



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

July 18, 2024

## 2024 FCAR Board of Directors

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FCAR SOCIAL SHORTCUTS



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

## Will you donate to help a child who has a parent in prison?

**Summer DONATION DRIVE**

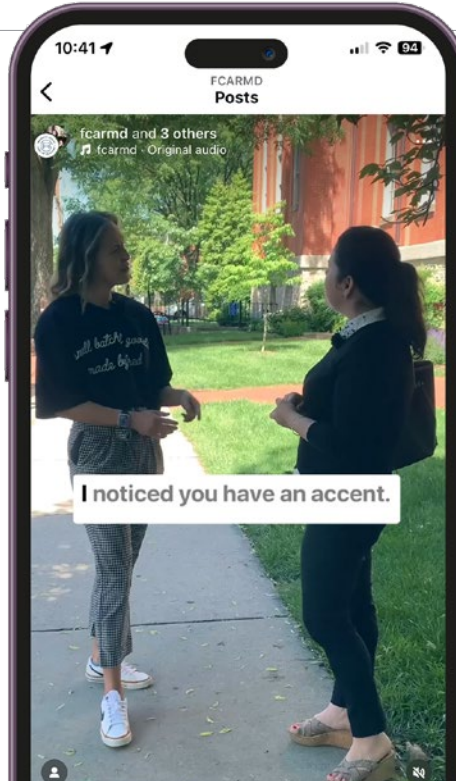
**BENEFITING Children of Incarcerated Parents Partnership**

**C.O.I.P.P.**

Give by August 1: Visit the link in the box to donate today!

[go.fcar.org/coipp24](https://go.fcar.org/coipp24)

**DONATE TODAY**



## What does DEI mean at FCAR?

DEI (Diversity, Equity, and Inclusion) can mean a lot of things to different people, but what does it mean in the context of your association?

**WATCH ON FB**

**WATCH ON IG**

# Membership

## Lunch & Learn at Rocky Point Creamery



*I scream, you scream, we all scream for ice cream—and ag financing!* The July **Informed Professionals Lunch & Learn** took place off-site this month at Rocky Point Creamery. This month's sponsor was Horizon Farm Credit (HFC).

**Pictured speakers** (top photo, left to right): Shannon O'Neil from the Frederick County Ag Preservation and Farm Purchase Preservation (FCAPFPP), Denise Karanikas (HFC), Shannon O'Neil and Beth Ahalt (FCAPFPP), Elizabeth Benitez (HFC), and Becca Tucker (Frederick County Agriculture Business Development). **Pictured** (bottom left): Emily Snyder (HFC).



# News You Can Use

## Big Dates & Deadlines

**August 5-9 (tentative)**  
**FCAR Office Moving**

**September 1-30**  
**FCAR Board Elections**

**Thursday, September 5**  
**Membership Meeting**  
Featuring Police Chief Jason Lando

**September 9-13**  
**FCAR Membership Week**  
Free CE, Store Discounts, and more

**September 9-13**  
**YPN Cornhole Tournament**  
Utica Park | Sponsorships Available

**September 16-19**  
**MD Realtors® Conference**  
Ocean City, MD

**November 8-11**  
**NAR NXT Conference**  
Boston, MA | [narnxt.realtor](http://narnxt.realtor)

**Thursday, November 14**  
**FCARe Charity Auction**  
Theme: *Get Groovy and Give*

**Deadline: December 31**  
**Code of Ethics Cycle 7 Ends**  
View our Fact Sheet: [go.fcar.org/cycle7](http://go.fcar.org/cycle7)

## Bright MLS: Summer 2024 FAQ

Summer policy updates take effect August 14. Read some of the top questions you and your colleagues have asked.

LEARN MORE AT BRIGHT MLS

### Previously Available

→ Concession fields at close

\*Concessions Y/N  
Yes

\*Concessions Amount  
\$3,000

\*Concessions Recipient  
Buyer

→ Open text available to detail the type of concession at close

Remarks - Concession 0/100

### Now Available

→ Seller Concession Y/N available at listing entry and a field for an amount (\$ or %) should they choose to enter that information

Concessions in the MLS may not be limited to or conditioned on the retention of or payment to a cooperating/buyer broker; they are subject to negotiation between a buyer and seller. Bright has a zero-tolerance policy for misuse of these fields.

Seller Concessions Y/N  
 Yes  No

Dollar Amount  
\$ 2,500.00

→ 4 new editable field options detailing specific concessions and how they were used at close

Amount Paid by Seller for Home Repairs/Improvements  
\$ 500.00

Amount Paid by Seller Towards Finance-Related Costs  
\$

Amount Paid by Seller for Buyer's Broker Costs  
\$

Amount Paid by Seller Towards Closing Costs

	WEEK ENDING July 14, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	74,971	-22.5%	+10.6%
New Purchase Contracts	5,892	-5.2%	+6.3%
Median Time to Contract	21 days	+2 days	+2 days
New Listings	6,421	+11.6%	+36.0%
Median List Price	\$424,900	+6.2%	+1.2%
Active Listings	34,459	+24.5%	+4.9%
% Active Listings with a Price Decrease	9.6%	+1.6 pp	+2.7 pp
Canceled Listings	524	+37.2%	+28.4%

pp = percentage points



For more weekly insights, visit [BrightMLS.com/MarketUpdate](http://BrightMLS.com/MarketUpdate).

