



January 28, 2025

2025 FCAR Board of Directors

Brandi Dillon, President

brandi.d@theagencyre.com

Kris Alcorn, Immediate Past President

kalcornfcar@gmail.com

Terez Dorsey, President-Elect

realtorterezdorsey@gmail.com

Julie Larson, Secretary

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Tracy Grubb, Treasurer

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Soraya Gillespie, Director

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Hanna Houck, Director

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Christopher Highland, Director

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Tom Mitchell, Director

tom@whrgcommercial.com

Bill Armstrong, Director Emeritus

billarmstrong77@gmail.com

Dan Cumberland Jr., Strategic Partner Director

dan@moyerandsons.com

FCAR SOCIAL SHORTCUTS

Meet the Board: Brandi Dillon, 2025 President



Brandi Dillon has a passion for real estate, helping others, and skydiving!

A dedicated volunteer with FCAR for over four years, she has contributed her expertise to the Leadership Group, Grievance Committee, Budget & Finance Committee, RPAC, and YPN. Brandi joined as a REALTOR® Director in 2022, served as Secretary in 2023, and gained invaluable insight into the association's operations as President-Elect this year.

She is thrilled to step into the role of President in 2025, ready to take FCAR to new heights. Brandi lives in Frederick with her two dogs and is a Maryland Real Estate Broker who recently launched her own office in Downtown Frederick. Passionate about fair housing and ethical practices, she is committed to supporting FCAR and delivering exceptional value to its members.

Free Continuing Education in February:

At Home with Diversity® (AHWD)

Tuesday, Feb. 18

9:30 AM-4:30 PM at FCAR

Bias Override: Overcoming Barriers to Fair Housing

Friday, Feb. 28

10 AM-1 PM at FCAR

Membership

Members, Members, everywhere!



Build a Bed

Dozens of FCAR REALTORS® recently volunteered with **Sleep in Heavenly Peace** and others to build beds for children who have none. This event was the follow-up to the FCAR Charity Auction that raised **\$23,000** for the cause. Learn more about SI-HP's mission and recent event at *The Frederick News-Post*: go.fcar.org/fnp-beds

[VIEW ON FACEBOOK](#)

FCAR Board Serves at The Community Table

The FCAR Board of Directors recently took their turn at serving a meal at The Community Table.

Operated by the Frederick Department of Health and Human Services, this project serves a hot meal to local residents nearly 365 days a year.

Pictured (left to right): Brandi Dillon, Chris Highland, Tom Mitchell, Dan Cumberland Jr., Hugh Gordon, Terez Dorsey, and Hanna Houck.



[VIEW ON FACEBOOK](#)

News You Can Use

Big Dates & Deadlines

Friday, January 31

Committee Deadline

Sign up today: fcar.org/committees

Wednesday, February 12

Maryland REALTORS® Lobby Day

Thursday, March 6

Membership Meeting

Guest Speaker: "Stop MPRP" Leadership

Thursday, March 20

Maryland REALTORS® Commercial Symposium

Tuesday, April 8

Maryland REALTORS® Regional Roundtable

Hilton Garden Inn, Frederick, MD

Wednesday, April 9

2025 FCAR Trade Show

Start packing for "Camp FCAR!"

Vendor reservations open in January.

