



The Mid-Fairfield Record

MFCAR Office visit guidelines:

1. Please schedule an appointment with us in advance.
- 2. When you arrive for your appointment park in the front circle and knock on the front door. If you come into the office you must wear a mask.

If you need to purchase a keybox please complete your purchase with the Smart MLS first. The Smart MLS will contact us once your purchase is complete. In turn, we will reach out to you to schedule an appointment to pick up your keybox.

- Park in the front circle, give us a call and we will bring the keybox out to your car. Please test your keybox prior to leaving. Give us a call if your keybox is not working.

OCTOBER

26 - 9:00 AM - 1:00 PM - Microsoft Word Class MFCAR Staff – Sponsored by CTR

NOVEMBER

3 – Election Day (office is open).

2 – 18th – REALTORS® Conference & Expo - Zoom/Webinars

20 – 10:00 AM - MFCAR Board of Directors Meeting – Zoom

25 – ½ Day for MFCAR staff

26 / 27 MFCAR closed observing Thanksgiving



PRESIDENT'S UPDATE

Hi Everybody,

Market trend lines have certainly been wild lately... more acute than I've ever seen. Year-to-date inventory has marched down to lower and lower numbers and sales have clambered up a Charcoal Hill/Steep Hill/Nod Hill worthy slope.

In Norwalk, the inventory decline is double digits. In Wilton, Weston, and Westport the sales increases are 40 to 60-plus percent.

The lines are crossing each other like the ghostbusters' ray guns. In my ninth-grade math, I would have been taught that demand is approaching infinite and inventory zero - uh oh. We



won't get there, but it's hard to know where we will get. A lot of consumers are having a lot of conversations with a lot of REALTORS® speculating on that very question right now. They are fortunate for your insight and care.

What I do know about the market with certainty is that the past seven months have made a market where as a group we are serving record numbers — Landing many hits but also dealing with the disappointment of misses. I say....Keep at it! We make a difference!

The election is down to its final weeks. At the National level, it's intense. Just remember, that as an Association and as REALTORS® we will be here before and after just like we have for a hundred years, putting our shoulders together to serve and get things done. We are here for our members when in need.

On the State and Local level things are a lot calmer. The CT Association of REALTORS® does an incredible job working with legislators and local leaders on issues affecting property owners, renters, tenants, housing, our industry, and life in CT. Because of that work, your state association knows the current legislators and many of the candidates. They've endorsed those who stand out. It's a resource to you when you vote — definitely take a look.

[\(https://www.ctrealtors.com/endorsements/\)](https://www.ctrealtors.com/endorsements/)

Our respect for Covid and our resilience in practicing safety continues to be so admirable. So many people commend the efforts they see being made by others. It's great to witness and be a contributor to.

This year's association board is down to its last months and we've been busy shaping next year's board. Thanks to all who readily offered to be involved!

We all make a difference day to day professionally and personally. Thank you

See you out and around and talk to you next month.

Sincerely,
Mark

Mark Gilrain
President, Mid-Fairfield County Association of REALTORS®
917-287-2451
mgilrain@halstead.com

CAROL'S NEWS

JOIN THE MFCAR BOARD OF DIRECTORS

Are you interested in deepening your association involvement? Would you like to be a part of the decision-making body for your professional association? If your answer is yes, consider applying for a position on the 2021 Mid-Fairfield County Association of REALTORS® Board of Directors.



The Nominating Committee will be meeting in a few weeks to look at perspective Directors for the upcoming year. Maybe you're not ready for board involvement, but you know a fellow REALTOR® member who would serve the association well. Consider nominating that individual for one of the open director-at-large positions.

The MFCAR Board of Directors meet every third Friday of the Month. If there is no pressing business no director meetings are held during the summer months of July and August.

Please contact Carol Heins @ carolheins@mfc.com or 203-227-4418 if you have interest in considering a position on our Board of Directors. I will be happy to answer any questions you might have.

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REMINDER

If you have a complaint about another agent please email or call me to discuss. MFCAR has a complaint process which we have outlined on our website. You can view it by clicking this link: <https://mfcar.com/complaint-processes/>

Carol Heins
Associate Executive
MFCAR
203-227-4418
carolheins@mfcar.com



RPR App Unveils New Buyer Tour Report

Here's something fun that puts you in the driver's seat for buyer tours. RPR Mobile™ enables you to select properties, determine the order to tour them, and create colorful, client-friendly reports to share with buyers... all from the palm of your hand. Your RPR Buyer Tour Report includes a map, a side-by-side view of properties, and a details page of each selected property. Check out this **90-second video** to learn how to organize your next buyer tour through the RPR app. And be sure to download the app for **Android** or **iOS**.



