



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

June 7, 2024

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kalcornfcar@gmail.com

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amos@vcre.com

Brandi Dillon, President-Elect

brandi.d@theagencyre.com

Terez Dorsey, Secretary

realtorterezdorsey@gmail.com

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garrettgillespie54@aol.com

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soraya@myttpm.com

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homesbyhannahouck@gmail.com

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chris@chrishighland.com

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julielarson@live.com

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dan@moyerandsons.com

FCAR SOCIAL SHORTCUTS



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

Expand Your Business Potential with the Alliance-Certified Ally Course

LGBTQ+ REAL ESTATE
alliance

ally.

Unconscious bias creeps into human interactions when we don't even realize it. Increase your understanding of the LGBTQ community. Learn what makes a good ally and how to respectfully engage with LGBTQ+ home buyers.

June 24, 2024
1PM - 3PM
Frederick County
Association of Realtors
478 Prospect Blvd,
Frederick, MD 21701

Non-Members Welcome **\$15** REGISTER TODAY

National Homeownership Month

Did you know that in addition to Pride Month, June is also National Homeownership Month? That's when we join with NAR in raising awareness about the benefits of owning a home and the importance of making homeownership more attainable for all Americans.

Learn more: nar.realtor/june-is-national-homeownership-month



Membership

Spring Brokers Meeting with Lisa May and Marie Lagos



Over 30 brokers and managers gathered at FCAR for our Spring Brokers Meeting.

Lisa May, Director of Advocacy and Public Policy for Maryland REALTORS®, led the meeting with a review of the Maryland Legislative Wrap-Up for 2024. Major advocacy wins were highlighted along with current and potential future challenges to the local real estate market. [Click here](#) to review the presentation.

This session was sponsored by Nita Young of CLA Title & Escrow. The next Brokers Meeting is scheduled for August 15 at our new location (490 Monocacy Blvd.).

***Pictured (left to right):** Lisa May (Maryland REALTORS®), FCAR CEO Hugh Gordon, and Marie Lagos (Berkshire Hathaway HomeServices PenFed Realty).*

Big Dates & Deadlines

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

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

Bright MLS NAR Settlement Webinar

Did you miss last week's webinar? Join this session to learn more about what these changes will look like over the coming months.

WEBINAR INFO



	WEEK ENDING June 2, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	91,798	-9.7%	+12.5%
New Purchase Contracts	5,829	+0.9%	-14.0%
Median Time to Contract	19 days	+1 day	+2 days
New Listings	5,902	+6.0%	+2.4%
Median List Price	\$430,000	+6.2%	+1.2%
Active Listings	31,564	+17.5%	+3.4%
% Active Listings with a Price Decrease	8.4%	+0.9 pp	+0.5 pp
Canceled Listings	357	+17.0%	-11.0%

pp = percentage points

For more weekly insights, visit BrightMLS.com/MarketUpdate.

News You Can Use

NAR SETTLEMENT DETAILS:

