



March 20, 2025

2025 FCAR Board of Directors

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Tom Mitchell, Director

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Bill Armstrong, Director Emeritus

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Dan Cumberland Jr., Strategic Partner Director

dan@moyerandsons.com

Meet the Board: Soraya Gillespie, Director



In 2006, Soraya transitioned from a risk management career, earning her real estate license, to allow her the flexibility needed to be with her two children. Committed to always expanding her knowledge of the real estate industry, she complimented her career to include a property management background.

She holds the designation of Associate Broker® and completed course work to receive the designation of GRI® from Maryland Realtors. She also holds the designation of RMP® (Residential Management Professional) from the National Association of Residential Property Management (NARPM). As a member of the community, she held the title of President of the local chapter of NARPM from 2020-2023.

Send in Your FCAR Award Nominations Before Friday, March 28!

Do you know a colleague who knocked it out of the park in 2024? These awards honor association members who have gone above and beyond in one of thirteen categories.

SEND US YOURS

FCAR SOCIAL SHORTCUTS



Membership

March New Member Orientation



Who's in the vault? Let's find out!

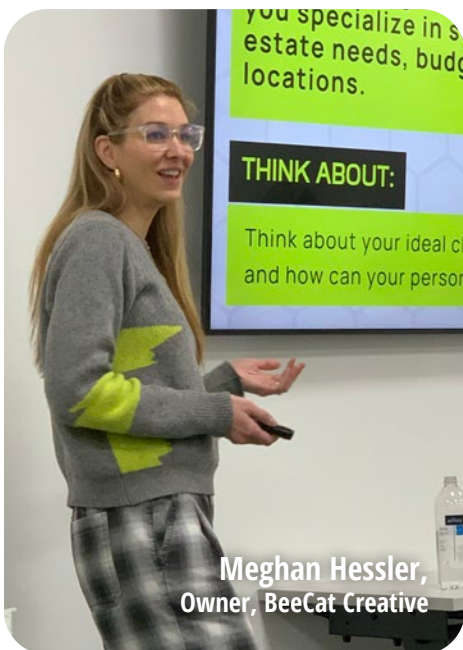
This month's New Member Orientation welcomed (left to right) Brad Vaughn (Samson Properties Frederick), Alma Oben (Real Estate Search and Sale LLC), Rajesh Mirani (Taylor Properties), and Bianca Horta (Keller Williams Realty Centre).

The March session was facilitated by Marie Lagos (Berkshire Hathaway HomeServices PenFed Realty) and sponsored by Richard Leonard (Fox Mountain Property Inspections).

[VIEW ON FACEBOOK](#)



BeeCat Creative Leads Online Brand & Community-Building Luncheon at FCAR



News You Can Use

Big Dates & Deadlines

Friday, March 28: Deadline for FCAR Award Nominations

Tuesday, April 8
Maryland REALTORS® Regional Roundtable
 Hilton Garden Inn, Frederick, MD

Wednesday, April 9
2025 FCAR Trade Show
 Showcasing the services of our Strategic Partners with the theme "Camp FCAR"

