



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

January 15, 2025

2025 FCAR Board of Directors

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Multiple Events This Thursday: Register Today on our Events Page

FCAR LEADERSHIP PROGRAM APPROVED

**TIME
MANAGEMENT
& PRODUCTIVITY**
for Real Estate Success

THURSDAY, JANUARY 16
12:00-1:00PM ON ZOOM

with Guest Speaker
Kim Swanson, Personal Development Coach

Sponsored by FCAR President-Elect Terez Dorsey, Keller Williams Realty Centre

NEW DATE!

**RENTING
vs
BUYING**

THURSDAY, JAN. 16
6:30-7:30 PM AT FCAR

In Partnership with Housing Frederick | No Cost

FINANCIAL STABILITY WORKSHOP SERIES PRESENTED BY

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ASSOCIATION OF
REALTORS®

490 MONOCACY BLVD., FREDERICK, MD | FCAR.ORG/EVENTS

YPN

HAPPY HOUR

THURSDAY, JANUARY 16
4:00-6:00 PM

40
**FOURTH DIMENSION
FUN CENTER**

SPONSORED BY

PINK ROOFING

FEATURING

- Casual Networking
- Gift Card Giveaways
- Free Appetizers

FCAR SOCIAL SHORTCUTS



Office Closure: Monday, Jan. 20

Our office will be closed **Monday, January 20** in observance of Martin Luther King Jr. Day. For support, contact association CEO Hugh Gordon at 301-788-8700. Normal office hours resume Tuesday, Jan. 21.

Membership

January Membership Meeting



REALTORS® and Strategic Partners gathered at Dutch's Daughter Restaurant to start their year off with a Market Outlook with Brandi Snowden of the National Association of REALTORS®.

A close colleague of Chief Economist Lawrence Yun, Ms. Snowden shared her expertise as Director of Member and Consumer Survey Research by taking attendees through the numbers by race, generational gaps, and income levels.

FCAR CEO Hugh Gordon opened the meeting with exciting announcements about upcoming events and new programs for 2025. Johnny Foley (Salisbury, McLister &

Foley, LLP) provided legal guidance on Beneficial Ownership and Dana Dudley (FitzGerald Financial Group) delivered a lender update on changes to down payment gifts and more. The meeting ended with a door prize sponsored by Denise Karanikas (Horizon Farm Credit).

[VIEW PHOTOS ON FACEBOOK](#)



News You Can Use

Big Dates & Deadlines

Due by Wednesday, Jan. 15

2025 FCAR Dues Deadline

Avoid the fine and maintain access to your benefits! Renew yours today in your FCAR Membership Portal.

Monday, January 20

FCAR Office Closed

Martin Luther King Jr. Day

Thursday, March 6

Membership Meeting with "Stop MPRP" Leadership

Thursday, March 20

Maryland REALTORS® Commercial Symposium

SAVE THE DATE: Wednesday, April 9

2025 FCAR Trade Show

Start packing for "Camp FCAR!"

Vendor reservations open in January.

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[™] WEEKLY STATS MLS

Bright MLS service area

Week ending: January 12, 2025

	Week ending 1/12/2025	Compared to a year ago	Compared to a week ago
Showings	61,929	+ 17.6%	+ 15.1%
New purchase contracts	3,987	+ 11.0%	+ 29.2%
Median time to contract	36 days	+ 3 days	+ 4 days
New listings	4,028	- 3.2%	+ 26.8%
Median list price	\$399,990	+ 2.6%	+ 1.2%
Active listings	29,599	+ 11.5%	+ 0.7%
% active listings w/ a price decrease	6.6%	+ 0.4 pp	- 0.6 pp
Canceled listings	477	+ 25.2%	+ 23.9%

VIEW BRIGHT MLS WEEKLY STATS



ADDING MEMBERSHIP VALUE:

FCAR Leadership Program Brings Free Workshops and Certifications to Members

NEW FOR 2025: This developing program aims to provide workshops, CE, and certifications for your personal and professional development at **no cost for members**.

