



## The Mid-Fairfield Record

Due to continued guidance our MFCAR Office staff is continuing to work remotely from home. Please continue to email us when seeking assistance as this is the quickest, most direct way to reach us. Phone calls are not ideal as we are not in the office to be able to answer your call. Please do not fax any time sensitive documents as we are not there to receive them.

If you need to purchase a keybox please first complete your purchase through the Smart MLS, the Smart MLS will email us with your name, shackle code & contact information. We will contact you to schedule an appointment to pick up the keybox. Please note that when visiting the office you will need to wear a mask.

**MFCAR Staff Emails:**  
[carolheins@mfcар.com](mailto:carolheins@mfcар.com)  
[anissa@mfcар.com](mailto:anissa@mfcар.com)  
[danielle@mfcар.com](mailto:danielle@mfcар.com)  
[mfcар@mfcар.com](mailto:mfcар@mfcар.com)

### **PRESIDENT'S UPDATE**

**Hello,** I hope all are well.

Your local association works on your behalf around the year in all different ways.

One way is working to market our communities and our profession. This past month, I talked with a reporter at the Hartford Courant to tell the story of how hot our communities are. The results, with quotes also from CT REALTORS® President Joanne Breen, ran in a story declaring ["CT A Top Destination for People Moving Out of New York."](#) Take a read when you get a chance. It's one of many similar stories running in all kinds of publications.



With that kind of publicity and all that's happening in the world, we really do appear to be in our first top-to-bottom sellers' market in years. The workload is heavier on everyone. Thanks to all of our members for your unwavering commitment to our ethical codes and providing clients and consumers the highest level of professional duty synonymous with being a REALTOR®.

I know many are thinking through their processes and practices to manage the dynamics of this market. Some are doing things like enlisting backup support before taking a listing so that they can handle showing requests, inquiries, and offers fully and fairly. Others are enlisting

back up support with buyers to be able to ensure someone is always available to show a client that perfect new listing no matter when it comes on. All are doing things like taking more time over longer hours to educate buyers on the process and dynamics of our current market. Furthermore, listing agents are preloading digital materials so that they are available without requiring the listing agent to respond. They are writing clear showing instructions and supplemental information. Everyone is making sure to figure out how to provide Care, Obedience, Loyalty, Disclosure, Accounting, and Confidentiality even when our heads are spinning! I would just say, if you haven't put on a new listing recently, please think through how you would handle an unprecedented volume of interest without dropping a ball and making sure you are able to give even and fair access.

To touch on the ongoing Coronavirus pandemic, a thank you again goes to every member of our Association. The performance of our REALTORS® in keeping our industry open while simultaneously keeping people safe has been exemplary. I looked at the [New York Times daily state-by-state tracking](#) just now and it is hard to find a state who has dropped their caseload as effectively as Connecticut. Connecticut residents everywhere heeded the call to follow guidelines that keep people healthy. As we are more open, please don't forget that the virus is still out there, contagious, not always detectable, and with the potential to make you and others extremely sick. Don't let up on safe practices, like masks and gloves, wiping of surfaces, social distancing, limiting attendees, and frequent hand washing among others. Also, remember, our state association is continuing to ask us not to hold open houses. Please honor that request.

On a last note for this month, much is going on now in our country that is calling everyone to examine systemic built in inequalities, particularly racism. As REALTORS®, we are passionate about housing being equally accessible to all. For those with whom the recent causes have resonated, what more can we do as individuals or as an association to root out hidden unfairness or lack of equal access? This could include any of our business practices no matter how innocuous or universal they may seem — from things like how one might pre-market listings to certain agents or locals, or how one promotes on personal social media, to where and how offices advertise. Now is a great moment to examine at a deep and intentional level where there might be opportunities to do even better than we already do.

This is a great association, with truly admirable members. Thanks for that.

Thanks as always to the staff of our association, Carol our Association Executive, and Danielle and Anissa who are always there for any question or need and making sure we have the best continuing ed, programs, communications, and support possible.

Thanks for reading!

Sincerely,  
Mark

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

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**CAROL'S NEWS**

**Case #1-29: Multiple Offers to be Presented Objectively (Adopted November, 2002.)**

REALTOR® A listed Seller S's house. He filed the listing with the MLS and conducted advertising intended to interest prospective purchasers. Seller S's house was priced reasonably and attracted the attention of several potential purchasers.



Buyer B learned about Seller S's property from REALTOR® A's Website, called REALTOR® A for information, and was shown the property by REALTOR® A several times.

Buyer X, looking for property in the area, engaged the services of REALTOR® R as a buyer representative. Seller S's property was one of several REALTOR® R introduced to Buyer X.

After the third showing, Buyer B was ready to make an offer and requested REALTOR® A's assistance in writing a purchase offer. REALTOR® A helped Buyer B prepare an offer and then called Seller S to make an appointment to present the offer that evening.

Later that same afternoon, REALTOR® R called REALTOR® A and told him that he was bringing a purchase offer to REALTOR® A's office for REALTOR® A to present to Seller S. REALTOR® A responded that he would present Buyer X's offer that evening.

That evening, REALTOR® A presented both offers to Seller S for his consideration. Seller S noted that both offers were for the full price and there seemed to be little difference between them. REALTOR® A responded, "I'm not telling you what to do, but you might consider that I have carefully pre-qualified Buyer B. There's no question but that she'll get the mortgage she'll need to buy your house. Frankly, I don't know what, if anything, REALTOR® R has done to pre-qualify his client. I hope he'll be able to get a mortgage, but you never can tell." REALTOR® A added, "Things can get complicated when a buyer representative gets involved. They make all sorts of demands for their clients and closings can be delayed. You don't want that, do you? Things are almost always simpler when I sell my own listings," he concluded.