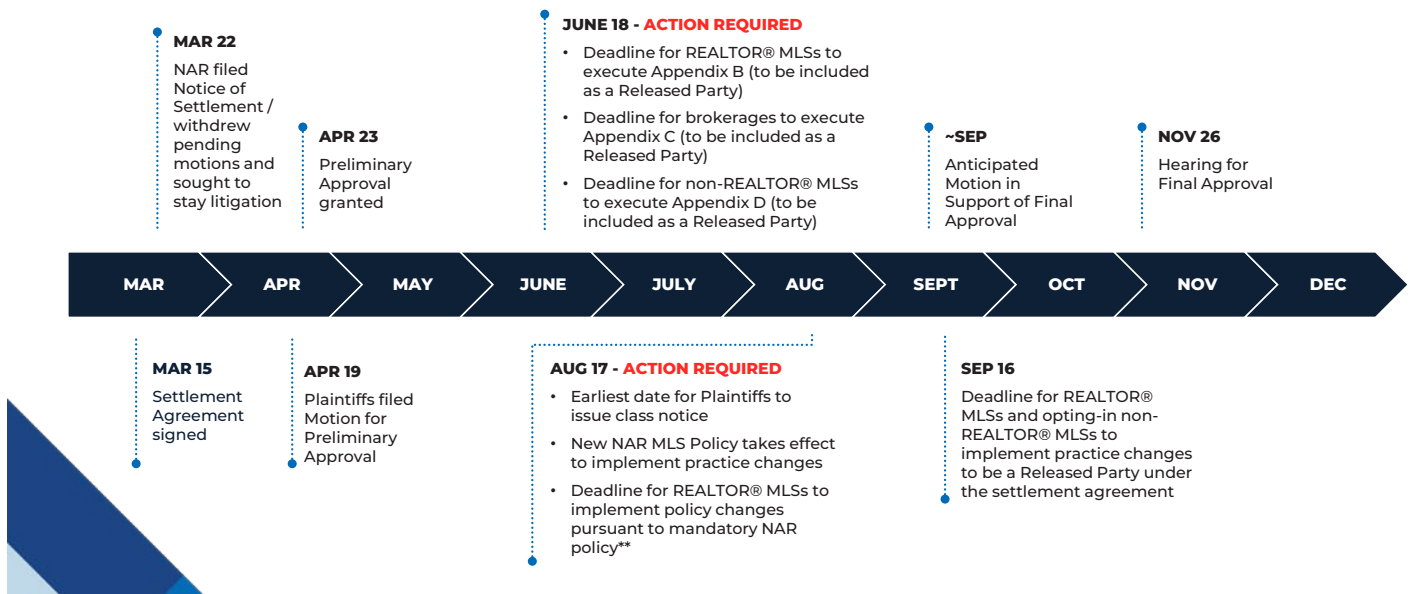
Be Aware of NAR Settlement Deadlines

There are a lot of moving parts to the recent NAR settlement, and we wouldn't blame you for feeling confused. Thankfully, NAR has also provided resources to help REALTORS® prepare for how the new regulations affect how they conduct business.

Are you struggling to explain the changes to consumers? [There's a Fact Sheet for that, too!](#)

NAR SETTLEMENT TIMELINE*

[VIEW SETTLEMENT FAQ](#)



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) to learn more about helping to facilitate this workshop. This monthly class is held each third Tuesday on Zoom.

FCAR.ORG/EVENTS



Lunch & Learn: Pronouns & Professionalism

Wednesday, June 19 | 12:00-1:00 PM

Maryland State Delegate Kris Fair joins us for an Informed Professionals Lunch & Learn for a presentation on the use of pronouns and professionalism in the real estate industry. Non-members welcome!

June YPN Happy Hour Thursday, June 20 | 4:00-6:00 PM

Come check out the Southern-styled, music-focused (and soon-to-be-opened) **Bentztown** restaurant at 6. S. Bentz St. This casual networking event features free appetizers and gift card giveaways. **Sponsored by Melanie Meyer, Joe O'Connell, and Jennifer Lewis of Edge Home Finance.**



Certified Ally Course Monday, June 24 | 1:00-3:00 PM

This 2 hour thought-provoking and interactive session will help you develop a better understanding of the LGBTQ+ community and provide you with knowledge on how to work with potential home buyers and sellers who identify as part of the community. (2.0 CE credits) **Invite your business colleagues!**

Commercial Basics Seminar: Commercial Inspections

Wednesday, June 26 | 1:00-3:00 PM at FCAR | Instructor TBA

Featuring instruction from knowledgeable local commercial experts, this series is designed to help REALTORS® learn the basics of commercial real estate in just a few short sessions.

Lunch & Learn at Rocky Point: Ag Financing & Land Preservation

Wednesday, July 17 | 11:00 AM-2:00 PM at Rocky Point Creamery

This off-site event at Rocky Point Creamery features experts from the Frederick County Office of Agriculture and free lunch and ice cream **sponsored by Horizon Farm Credit.**



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., June 11 | 9:30-11:00 AM

Instructor: Kris Alcorn

MD Code of Ethics

Tue., July 2 | 9:00AM-12:00 PM

Instructor: MD REALTORS®

Contracts Law Elective

Tue., July 9 | 9:00-10:30 AM

Instructor: MD REALTORS®

Entities, Estate & Trusts

Thu., June 13 | 1:00-2:30 PM

Instructor: Beau Pichon

MREC RE Brokerage Relationships & Disclosures

Tue., July 2 | 1:00-4:00 PM

Instructor: MD REALTORS®

MREC Required Supervision

Thu., July 11 | 9:00AM-12:00 PM

Instructor: MD REALTORS®



Alliance Certified Ally Course*

Mon., June 24 | 1:00-3:00 PM at FCAR

Instructor: Alex Cruz | \$15 | Non-Members welcome

Also featuring a free pre-session luncheon at Noon



FOUR FREE COURSES, ONE FREE DESIGNATION

State & Local Programs

Tue., June 25 | 9:00-10:30 AM on Zoom

Instructor: Brenda Kasuva

Federal Programs & Nat'l Housing Initiatives

Tue., June 25 | 10:45 AM-12:15 PM on Zoom

Instructor: Bridget McGee

Maryland Mortgage Program

Tue., June 25 | 1:00-2:30 PM on Zoom

Instructor: Tara Houston

Understanding Credit

Tue., June 25 | 2:45-4:15 PM on Zoom

Instructor: Mike McNamara



FREE: Accredited Buyer's Representative (ABR®) Designation

Three Days: June 24-26 | 4:00-8:30 PM on Zoom

Instructor: Tara Houston

Special Thanks

to our Newsletter Sponsors



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