



## The Mid-Fairfield Record

Just a reminder that our MFCAR Office staff is working remotely from home. We are monitoring our email and encourage you to email us with any questions or concerns. Phone calls are not ideal as we are not in the office to be able to answer your call. Please do not fax any information or time sensitive documents as we are not there to receive them.

**MFCAR Staff Emails:**  
[carolheins@mfcar.com](mailto:carolheins@mfcar.com)  
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[mfcar@mfcar.com](mailto:mfcar@mfcar.com)

- Please email Carol (AE and head of MFCAR) with any REALTOR® related issues
- Please email Anissa with Dues Payments/Applications/Member Changes
- Please email Danielle with CE related issues/questions, MFCAR Live Virtual CE Classes

### **PRESIDENT'S UPDATE**

*Hello*, I hope all are well.

The talk these last weeks is how busy everyone is. Wow, right?! What good news in a time that has seen so much unprecedented and adverse. No matter the price point, the town, the style, more buyers and prospective tenants are out then have been in a decade or more. Stories of multiple offers, of deals over asking, of new listings going within 24 hours, of renters reaching out directly to the listing agents on for-sale properties, and many other examples of intense interest in our area abound. Amongst the lookers are New Yorkers ready for something different and a new belief that working from home may be more routine. But I've also heard of buyers coming from every corner - Texas, Massachusetts, Alabama, Vermont, and more. We all know we have a special set of communities in a center-of-it-all location with special natural and coastal magic. This is all good news.

With this uptick, what's also showing quickly is how gracious, professional, and diligent our community of agents is. A sellers' market is filled with urgency, competition, high emotion, tough and unending communication and more. I could cite every one of the agents I've personally interacted with in the past two weeks for their care, hard work, clear communication, and fairness. I'm sure all reading this could do similar. Thank you everyone



for getting to do business with you.

Amongst its jobs, our Association sells our market on behalf of our members and the community. Earlier last month, current Past President, Deb Anderson spoke with The Westport News for a piece (<https://bit.ly/3e18UHS>) that described the shift to the suburbs the coronavirus might spark. On behalf of the association, I talked to two publications this month. The Local Patch ran a story (<https://bit.ly/2WKrgP1>) on the demand in our rental market, including some stats on the emerging strength of the selling market as well. Last week, I spoke to a reporter at The Hartford Courant (Connecticut's paper of record and the longest continuous daily paper in the country for 256 years) about the quickly rising purchase demand we are seeing and the New York buyer angle of that. That story should be out soon. Share these pieces to help your clients and customers keep up with our market and to encourage optimism and interest in what we have to offer.

Our most recent Membership meeting was our first online! Nearly one hundred attendees (thank you!) spending an hour plus with the leaders of Westport, Norwalk, and Weston. Without a playbook we are all getting through this pandemic and these leaders have been among those working the hardest to figure out how to come as close as possible to getting it right. Thanks to President Elect, Nadine Tanen; Past President, Deb Anderson; Program Committee member Cynthia Dul; Danielle, Carol, Carol's granddaughter and all the others who helped make it a great event. We are figuring out how to continue and how to do more.

Remember Salesperson license renewals are due within the next ten or so days. Look to <https://mfcar.theceshop.com> for any Continuing Education you still need. And remember to be learning all the time - no matter what is needed for licensing!

I'm so glad to be a REALTOR®. And one with the Mid-Fairfield County Association. I'm glad you are too.

Thanks for reading!

P.S. If you haven't already, take out your cell phone and text the three letters "ctr" to the five-digit phone number 528-86. This will start a quick message exchange to register you for text alerts from our state association, CT REALTORS®. So much has been communicated to help members in the past two months. And anticipate that we'll need to ask for your voice as we go forward! Help us out by being an active participant through texts in what the association works on and tries to make happen!

Sincerely,  
Mark

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

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## **CAROL'S NEWS**

### **Putting Members First With the Right Tools, Right Now**

In light of the challenges presented by **COVID-19**, and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times. **The Right Tools, Right Now initiative**, which was activated once before in 2009, makes new and existing NAR products and services available for FREE or at significant discounts – right now – and is available to REALTORS® and REALTOR® Associations.