# News You Can Use

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IF YOU BUILD IT, THEY WILL COME:

## FCAR Moves to a New Location This August

**Have you heard? Your association is moving!** It's been a long time coming, but FCAR is finally moving back into a building of its own. We've been busy renovating our new location at **490 Monocacy Blvd.**, but it isn't ready quite yet.

Formerly an ACNB Bank, the new building will allow us to better serve our members with a more intentional layout for the classroom, REALTOR® Store, and meeting spaces. Keep up with our moving progress, closures, and reopening on the [moving page](#) of our website.



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REALTORS® & LENDERS NEEDED:

## Help Teach the First-Time Homebuyer Course

DID YOU KNOW that FCAR has partnered with the City of Frederick to teach a seminar aimed at assisting first-time homebuyers? Participating in this seminar will not only allow you to share your expertise but also position you in front of potential buyers who may not yet be represented. This is a fantastic opportunity for FCAR to continue being a go-to resource for real estate needs in our community. **Contact Terez Dorsey** ([realtorterezdorsey@gmail.com](mailto:realtorterezdorsey@gmail.com)) to learn more about helping to facilitate this workshop. This monthly class is held each third Tuesday on Zoom.

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COE CYCLE 7 ENDS DECEMBER 31:

## NAR's Code of Ethics Deadline Approaches

**Have you completed your Code of Ethics requirements for the current cycle? The deadline is coming up on Dec. 31.** 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. To help you get up-to-speed on this issue, we have created a handy [Code of Ethics Fact Sheet](#). You can also check your CoE status directly on the [NAR website](#).

[VIEW OUR CODE OF ETHICS FACT SHEET](#)



# FCAR.ORG/EVENTS



## July YPN Happy Hour

**THIS Thursday, July 18 | 4:00-6:00 PM at The Garage**

Join us at **The Garage** (near the Airport) for a casual networking event with free appetizers and gift card giveaway. RSVP today for your chance to win free gift card. **Sponsored by Philip Shaidenfish** of ACE Relocation Systems.

## Did you hear? The FCAR office is moving to 490 Monocacy Blvd.

**CLOSED for Moving: Aug. 5-9 | Tentative reopening date: Monday, Aug. 12**

We will have limited office availability starting July 29, so plan your classroom reservations and REALTOR® Store purchases accordingly! We appreciate your patience during this transition. **Learn more:** [fcar.org/moving](https://fcar.org/moving)

## August YPN Happy Hour

**Thursday, Aug. 15 | 4:00-6:00 PM**

Join us at **Monocacy Crossing** for a casual networking event sponsored by **Friends Title & Escrow**.

## August Lunch & Learn: Renovation Programs

**Thursday, Aug. 21 | 12:00 PM at FCAR**

**Sponsored by Dennis McCarthy** of PrimeLending.

## September Membership Meeting

**Thursday, Sept. 5 | 11:30 AM-1:00 PM at Dutch's Daughter**

Join us for a REALTOR® Safety Month presentation from **Jason Lando**, Chief of Police for the City of Frederick.



## Membership Appreciation Week

**SAVE THE DATE(S): Sept. 9-13**

**At our New Office: 490 Monocacy Blvd.**

Save the date! Take advantage of free CE courses, free lunch events, 50% REALTOR® Store discounts, and discounted headshots from PicturePerfect LLC.

## YPN Cornhole Tournament

**Friday, Sept. 13 | Utica Park, Shelter 2**

**Register today!** Our Young Professionals Network is hosting its third annual Cornhole Tournament. Lunch is at noon, and bags fly at 1 PM. Event sponsorships are still being accepted.



# 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](http://fcar.org) and click the login button or visit [go.fcar.org/login](http://go.fcar.org/login).

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

## Legal & Legislative Update

Tue., July 23 | 1:00-4:00 PM

Instructor: MD REALTORS®

## MD Code of Ethics

Tue., Sept. 3 | 9:00AM-12:00 PM

Instructor: MD REALTORS®

## FREE: Fair Housing

Tue., Sept. 12 | 11:00 AM-12:30 PM

Instructor: Beau Pichon

## New Member Orientation\*

Tue., Aug., 13 | 12:00-1:30 PM

Instructor: Terry La Scola,

Welcome Home Realty Group

## MREC RE Brokerage Relationships & Disclosures

Tue., Sept. 3 | 1:00-4:00 PM

Instructor: MD REALTORS®

## FREE: 1031 Tax Exchange

Tue., Sept. 12 | 1:30-3:00 PM

Instructor: Beau Pichon



Choose a time that works for your busy schedule!

Thu., July 18 | 1:00-2:30 PM | MD Forms

Thu., July 18 | 2:45-4:15 PM | GCAAR Forms

Fri., July 26 | 11:00AM-12:30 PM | MD Forms

Fri., July 26 | 12:45-2:15 PM | GCAAR Forms

Thu., Aug. 1 | Time TBD | MD Forms

Thu., Aug. 8 | 1:00-2:30 PM | MD Forms

## 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](http://fcar.theceshop.com)





# Special Thanks

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