



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

September 17, 2024

2024 FCAR Board of Directors

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Julie Larson, Director
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Dan Cumberland Jr., Strategic Partner Director
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Bill Armstrong, Honorary Director
billarmstrong77@gmail.com

More Free Events This September

Free lunches, commercial seminars, and Strategic Partner resources.



Get the scoop straight from an appraiser!

FREDERICK COUNTY ASSN. OF REALTORS®

ANNUAL MEMBERSHIP MEETING

ASK AN APPRAISER
with **Kenny McClain**
Six, McClain & Associates, Inc.

THURSDAY, OCT. 3 | 11:30 AM
AT DUTCH'S DAUGHTER

REGISTER TODAY

FCAR SOCIAL SHORTCUTS



[Click here for our COVID-19 Info Page](#)

Membership

Membership Appreciation Week 2024



Last week was a whirlwind of activity at FCAR, with close to 100 members visiting our new office for free CE and lunch from the Traditional Authentic Mexican Food truck. REALTOR® members also took advantage of 50% off in our store on sign riders and other trade essentials.

[VIEW ON FACEBOOK](#)

News You Can Use

Big Dates & Deadlines

September 9 - October 2

FCAR Board Elections

Voting open in your Membership Portal

Thursday, October 3

Annual Meeting & Grand Opening Celebration

11:30 AM-1:00 PM at Dutch's Daughter
2:30-5:30 PM at FCAR

November 8-10

NAR NXT Conference

Boston, MA: "Bring On Success!"

Thursday, November 14

FCAR Charity Auction

Theme: *Get Groovy and Give*

Friday, November 15

FCAR Dues Renewal

FCAR: \$349; MR: \$237; NAR: \$201

Friday, November 28-29

Office Closed (Thanksgiving)

Tuesday, December 3

2025 FCAR Installation

Holly Hills Golf Club

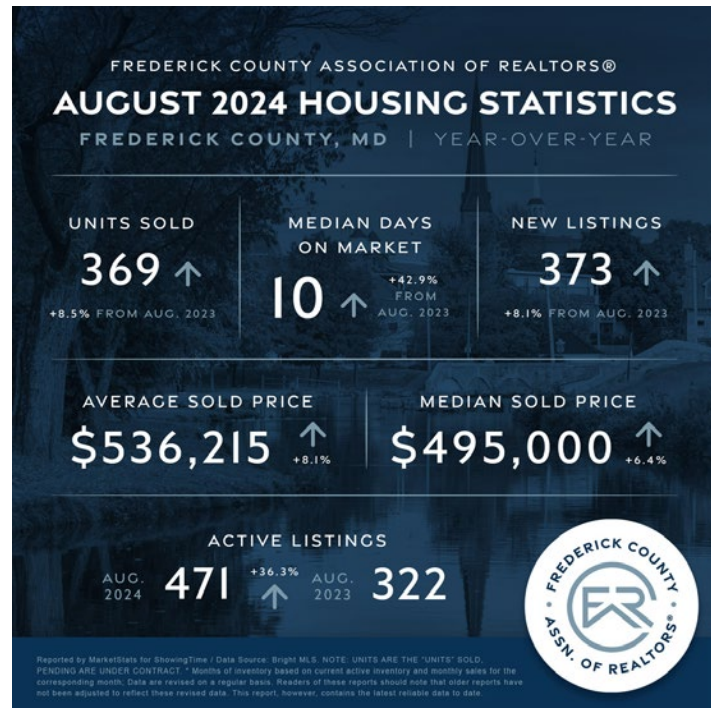
Deadline: December 31

Code of Ethics Cycle 7 Ends

View our Fact Sheet: go.fcara.org/cycle7

Housing Market Statistics

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



Key Market Statistics	Aug 2024	Aug 2023	Change	YTD 2024	YTD 2023	Change
Closed Sales	20,456	20,600	-0.7%	148,904	148,881	+0.0%
Median Sold Price	\$418,000	\$401,000	+4.2%	\$410,000	\$385,000	+6.5%
Median Days on Market	11 days	8 days	+3 days	10 days	9 days	+1 day
New Pending Sales	20,121	19,898	+1.1%	158,819	158,124	+0.4%
New Listings	22,474	22,671	-0.9%	201,736	192,093	+5.0%
Active Listings	37,340	30,748	+21.4%	37,340	30,748	+21.4%
Months of Supply	2.06	1.63	+0.43 mos.	2.06	1.63	+0.43 mos.
Showings	360,324	384,238	-6.2%	3,153,201	3,553,526	-11.3%

Housing Market Trends

Movement towards more balance in the Mid-Atlantic housing market. While sellers still have the advantage, more inventory has given buyers fresh options and more time to decide. In August, the median days on market was 11 days, up from eight days a year ago, and the slowest pace since

Market Outlook

Buyers will have more leverage in the market this fall as inventory continues to expand. Mortgage rates are expected to come down, but the slight declines in rates will not offset high home prices. Sellers will have to be prepared to negotiate on price, as well as consider buyer requests for contingencies and

News You Can Use

Cast Your Vote for FCAR's 2025 Leadership

Nominees have been accepted and voting is available in your FCAR Membership Portal.

