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE JANUARY 2020 WILTON LOCAL MARKET UPDATE](#)

[CLICK HER FOR THE MFCAR BOARD JANUARY 2020 MONTHLY INDICATORS REPORT - INCLUDES TOWNS OF NORWALK, WESTON, WESTPORT & WILTON](#)

Reports provided by SMART MLS - FAST STATS



### How to Get Your REALTOR® Membership Card

Getting your card is simple:

- [Visit the Membership Card page.](#)
- 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.



### [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.Licenservices@ct.gov](mailto:DCP.Licenservices@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.Licenservices@ct.gov](mailto:DCP.Licenservices@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/>



### 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](#)

