



Sept 2017 | ISSUE No. 9 The Mid-Fairfield Record

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### MFCAR Upcoming Events

#### **OCTOBER:**

- 9 - Office Closed - Columbus Day
- 12 - State Directors Meeting - Wallingford, CT - 9:30 a.m.
- 18 - [Westport What to Know!](#) - Informational Meeting - 9:00 a.m. - 11:30 a.m. - Birchwood Country Club
- 20 - MFCAR Board of Directors Meeting - 9:00 a.m.
- 23 - New Member Orientation 9:00 a.m. - 12:00 p.m.
- 26 - AE Meeting, New Haven Board Office - 1:00 p.m.
- [30 - Code of Ethics CE Class - 9:30 a.m. - 12:30 p.m.](#)

#### **NOVEMBER:**

- 1-6 - NAR Annual Conference & Expo - Chicago, IL
- 8 - GENERAL MEMBERSHIP MEETING - More information to come
- 17 - MFCAR Board of Directors Meeting - 9:00 a.m.
- 20 -21 - 2018 Local Board President - Elect Spokesperson Training
- 22 - Board Closes 12:30 p.m.
- 23 & 24 Board Office Closed - Thanksgiving
- 30 - Installation Leadership Conference Day @ State Level

**IMPORTANT REMINDER REGARDING CHANGES TO ETHICS CYCLE**

As of January 1, 2017 Ethics is now following a 2 year cycle instead of 4.

Brokers & Managers please make sure your agents are aware of this change.

### About the Training Requirement

REALTORS® are required to complete Ethics training of not less than 2 hours, 30 minutes of instructional time within two-year cycles.

Background on the change to a two-year requirement is [here](#). The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

A new two-year cycle began January 1, 2017. The deadline for this cycle is December 31, 2018.

Training may be completed through local REALTOR® associations or through another method, such as home study, correspondence, classroom courses, or online courses.

### Code of Ethics Training Cycles

Below are the cycle dates for the Code of Ethics Training Requirement. Training must be completed at anytime during these established cycles. 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.

#### Current Cycle

**January 1, 2017 to December 31, 2018**

#### Future Cycles

January 1, 2019 to December 31, 2020

January 1, 2021 to December 31, 2022



## Westport What to Know!

Join us for a FREE informative session and get the inside knowledge of the most frequently asked questions from the town departments that directly affect our business.

Meet First Selectman Jim Marpe and representatives from Building Code Enforcement, Planning and Zoning, Conservation, Health, Tax Assessor and Town Clerk departments.

9:00 a.m. - 9:30 a.m. - Sign in & Coffee/Danish

9:30 a.m. - 11:30 a.m. - Program

[CLICK HERE TO REGISTER](#)

Learn the process and get the correct answers directly from the sources. Questions include:

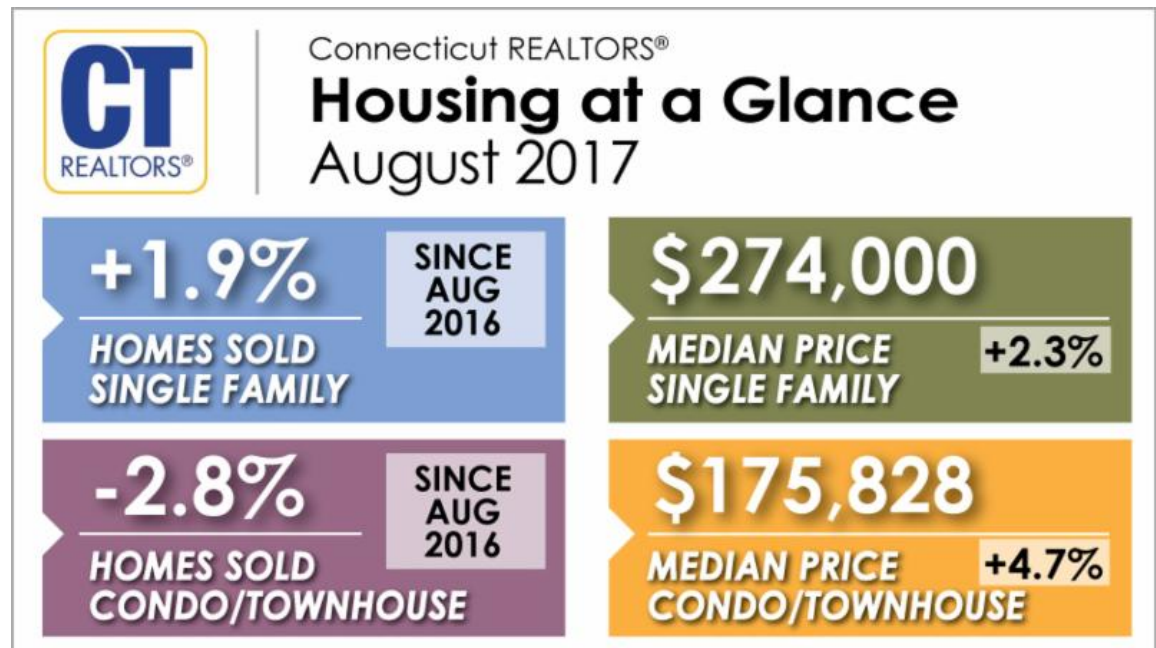
- Land and Vital Records - How to navigate the vault and the purpose of maintaining records.
- Septic and Wells - What are the steps if septic and well maps are not on file?
- Rentals - Rules for rentals: required inspections, legal/illegal and accessory?
- Wetlands - What are the setback requirements when adding inground pools, sheds, garages, additions, gardens? Do neighbor's wetlands offset neighboring property? What buyers must be aware of.
- Violations - What are the steps in resolving violations and anticipated timing for resolution?
- Field Cards - Accuracy of field cards: what if the field card information does not match the house?