To learn more about each candidate, click on their bio as you navigate the election interface.

In addition to Officers, one REALTOR® Director position is also open for voting.

Voting will remain open through the remainder of September. Election results will be announced at our Annual Membership Meeting on **Thursday, October 3**.

2025 OFFICER POSITIONS

CHOOSE ONE (1) FOR EACH ROLE



Brandi Dillon
President



Terez Dorsey
President-Elect



Julie Larson
Secretary



Tracy Grubb
Treasurer

DIRECTOR(S)

CHOOSE ONE (1)



Tom Mitchell
REALTOR® Director

VOTE TODAY:
go.fcar.org/vote



SPREAD THE WORD:

Financial Wellness Workshops at FCAR

Your association has teamed up with Housing Frederick for the following classes below. It's our hope that this will be both a service to the community as well as an opportunity for our members to step up and facilitate. If you are qualified to teach any of the session from October or beyond, let us know! [Learn more: fcar.org/events](https://fcar.org/events)

Credit Basics

Thursday, Oct. 10

6:30-7:30 PM at FCAR

Avoiding Debt at the Holidays

Thursday, Nov. 14

6:30-7:30 PM at FCAR

Entrepreneurship

Thursday, Dec. 12

6:30-7:30 PM at FCAR

FCAR.ORG/EVENTS

Lunch & Learn: Renovation Programs Thursday, Sept. 19 | 12:00 PM at FCAR
Sponsored and facilitated by **Dennis McCarthy** of PrimeLending.

Commercial Seminar: Contracts Tuesday, Sept. 24 | 1:00-3:00 PM at FCAR
Brianne Paugh of Community Title Network shares her expertise on the topic of Commercial Contracts.

WCRF: Self Defense Class

Tuesday, Sept. 24 | 11:30 AM

Women's Council invites you to join us on the MMA mat! Wear comfortable clothes and grab a friend, client, or colleague to join you.

Strategic Partner Mastermind

Wednesday, Sept. 25 | 12-2 PM at FCAR

Learn how to get the most out of your membership with a REALTOR® panel, lunch, and more.

Annual Membership Meeting

Thursday, Oct. 3 | 11:30 AM-1:00 PM at Dutch's Daughter

Get your annual Appraiser update from **Kenny McClain** of Six, McClain & Associates. This event will fill up fast, so register today!



GRAND OPENING CELEBRATION

THURSDAY, OCTOBER 3 | 2:30-5:30 PM AT FCAR

- Ribbon-cutting ceremony with local dignitaries
- State-wide REALTOR® association leadership welcome
- Open House to follow with light refreshments

RSVP TODAY ON OUR WEBSITE: FCAR.ORG/EVENTS



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.

New Member Orientation*

Tue., Oct. 15 | 9:30-11:00 AM

Instructor: TBD

Legal & Legislative Update

Tue., Oct. 24 | 10:00 AM-1:00 PM

Instructor: Beau Pichon

MD Code of Ethics

Tue., Nov. 5 | 9:00AM-12:00 PM

Instructor: MD REALTORS®

MREC RE Brokerage Relationships & Disclosures

Tue., Nov.5 | 1:00-4:00 PM

Instructor: MD REALTORS®

Contracts Law

Tue., Nov. 12 | 9:00-10:30 AM

Instructor: MD REALTORS®

MREC Required Supervision

Thu., Nov. 14 | 9:00 AM-12:00 PM

Instructor: MD REALTORS®



REGISTER ONLINE

VIRTUAL TRAINING: PROSPECTING IN BRIGHT'S PUBLIC RECORDS

Wed., Sept. 11 | 2:00-3:00 PM on Zoom

Learn how to effectively use Bright Public Records to identify properties for prospecting and export that data. We will review how to identify target markets so you can reach potential sellers, buyers and investors to help build your business.

DON'T FORGET THE CE SHOP

We are now accepting ethics courses from The CE Shop, our education partner, to satisfy your NAR Code of Ethics Training Requirements.

- Multiple ethics courses to choose from engaging, real-world knowledge
- Courses that are already state approved

Use our link and save: fcar.theceshop.com



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