The program includes products, resources and services from all areas of the Association, including:

- **Webinars** to help you manage your finances
- **Education courses** to expand your skills
- Timely **market reports** to inform your business and clients
- **Digital tools** for transactions and marketing
- Resources for **REALTOR® Associations and Brokerages**

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## **Seller Preparations: Less Stress, Faster Sale & COVID-19 Inspection Procedures Zoom Educational Seminar**



**Wednesday, May 20, 2020 from 10:00 AM to 11:00 AM**

Join us for a free one hour Zoom educational seminar from the comfort of your own home.

Register for Seller Preparations: Less Stress, Faster Sale instructed by Joe DeLaurentis, Jr of Tiger Home & Building Inspections.

Home Inspectors find defects; it comes with the territory. A small number of these deficiencies are expected based upon the age and general condition of the home, whereas an inordinate amount of deficiencies will make a home buyer "feel" differently about the home - overwhelmed and disenchanted. Over 50% of home inspection findings are deferred maintenance, easily fixable by a handy homeowner or handyman. Having Home Inspection information available prior to listing a house "For Sale" has many transaction benefits:

- A well-maintained home stands out in the competition
- Fewer post inspection re-negotiations from a buyer
- Avoid surprises that can impact the sale of the home
- Close faster and for more \$\$\$!
- This presentation will also review COVID-19 Inspection Procedures

**[Register Now! - Click here to Register](#)**



**APRIL 2020**

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

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

**[CLICK HERE FOR THE APRIL 2020](#)**



**Click here to visit CTR's dedicated Coronavirus page for the latest information & guidance for CTR Members**

[WESTON LOCAL MARKET UPDATE](#)

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

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

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

Reports provided by  
SMART MLS - FAST STATS



## **NEW MEMBERS APRIL 2020**

Total Affiliate Membership – 30

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Total REALTOR® Membership – 1048

[Click Here for April New Members](#)



## **What Do I Do with My CE Certificates?**

Clarification regarding CE Certificates from Kelly W. Harvey, Real Estate Examiner, Dept of Consumer Protection

**Pursuant to real estate licensing law, all licensees are responsible to retain their completion certificates for a minimum of 4 years and be able to produce them upon request by the DCP.**

There are times when licensees must upload the actual certificates, such as for late renewals or reinstatements. When they are under the incorrect impression that the State has access to their completion information this causes more work for everyone.

We do not have access to the information that the schools report to PSI until we request a report from them at the time of CE

## **SIGN UP FOR CTR TEXT ALERTS**

With things happening so quickly, CTR has been sending text alerts to keep all Members up to date with the latest information REALTORS® need to know about.

Don't miss any breaking news! Sign up is simple go to <http://ctreator.com/text> or text 528-86.

audit. We have NO ability to look up course completions.

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## **CE CLASSES**

### **Virtual CE Class Offerings**

**5/22 - CT R.E.AGENCY LAW & FAIR HOUSING 1 - LIVE VIRTUAL CLASS**

**5/26 - CODE OF ETHICS - LIVE VIRTUAL CLASS - CLASS IS FULL**

**To take Fair Housing or Ethics classes you must:**

1. Run a system check to make sure your computer or tablet is compatible <https://zoom.us/test>

Once you pass the quick system check, email [danielle@mfc.com](mailto:danielle@mfc.com) with the date of the class you'd like to take and a copy/picture of your driver's license (front only) and a note that you passed the required system check. **You will not be registered until we have a copy of your driver's license**

#### **What is virtual learning?**

- A **virtual learning environment (VLE)** or live virtual classroom is a Web-based platform for the purpose of course delivery presenting resources, activities and interactions within a course structure without everyone needing to be in one place. The trainer and the students are together in time but not the same location.
- **You will be asked to email the Board a picture of your driver's license at registration to verify each student's identity attending the virtual class.** Board Staff will be monitor all classes and the DCP Real Estate Examiner will have the availability to monitor classes.

#### **So ... To Receive Credit:**

- The instructor will be required to have real time interaction with all students, visually as well as audio not just a list of names.
  - Students individually attending a Live-Virtual class CAN'T participate without a working camera on their tablet or computer/laptop. The students face must be visible the entire time.
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## **Who Needs to Take CE Classes**

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

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## **Online CE Classes**

**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.

**The CE Shop is offering 40% off on all Pre-Licensing, Post-Licensing, and Continuing Education through the end of May with the promo code SUPPORT40**

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## MFCAR Committees

### Committee Positions Available

#### 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.

[Click for MFCAR 2020 Committee Sign-up Form](#)



**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/>



**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®.**

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