Seller S, agreeing with REALTOR® A's reasoning, accepted Buyer B's offer and the transaction closed shortly thereafter.

Upset that his purchase offer hadn't been accepted, Buyer X called Seller S directly and asked, "Just to satisfy my curiosity, why didn't you accept my full price offer to buy your house?" Seller S explained that he had accepted another full price offer, had been concerned about Buyer X being able to obtain the necessary financing, and had been concerned about delays in closing if a buyer representative were involved in the transaction.

Buyer X shared Seller S's comments with REALTOR® R the next day. REALTOR® R, in turn, filed an ethics complaint alleging that REALTOR® A's comments had intentionally cast Buyer X's offer in an unflattering light, that his comments about buyer representatives hindering the closing process had been inaccurate and unfounded, and that REALTOR® A's presentation of the offer had been subjective and biased and in violation of Article 1 as interpreted by Standard of Practice 1-6.

At the hearing, REALTOR® A tried to justify his comments, noting that although he had no personal knowledge of Buyer X's financial wherewithal and while he hadn't had a bad experience dealing with represented buyers, it was conceivable that an overzealous buyer representative could raise obstacles that might delay a closing. In response to REALTOR® R's questions, REALTOR® A acknowledged that his comments to Seller S about Buyer X's ability to obtain financing and the delays that might ensue if a buyer representative were involved were essentially speculation and not based on fact.

The Hearing Panel concluded that REALTOR® A's comments and overall presentation had not been objective as required by Standard of Practice 1-6 and found REALTOR® A in violation of Article 1.

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**FREE Zoom Lunch & Learn TOMORROW**  
**Presented by Tiger Home & Building Inspections**



## What to Expect When We're Inspecting

A Seminar for New and Interested Realtors



The concept of a home inspection is often misunderstood...

- ✓ What are the scope and limitations of a home inspection?
- ✓ What to look for when referring an inspector?
- ✓ What environmental tests to order?
- ✓ How to prepare your clients for inspection day
- ✓ COVID Inspection Protocols

This course reviews the Connecticut Home Inspection Standards as well as an overview of Optional Environmental Tests available, bringing clarity to each party's responsibility within the Real Estate Transaction.

**Free ZOOM Lunch & Learn**

You bring your lunch and we'll raffle off a  
**\$25 Panera Bread Gift Card**

**Thursday, June 18th 12:00pm-1:00pm**

Register in advance for this meeting:

[https://us02web.zoom.us/meeting/register/tZcvfumtqTsvG9eqvh7jLAD\\_zhyreKm8O8u](https://us02web.zoom.us/meeting/register/tZcvfumtqTsvG9eqvh7jLAD_zhyreKm8O8u)

Questions? Contact: [kara.golden@tigerinspect.com](mailto:kara.golden@tigerinspect.com) 203-623-1172

**DID YOU RENEW YOUR REAL ESTATE LICENSE?**



License renewal was due by March 31 for Brokers and May 31, 2020 for all Salespersons.

We will be auditing all our members licenses to make sure they are active with the Department of Consumer Protection.

If you're not sure if you license was renewed [click here to check](#). If you haven't, please look for an email sent to you from Department of Consumer Protection and follow their instructions to pay online.

In order to be a MFCAR REALTOR® member you must have an active Real Estate Salesperson or Broker's License.

## November 3, 2020



### SIGN UP FOR CTR TEXT ALERTS

MFCAR'S REALTOR® membership count as of MAY 2020 is 1045 members. To date, only 511 members have signed 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.

Please take a moment and sign up so you can get timely, first hand information to help you run your business more effectively and efficiently.

Be in the know. Sign up is simple go to <http://ctrealtor.com/text> or text 528-86.

## Are You Registered to Vote?



[Click Here to Check](#)



**MAY 2020**

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



**Click here to visit CTR's dedicated Coronavirus**

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

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

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

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

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

Reports provided by  
SMART MLS - FAST STATS

**page for the latest  
information & guidance for  
CTR Members**



## **NEW MEMBERS MAY 2020**

Total Affiliate Membership – 31  
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Total REALTOR® Membership – 1045

[Click Here for MAY 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.

### **REMINDER TO EMAIL MFCAR YOUR ETHICS CERTIFICATES**

If you took Ethics outside of MFCAR, online or through another board, please remember you need to email your ETHICS CERTIFICATE to [MFCAR@MFCAR.COM](mailto:MFCAR@MFCAR.COM) so that we can update your NAR record. ***(Please only send us your Ethics Certificate)***

All REALTOR® & APPRAISER members who have access to the Smart MLS need to comply with NAR's Code of Ethics Requirements which states: Existing REALTOR® members must complete 2.5 hours of ethics training, meeting specific learning objectives and criteria, within three-year cycles.

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

### **Current Cycle**

January 1, 2019 to December 31, 2021

### **Future Cycles**

January 1, 2022 to December 31, 2024

January 1, 2025 to December 31, 2027

As a reminder: Failure to complete training during any cycle will lead to [suspension of membership](#) for the January and February immediately following the cycle deadline, with termination of membership starting March 1 after the cycle deadline.



**Agent-Prep will start its next Live Virtual Principles and Practices - 60 Hour Course on Tuesday, June 23, 2020.**

**Classes run Tuesday's & Thursday's from 6:00 PM - 10:00 PM for 7.5 weeks.**

**Questions or to register CALL or TEXT Rudy at 203-521-9451 or [click here to register online.](#)**

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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.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.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](#)