- Permits - Open permits, no permits, renovations and updates.  
What does or does not need permits, i.e. "swap outs", furnace, roof, kitchen and bathroom.
- Flood Zone - Mapping and regulations: what sellers and buyers need to know.

These questions and much more!

This event is complimentary for MFCAR Members.  
Non-MFCAR member fee \$10.00

## PRESS RELEASE



### Single-Family Home Sales Up in August

Connecticut REALTORS® reports that the single-family residential home median sales price is \$274,000 which reflects a 2.3 percent increase from \$267,750 in that same time period last year. Median indicates that half the homes sold for more and half for less. Single-family residential home sales in Connecticut increased 1.9 percent comparing August 2017 to August 2016. The total units of homes sold were 3,893 in August 2017 and 3,822 in August 2016.

Townhouses and condominiums median sales price is \$175,828 representing a 4.7 percent increase from \$168,000 in that same time period in 2016. Sales in Connecticut decreased 2.8 percent comparing August 2017 to August 2016. Total units sold were 891 in August 2017

and 917 in August 2016.

Contacts: David F. Pendrys: 860-566-8698 [david@ctrealtors.com](mailto:david@ctrealtors.com)

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## Market Trends

The following are statistics taken from CMLS records.

**Continue to Show Listings:**  
Single Family Homes  
For: January 1 - September 26, 2017



| TOWN      | UNITS | Average/Median Market Time |
|-----------|-------|----------------------------|
| Norwalk   | 47    | 114/75                     |
| Weston    | 13    | 236/175                    |
| Westport  | 26    | 141/113                    |
| Wilton    | 17    | 225/203                    |
| Fairfield | 55    | 130/111                    |

**Pending (Deposit) Listings:** Single Family Homes  
For: January 1, - September 26, 2017

| TOWN      | UNITS | Average/Median Market Time |
|-----------|-------|----------------------------|
| Norwalk   | 59    | 133/91                     |
| Weston    | 16    | 179/157                    |
| Westport  | 37    | 219/132                    |
| Wilton    | 20    | 167/120                    |
| Fairfield | 64    | 149/104                    |

Please click the following link to view the above statistics as well as the Avg./Median price for Houses and Condominiums sold for January 1, - September 26, 2017 & January - December '16 , according to the CMLS.  
[Market Trends & Statistics](#)

## NEWAFFILIATE MEMBERS

AUGUST 2017

*Total Affiliate Members - 36*

## NEW REALTOR® MEMBERS

AUGUST 2017

|                        |                     |          |
|------------------------|---------------------|----------|
| BRUNO, MARYANN         | COLDWELL BANKER     | DARIEN   |
| FAZIO, KATHLEEN        | CUSHMAN & WAKEFIELD | STAMFORD |
| GALLAGHER,<br>KIMBERLY | WM. PITT            | STAMFORD |
| MARTINS,<br>VALERIE    | COLDWELL<br>BANKER  | WESTPORT |
| MOMBELLO,<br>MICHAEL   | COLDWELL<br>BANKER  | WESTPORT |
| MUFSON, PAUL           | CAMELOT R.E         | WESTON   |
| NORBOM,<br>MERSENE     | WM. PITT            | WESTPORT |
| RIST, LYNN             | WM. PITT            | WESTPORT |

Total REALTOR® Membership - 1170

## [CE CONNECTION](#)

[Click here for CE requirements](#)

[Click here for NAR Mandatory Ethics requirements](#)

We've added a couple of Mandatory CE Classes to the calendar. These classes will fill up quickly so don't delay registering.