ETHICS CORNER

Professional Standards Committee November 9, 2019

Audience Agenda Appendix 2

Case #16-20: Continued Contact With Potential Seller Who Enters Into an Exclusive Listing With Another REALTOR® (Adopted November, 2011)

At the conclusion of a detailed listing presentation, REALTOR® B asked the sellers whether they had any questions. "No," said Seller Z. "Your presentation was professional and complete and we very much appreciate your time. We have appointments with two other realty firms and after we talk to them we'll make our decision." REALTOR® B thanked the sellers and encouraged them to contact him with any questions they might have. "I really look forward to being your broker," he added.

Several days later, REALTOR® B noticed that Seller Z's property had come on the market, listed with REALTOR® A. REALTOR® B and REALTOR® A were friends, but were also quite competitive, both frequently pursuing the same potential seller-clients. "I wonder why Seller Z decided to list with REALTOR® A," mused REALTOR® B, "it won't matter if I just call and ask why they decided to list with my friend REALTOR® A instead of me." REALTOR® B called the sellers and left a message on their answering machine voicemail asking for a return call at

their convenience.

That evening, Seller Z returned REALTOR® B's phone call. REALTOR® B started the conversation by thanking Seller Z and his wife for their time. "What I'd like to know is why you chose to give your listing to REALTOR® A instead of me?" he then asked. "Don't get me wrong, REALTOR® A is a good broker and will do a good job for you. I'm not suggesting you cancel your listing with REALTOR® A but if your listing expires and REALTOR® A hasn't sold it, I'd be pleased to talk to you about listing with me."

Seller Z did not follow up on REALTOR® B's offer and the following weekend at REALTOR® A's open house Seller Z and his wife recounted REALTOR® B's follow-up phone call. Over the next few days REALTOR® A debated filing an ethics complaint. He weighed his friendship with REALTOR® B against what he saw as his duty to bring potentially unethical conduct to the attention of the association of REALTORS®. Somewhat reluctantly, he filed an ethics complaint alleging a violation of Article 16, as interpreted by Standard of Practice 16-13.

At the hearing, REALTOR® A called Seller Z as a witness. Seller Z faithfully recounted the substance of REALTOR® B's conversation with Seller Z and his wife, commenting that while REALTOR® B had said he was only trying to understand why he hadn't been given the listing, it appeared to Seller Z that REALTOR® B wanted Seller Z to cancel his listing with REALTOR®

A. Then REALTOR® B testified in his own defense. He acknowledged he had been aware that REALTOR® A had already exclusively listed the property when he contacted Seller Z and asked for a follow-up appointment. He defended his actions stating he was not trying to induce Seller Z to cancel the listing, he was simply trying to find out what he had said - or failed to say - that led Seller Z to list with REALTOR® A instead of with him, and wanted Seller Z and his wife to be fully aware of the services he would provide if their listing with REALTOR® A expired.

The Hearing Panel did not agree with REALTOR® B's defense, noting that REALTOR® B's curiosity or desire to enhance his listing presentation skills did not justify continued contact with a potential seller-client after that seller had entered into an exclusive representation agreement with another broker. REALTOR® B was found in violation of Article 16 as interpreted by Standard of Practice 16-13.



MFCAR & PERSON-TO-PERSON ARE HOLDING A FALL FOOD DRIVE

Please help us by donating non-perishable food items to help residents of Stamford, Norwalk, Darien, New Canaan, Weston, Westport and Wilton.

Collection Dates 10/22 - 11/23
Drop Off @ MFCAR
8:30 AM - 4:30 PM ~ Monday - Friday

[CLICK HERE FOR SHOPPING LIST](#)



PERSON-TO-PERSON

&

MFCAR

Fall

Food Drive



Collection Dates 10/22 - 11/23

Drop off @ MFCAR

Monday – Friday 8:30 AM – 4:30 PM

Help local families and individuals who are struggling with hunger and food insecurity.

Most Needed Items

- Hearty Soups
- Cereal & Oatmeal
- Canned Fruits & Veggies
- Dried & Canned Beans
- Pasta & Sauce
- Protein/Granola Bars

Join us in promoting healthier eating habits. Look for items labeled: Low/No Sodium, Low/No Sugar Added, Made from Whole Grains, etc.

Thank You!



Person-to-Person is a community supported agency that provides individuals & families with assistance for basic needs to overcome daily challenges and access to resources to improve their lives. Locations in Darien, Norwalk and Stamford.

Visit p2phelps.org to donate or get involved.



@p2pHelps



@persontopersonCT



@p2pHelps

Paint the Town Yellow



Last fall, MFCAR member Debra Kandrak, started her “Paint the Town Yellow” campaign hoping to add to Westport’s scenery and also as a way to commemorate those who have passed. This year she is asking all MFCAR members to join her in the second annual “Paint the Town Yellow” campaign, this year’s theme will be to plant yellow daffodils bulbs “Against Bullying.”