Thursday, May 1

FCAR Awards Ceremony

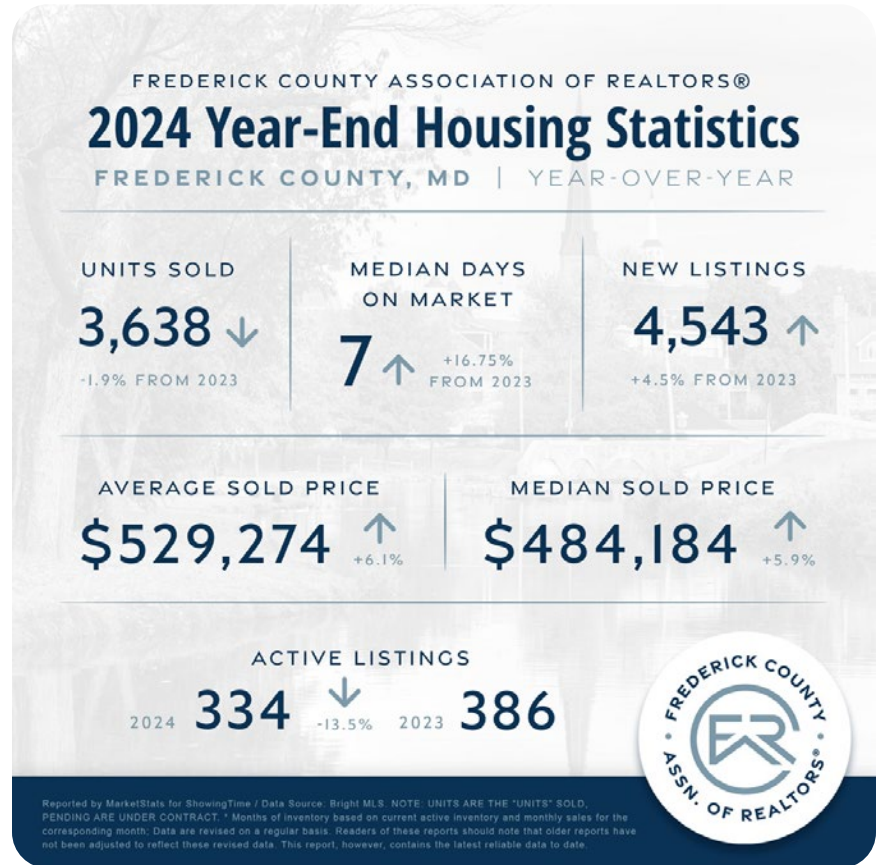
Saturday, May 31-Thursday, June 5

NAR Legislative Meetings

Trade Expo: June 2-3 (Mon-Tue)

Housing Market Statistics

More market statistics are available on our [housing statistics](#) page.



Bright MLS service area

Week ending: January 26, 2025

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MLS

	Week ending 1/26/2025	Compared to a year ago	Compared to a week ago
Showings	71,000	+ 6.8%	+ 4.9%
New purchase contracts	4,423	+ 3.7%	+ 1.2%
Median time to contract	29 days	+ 1 day	- 5 days
New listings	3,894	+ 0.8%	+ 10.9%
Median list price	\$409,995	- 3.8%	0.0%
Active listings	29,438	+ 15.3%	+ 0.9%
% active listings w/ a price decrease	6.1%	+ 0.1 pp	+ 0.5 pp
Canceled listings	344	- 7.5%	+ 4.6%

VIEW BRIGHT MLS WEEKLY STATS



News You Can Use

SEND US YOUR BEST: Award Nominations Now Open

It's that time of year again! Do you know a colleague who has knocked it out of the park in 2024? These awards honor association members who have gone above and beyond in one of thirteen categories. **Submit yours today [on our website](#).**



1	GREENBELT, MARYLAND MARCH 5TH, 2025 Crowne Plaza 6400 Ivy Lane, Greenbelt, MD 20770	2	FREDERICK, MARYLAND APRIL 8TH, 2025 Hilton Garden Inn Frederick 7226 Corporate Ct., Frederick, MD 21703
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REGIONAL ROUNDTABLE: Maryland REALTORS® is Coming to Frederick

TUESDAY, APRIL 8: Your state association is hosting one of its annual Regional Roundtables in your own backyard! This is your chance to sit down with state leadership to hear their priorities and connect on the issues that matter to you. **Learn more or register: mdrealtor.org/roundtables**

SAVE THE DATE: The 2025 Trade Show: "Camp FCAR"

WEDNESDAY, APRIL 9: Table & booth registrations are now open for our annual Trade Show. This year's "Camp FCAR" them invites you to decorate your display for a chance at winning best themed table. REALTOR® attendees are also invited to dress up for their chance to win Best Dressed.