[Code of Ethics, Monday, October 30, 2017 - 9:30 a.m. - 12:30 p.m.](#) - **Class is Full**

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within two-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

A new two-year cycle began January 1, 2017. The deadline for this cycle is December 31, 2018.

Training may be completed through local REALTOR® associations or through another method, such as home study, correspondence, classroom courses, or online courses.

[Fair Housing, Wednesday, November 15, 2017 - 9:30 a.m. - 12:30 p.m.](#)

State of Connecticut Continuing Education Requirements for Salespeople and Brokers

- Brokers Continuing Education Deadline March 31, 2018
- Salesperson Continuing Education Deadline May 31, 2018

Every two years, the State of Connecticut Department of Consumer Protection's Real Estate Commission requires licensees to complete a minimum of 12 hours of continuing education (CE).

- Brokers - If you passed the CT Broker full licensing examination between 4/1/2016 - 3/31/2018, you do not need to take continuing education for 2018.
- Salespersons - If you passed the CT Salesperson full licensing examination between 6/1/2016 - 5/31/2018, you do not need to take continuing education for 2018.



## Online Classes



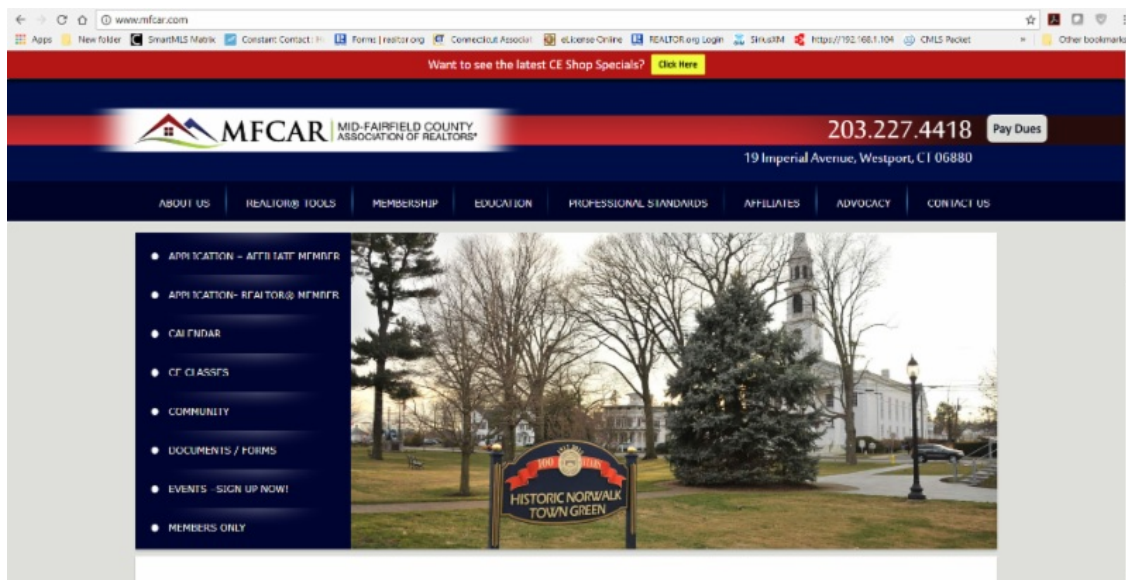
Want to get a jump on your next CE renewal? Sign up for online classes through the CE SHOP. Not only will you get a discount but you'll also support MFCAR.

October: 20 % off! Enter October20 at checkout to receive discount (runs 10/1/17 - 10/31/17)

November: 20 % off! Enter November20 at checkout to receive discount (runs 11/1/17 - 11/31/17)

<http://mfcar.theceshop.com>

## What's New?



If you haven't already, please stop by [MFCAR.COM](http://MFCAR.COM) and check out our new website.