Friday, April 18
FCAR Office Closed

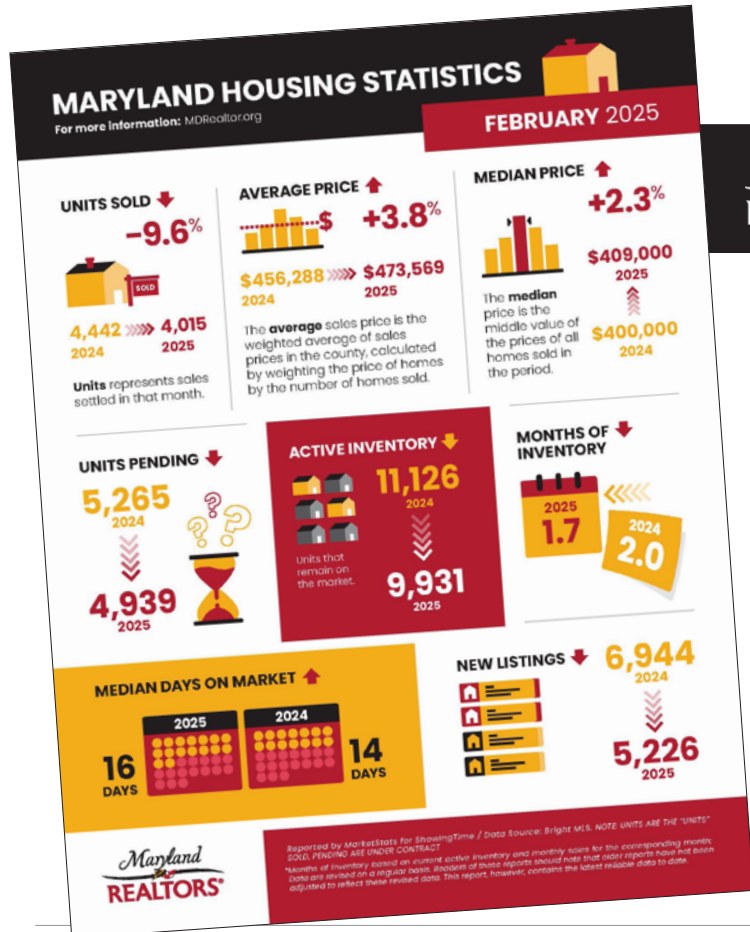
Wednesday, May 7
FCAR Awards Ceremony

Monday, May 26
FCAR Office Closed

May 31-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: March 16, 2025



	Week ending 3/16/2025	Compared to a year ago	Compared to a week ago
Showings	93,303	+ 4.7%	+ 3.1%
New purchase contracts	6,099	+ 0.7%	+ 5.8%
Median time to contract	21 days	+ 1 day	0 days
New listings	6,641	+ 15.8%	+ 4.6%
Median list price	\$449,000	+ 6.9%	+ 2.1%
Active listings	32,622	+ 21.8%	+ 3.3%
% active listings w/ a price decrease	8.1%	+ 1.2 pp	+ 0.4 pp
Canceled listings	344	+ 15.1%	+ 0.9%

VIEW BRIGHT MLS WEEKLY STATS

News You Can Use

Licensed after October 2023? You need specific CE for your first license renewal.

Did you receive your initial license on or after 10/1/2023? Is this the first time EVER that you are renewing your license? If so, you will need specific CE for that first renewal. The good news is that both FCAR and The CE Shop can help you.

Professionalism as It Relates to MD Code of Ethics*

Tue., Apr. 22 | 1-2:30PM at FCAR
with Marie Lagos, Brianne Paugh

Contract Writing for the Newly Licensed*

Tue., May 6 | 1-4PM at FCAR
with Marie Lagos

OR do it online at:
go.fcar.org/ce-new

Stay Up-to-Date on the MPRP

If you are looking to keep up with the controversial Maryland Piedmont Reliability Project (MPRP) power lines, we can help. Click the button below to view the presentation shared by Mark Faris at our March Membership Meeting. Mr. Faris is the Frederick County representative for Stop MPRP—a grassroots organization dedicated to educating the public about the serious concerns raised over the project.



[VIEW PRESENTATION](#)

CAMP FCAR

FCAR TRADE SHOW 2025

Wednesday, April 9 | 11AM-2PM | Frederick Fairgrounds

Free Mission BBQ | Giveaways | Camp-Themed Displays

REALTORS® ATTEND FREE. REGISTER TODAY!

FCAR.ORG/EVENTS

Commercial Development Seminar **Thursday, Apr. 3** | 1-3 PM at FCAR

Catch the vision for “Frederick County into the next 50 years” with local development experts from Livable Frederick and the County Division of Economic Opportunity. This seminar is free for FCAR members.

Camp FCAR: The 2025 Trade Show **Wednesday, Apr. 9** | 11 AM-2 PM

Showcasing the best of our Strategic Partner services. **REALTORS® attend free!** RSVP today for Mission BBQ, giveaways, over 60 exhibitors worth of networking, and a best-dressed prize for the theme "Camp FCAR."

Trade Show After Party **Wednesday, Apr. 9** | 3-5 PM at Idiom Brewing

This month's happy hour networking event is sponsored by Town & Country Movers and Staged & Sold LLC.

Homebuying Assistance Programs **Thursday, Apr. 10** | 6:30-7:30 PM at FCAR

Attendees will learn about the local, county, and state programs that can help with down payment and closing costs.

Lunch & Learn: Affordable Housing **Wednesday, Apr. 16** | 12-1 PM at FCAR

Attendees will learn about the local, county, and state programs that can help with down payment and closing costs.

Bring a Broom **Saturday, Apr. 26** | 8:30-11:30 AM in Downtown Frederick

FCAR's Community Service Committee has created a team for you to join so our members can serve together.

FCAR Awards Ceremony **Wednesday, May 7** | 4-6 PM at Dutch's Daughter

Frederick Center Site Visit **Wednesday, May 14** | 10-11 AM

Join the FCAR Diversity, Equity, and Inclusion Committee to tour The Frederick Center.



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.

MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 25 | 10AM-1PM on Zoom
with MD REALTORS®

Legal & Legislative Update

Thu., Mar. 27 | 9AM-12PM on Zoom
with MD REALTORS®

Fair Housing

Thu., Apr. 3 | 10AM-12PM at FCAR
with Beau Pichon

Professionalism as It Relates to MD Code of Ethics*

Tue., Apr. 22 | 1-2:30PM at FCAR
with Marie Lagos, Brianne Paugh

Preparing Buyers and Sellers for Home Inspections*

Tue., Apr. 29 | 1-3PM at FCAR
with Dan Deist

Maryland Mortgage Program*

Wed., Apr. 30 | 10-11:30AM at FCAR
Hybrid with Latoya Harris

Contract Writing for the Newly Licensed*

Tue., May 6 | 1-4PM at FCAR
with Marie Lagos



REGISTER ONLINE

MARYLAND REALTORS® GRI START DATES

GRI 400 April 1 | [Details](#)



VIRTUAL
TRAINING

REGISTER ONLINE

EVERY MONDAY & WEDNESDAY

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

EVERY TUESDAY

SentriKey Showing Service | 11 AM-12 PM on Zoom



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