This event showcases the best of our Strategic Partners, is free for REALTORS® to attend, and includes free lunch catered by Mission BBQ at the Frederick Fairgrounds.

Learn more today on the Trade Show page of our website: fcar.org/tradeshow25

FCAR.ORG/EVENTS

"Rent Ready" Workshop **Thursday, Feb. 13** | 6:30-7:30 PM at FCAR

Invite your clients for this free Financial Stability Workshop hosted at FCAR!



Commercial Appraisal Seminar **Wednesday, Feb. 5** | 1-3 PM at FCAR

Lunch & Learn: Advertising Do's & Don'ts **Wednesday, Feb. 19** | 12-1 PM at FCAR

Stay compliant with the NAR settlement with tips on new rules, advertising violations, and more.

YPN Happy Hour **Thursday, Feb. 20** | 4-6 PM at X-Golf

This month's monthly casual networking event is sponsored by Shore United Bank and Salisbury, McLister & Foley.

Language Matters

Wednesday, Feb. 26 | 4-6 PM at FCAR | Free for Members | \$20 for non-members

This Continuing Education course counts as part of the new FCAR Leadership Program.

Strategic Partners Mastermind **Wednesday, Feb. 25** | 11:30 AM-1 PM at FCAR

Hear what works to generate business straight from a panel of REALTORS® and fellow Strategic Partners!

Public Speaking Seminar

Tuesday, Mar. 4 | 6-7:30 PM at FCAR | Free for Members | \$20 for non-members

This workshop counts as part of the new FCAR Leadership Program.

Membership Meeting with "Stop MPRP" **Thursday, Mar. 6** | 11:30 AM-1 PM

Hear from (and bring your questions for) the leaders of "Stop MPRP" (Maryland Piedmont Reliability Project).

FCAR.ORG/CLASSES

In-person classes are noted with an asterisk(*) and all other classes are virtual.

Please use your [Membership Portal](#) to sign up. Visit fcar.org and click the login button or visit go.fcar.org/login.

For virtual courses, Zoom links will be sent out the day before the class to the registered e-mail address.

FREE CONTINUING EDUCATION COURSES (2)

MREC RE Brokerage Relationships & Disclosures
Tue., Jan. 28 | 9AM-12 PM on Zoom
Instructor: Maryland REALTORS®

MD Code of Ethics*
Tue., Feb. 4 | 10AM-1 PM
Instructor: Maryland REALTORS®

New Member Orientation*
Wed., Feb. 12 | 9-10:30 PM
Instructor: Marie Lagos

FREE: At Home with Diversity*

Tue., Feb. 18 | 9:30AM-4:30 PM
Instructor: Branda Kasuva

Contracts Law Review
Thu., Feb. 20 | 9AM-12 PM on Zoom
Instructor: Brianne Paugh

FREE: Bias Override*

Fri., Feb. 28 | 10AM-1 PM
Instructor: Mary Chieppa



MARYLAND REALTORS® GRI START DATES

GRI 100 Jan. 28 | [Details](#)

GRI 200 Feb. 21 | [Details](#)

GRI 300 March 12 | [Details](#)

GRI 400 April 1 | [Details](#)



EVERY MONDAY & WEDNESDAY IN FEBRUARY

SentryLock Lockbox | 11 AM-12PM or 3-4 PM on Zoom

EVERY TUESDAY IN FEBRUARY

SentryKey Showing Service | 11 AM-12 PM on Zoom



WEDNESDAY, MARCH 19

Prospecting in Bright's Public Records | 10-11 AM on Zoom

[REGISTER ONLINE](#)

SPECIAL THANKS

to our Newsletter Sponsors



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