Last year’s campaign was a huge success. It was the first year we planted “In memory of a Loved One Lost.” As I drove around the town this spring, I saw thousands of daffodils planted everywhere. Hundreds of daffodils were planted along the Ruth Steinkraus Bridge, generously planted by the LaurelRock Company. Others were planted at the Sherwood Island Connector near the Post Road by the Northeast Horticultural Group. The Westport Garden Club planted many gardens in town that they maintain, Soundview Drive residents planted hundreds of daffodils along their road, Project Return planted in front of their home, hundreds were planted on Hillspoint Road in front of the Children’s Community Center and there were many more planted by town residents.

Plantings to support this year’s campaign, scheduled to date are parents & students planting in front of Bedford Middle School, The National Charity League will be planting around downtown, The Westport Garden Club is participating again this year by planting around the library and one neighborhood in Greens Farms is planting 7000 bulbs on their road. I will be planting along the pine trees next to the Saugatuck Bridge and there are many others.

If you would like to participate all you have to do is plant in front of your home, around your mailbox post, street signs, anywhere where it can be seen by the public. Every daffodil planted is to give strength to those who suffer silently.

If you have questions please contact Debra at 203-581-3926.

Did you know that Westport has a new Senior Living Facility?



**The Residence at Westport
1141 Post Road East**

Westport Residence Community Fact Sheet

Enhanced Independent & Assisted Living

- 70 Apartments (combination of studio, one bedroom, & two bedroom)
- AL rates include 45 minutes of care per day (including medication management)

Reflections Memory Care Neighborhood

- 26 Studio & 1 Companion Apartment
- MC rates include 2-hours of care per day (including medication management)

Additional Resident Fees

Assisted Living: \$2200

Independent Living: \$1700

Services & Amenities

- Anytime Dining Open 7am – 7pm
- Weekly Housekeeping
- Weekly Linen Service
- Utilities (Heat, A/C, Electric & Water)
- Fitness classes and health clinic
- Scheduled transportation
- Maintenance services
- Parking
- Alexa in all units

REALTOR REFERRAL PROGRAM

Do you know someone or are you working with someone who could benefit from the lifestyle and services offered at The Residence at Westport?



MFCAR members are invited to refer clients to the Residence. When your referral signs a long-term lease and surpasses a sixty (60) day residency, you will qualify for a **\$3,000 bonus**. Simply complete the form below or call us and introduce us to your referral. You are welcome to participate in your referral's initial tour of our community. *(If a member of our sales team is already working with your referral, you will not be eligible to receive a bonus for this referral.)*

Questions contact: Briana Faughnan, bfaughnan@lcbseiorliving.com

[Click here for Westport Community Fact Sheet with Pricing](#)

[Click here for the Residence at Westport REALTOR® Referral Program Form.](#)

SEPTEMBER 2020

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

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

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

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

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

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

Reports provided by
SMART MLS - FAST STATS



NEW MEMBERS SEPTEMBER 2020

Total Affiliate Membership –

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Total REALTOR® Membership –

[Click Here for SEPTEMBER New Members](#)



The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment.

### **Vote**

As a member of the REALTOR® Party, NAR encourages you to vote for candidates and issues that build strong communities, protect property interests and promote a vibrant business environment at the local, state and national levels.

### **REALTORS® Get Involved**

#### **2020 Elections**

- Register to Vote
- Find Your Polling Place

### **Act**

As a member of the REALTOR® Party, you act when called upon to support the REALTOR® Party at the local, state and national levels. Recognizing the importance of REALTORS® speaking with one voice, participating in national and state Calls for Action allows our collective voice to be heard from Capitol Hill to the statehouse. In addition, participating in community outreach projects and activities sponsored by your state and local associations are great ways for REALTORS® to establish themselves as valuable community assets.

### **REALTORS® GET INVOLVED**

- Take Action on a **Call for Action**
- **Sign Up for REALTOR® Party Mobile Alerts**
- **Learn about NAR's Position on State and Local Issues**
- **Find Your Elected Official** and Learn where They Stand on Real Estate Issues
- **Research an Issue using the State Issues Tracker**

- Find Your Elected Officials
- Update Your Voter Registration Information

- **Join the Broker Involvement Program**

Learn More about and Participate in Community Outreach Projects and Activities with Your State and Local Association.

## **Invest**

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to help elect candidates who understand and support their interests. These are not members' dues; this is money given freely by REALTORS® in recognition of the importance of the political process.

- [Invest in RPAC](#)
- [Invest in President's Circle](#)
- [Invest in the Corporate Ally Program](#)
- [Invest in the Political Advocacy Fund](#)

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**November 3, 2020**



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

**Are You Registered to Vote?**



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.

**[Click Here to Check](#)**

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**REMINDER TO EMAIL MFCAR YOUR ETHICS CERTIFICATES**

If you took Ethics outside of MFCAR, online or through another board, please 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.

### Current Cycle

January 1, 2019 to December 31, 2021

### Future Cycle

January 1, 2022 to December 31, 2024

If you're not sure if you've fulfilled your Ethics requirement [click here](#) to check.



### 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



NATIONAL ASSOCIATION of REALTORS®

*REALTOR Benefits® Program*

REALTOR® Benefits Program



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

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

**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](#)

