



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County



February 14, 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

julielarson@live.com

Tracy Grubb, Treasurer

ktgrubb@comcast.net

Soraya Gillespie, Director

soraya@mytptm.com

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homesbyhannahouck@gmail.com

Christopher Highland, Director

chris@chrishighland.com

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:

Terez Dorsey, President-Elect



Terez Dorsey is a REALTOR® with six years of residential real estate experience. She is excited to leverage her eye for detail and goal-oriented mindset as FCAR President-Elect.

Terez has the designations of PSA, SRS, and MRP, and has volunteered with the Women's Council of REALTORS® as well as the FCAR Advocacy, Community Service, and Affordable Housing Committees.

As President-Elect, Terez is excited to deliberate issues that impact our members, businesses, and lives and make informed decision based on the growth and development of the association.

Two Speakers, Twice the Value: March 6 Membership Meeting

**Downtown
Frederick Hotel
& Other Projects**



Richard Griffin

Director, Economic Development, City of Frederick

**Maryland Piedmont
Reliability Project
(MPRP)**



Steven Faris

Representative for "Stop MPRP"

REGISTER TODAY



Membership

January New Member Orientation



Pictured (left to right): Terence Ngwa (Long & Foster), Ryan Burns (Frederick Land & Home), Mark Marinaccio (Keller Williams Realty Centre), Divyashree Swamy (C21 New Millennium), and Nikki Stuart (Long & Foster).

Keep it Reel with FCAR Social Media

Okay, that was lame, but we promise you it's worth following us on Facebook and Instagram.

We work hard to keep you informed through creative ways on social media. ([@fcarmd](#))



News You Can Use

Big Dates & Deadlines

Monday, February 17
Office Closed (President's Day)

Thursday, March 6
Membership Meeting
Guest Speakers: Richard Griffin (FredCo Economic Development) and Mark Faris (Stop MPRP)

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
Showcasing the services of our Strategic Partners with the theme "Camp FCAR"

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: February 9, 2025



	Week ending 2/9/2025	Compared to a year ago	Compared to a week ago
Showings	69,960	+ 14.6%	+ 5.8%
New purchase contracts	5,040	+ 4.8%	+ 6.4%
Median time to contract	26 days	+ 4 days	+ 2 days
New listings	4,823	+ 1.3%	+ 8.5%
Median list price	\$410,000	+ 5.1%	+ 0.2%
Active listings	29,257	+ 15.6%	+ 0.1%
% active listings w/ a price decrease	7.3%	+ 0.4 pp	+ 0.2 pp
Canceled listings	396	+ 21.8%	+ 4.2%

VIEW BRIGHT MLS WEEKLY STATS



News You Can Use

SEND US YOUR BEST: Award Nominations Now Open

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.

NOMINATE BY APRIL 1



2024 FCAR AWARDS

FREDERICK COUNTY ASSN. OF REALTORS

REALTOR® of the Year	Janet McKinney Award
Strategic Partner of the Year	REALTOR® Shining Star
Rookie of the Year	Strategic Partner Shining Star
Community Service Award	REALTOR® Lifetime Achievement
Community Activist of the Year	Strategic Partner Lifetime Achievement
Charles S.V. Sanner Award	RPAC Hall of Fame
DEI Award	

Reminder: Do Not Share Your SentiLock Code with Clients for Unmonitored Showings

DID YOU KNOW: Sharing SentiLock codes and allowing clients to view a home without your presence can land you in hot water? FCAR received a complaint where a member did this and it resulted in a stolen property report from the sellers.

If that's news to you, be sure to review the SentiLock [User Agreement](#) and [Rules & Regulations](#).



Member Alert: Fraudulent Land Sale

REPORTED THURSDAY, FEBRUARY 6:

Be advised that the lot was listed on realtor.com, but an FCAR member confirmed that the legitimate owner has no plans to sell.

Fraudulent Seller: Daniel Burke

Contact: danielburke525@outlook.com

Property Address: 10855 Garrison Hollow Rd, Clear Spring, MD 21722



FCAR.ORG/EVENTS

Lunch & Learn: Advertising Do's & Don'ts **Wednesday, Feb. 19** | 12-1 PM at FCAR
Marie Lagos and Chris Highland will help you avoid advertising violations in this free lunch & learn.

YPN Golf & Gather **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 & Inclusive Business Practices  **Wednesday, Feb. 26** | 4-5:30 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.

March Membership Meeting **Thursday, Mar. 6** | 11:30 AM-1 PM
Two speakers, twice the value! Richard Griffin (FredCo Economic Development) and Mark Faris (Stop MPRP)

Heading Toward Homeownership **Thursday, Mar. 13** | 6:30-7:30 PM at FCAR
Invite your clients for this free Financial Stability Workshop hosted at FCAR!

MD REALTORS® Commercial Symposium **Thursday, Mar. 20** | College Park, MD

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 (3)

FREE: At Home with Diversity*

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

Instructor: Branda Kasuva

Contracts Law Review

Thu., Feb. 20 | 9AM-12PM on Zoom

Instructor: Brianne Paugh

FREE: Languages Matters & Inclusive Business Practices*

Wed., Feb. 26 | 4-5:30PM at FCAR

Instructors: Taylor Senik & Veronica Sniscak

FREE: Bias Override*

Fri., Feb. 28 | 10AM-1PM

Instructor: Mary Chieppa

MD Code of Ethics

Tue., Mar. 11 | 1-4PM on Zoom

Instructor: MD REALTORS®

Contract Writing for the Newly Licensed*

Wed., Mar. 12 | 9AM-12PM

Instructor: Marie Lagos

Contracts Law Review

Thu., Mar. 13 | 10-11:30AM on Zoom

Instructor: MD REALTORS®

Fair Housing

Tue., Mar. 18 | 10AM-12PM on Zoom

Instructor: MD REALTORS®

Solar Panels*

Thu., Mar. 20 | 10-11:30AM at FCAR

Instructor: MD REALTORS®

MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 25 | 10AM-1PM on Zoom

Instructor: MD REALTORS®

Legal & Legislative Update

Thu., Mar. 27 | 9AM-12PM on Zoom

Instructor: MD REALTORS®

Fair Housing

Thu., Apr. 3 | 10AM-12PM on Zoom

Instructor: Beau Pichon



MARYLAND REALTORS® GRI START DATES

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

GRI 400 April 1 | [Details](#)

GRI 300 March 12 | [Details](#)



EVERY MONDAY & WEDNESDAY IN FEBRUARY

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

EVERY TUESDAY IN FEBRUARY

SentriKey Showing Service | 11 AM-12 PM on Zoom

SPECIAL THANKS

to our Newsletter Sponsors



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