Non-members will also be welcome to attend for \$20 (depending on the content). Upon completion of the program, FCAR will offer a certificate of completion.

The first event in this program is coming up this Thursday, January 16, with **Time Management & Productivity for Real Estate Success**. The course will be taught by Kim Swanson and sponsored by Terez Dorsey of KWRC. Register today on our website! fcar.org/events

SEND US YOUR BEST: Award Nominations Now Open

It's that time of year again! Do you know a colleague who has knocked it out of the park in 2024? These awards honor association members who have gone above and beyond in one of thirteen categories. Need a reminder of the categories? Check out last year's winners [on our website](#).



SPREAD THE WORD:

Ongoing Financial Stability Workshops

Facilitated by Housing Frederick CEO Mary-Ellen Mitchell, these courses are free for all to attend. Sign up to attend, invite your clients, or let us know if you would like to be involved in facilitating! Learn more: fcar.org/events

Renting vs Buying
This Thursday, Jan. 16
6:30-7:30 PM at FCAR

Rent Ready
Thursday, Feb. 13
6:30-7:30 PM at FCAR

Heading Toward Homeownership
Thursday, Mar. 13
6:30-7:30 PM at FCAR

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

FCAR.ORG/EVENTS

Time Management & Productivity for Real Estate



FCAR LEADERSHIP PROGRAM APPROVED

Thursday, Jan. 16 | 12-1 PM at FCAR | Free for Members | \$20 for non-members

Unlock your potential with this 60-minute Time Management & Productivity for Real Estate Success virtual session! This workshop counts as part of the new FCAR Leadership Program.

YPN Happy Hour **Thursday, Jan. 16** | 4-6 PM at Fourth Dimension



Start your new year off by attending the first of our monthly casual networking events! Sponsored by Pink Roofing.

Workshop: Renting Vs Home-Buying **Thursday, Jan. 16** | 6:30-7:30 PM at FCAR

Invite your clients for this free Financial Stability Workshop with Housing Frederick! Attendees will examine the costs of renting, how it impacts their financial future and asset building, and more.

Bed Build Day: Sleep in Heavenly Peace **Saturday, Jan. 20** | 9 AM-12 PM

Join your Community Service Committee members in helping build beds for local children in need.

Strategic Partners Mastermind **Wednesday, Feb. 12** | 11:30 AM-1 PM

Hear what works to generate business straight from a panel of REALTORS® and fellow Strategic Partners!

Membership Meeting with "Stop MPRP" **Thursday, Mar. 6** | 11:30 AM-1 PM

Take a deep dive with leaders of the Stop MPRP (Maryland Piedmont Reliability Project) organization.

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

Save the Date: The FCAR Trade Show **Wednesday, Apr. 9** | 11 AM-2 PM

Start packing for "Camp FCAR!" Our annual Trade Show returns to the Frederick Fairgrounds.

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*

Wed., Jan. 15 | 5-6:30 PM

Instructor: Hugh Gordon

Contracts Law Review

Thu., Jan. 16 | 10-11:30 AM on Zoom

Instructor: Maryland REALTORS®

Fair Housing

Tue., Jan. 21 | 10AM-12 PM on Zoom

Instructor: Maryland REALTORS

Legal & Legislative Update

Thu., Jan. 23 | 9AM-12PM on Zoom

Instructor: Maryland REALTORS®

MREC RE Brokerage Relationships & Disclosures

Tue., Jan. 28 | 9AM-12 PM on Zoom

Instructor: Maryland REALTORS®

MD Code of Ethics*

Tue., Feb. 4 | 10AM-1 PM on Zoom

Instructor: Maryland REALTORS®

FREE: At Home with Diversity*

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

Instructor: Branda Kasuva

FREE: Bias Override*

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

Instructor: Mary Chieppa



WEDNESDAY, DECEMBER 22

Understanding Bright MLS Reports | 10-10:45 AM on Zoom

[REGISTER ONLINE](#)



MONDAY, JANUARY 21

SentriKey Showing Service | 11 AM-12 PM on Zoom

TUESDAY, JANUARY 22

SentriLock Lockbox | 3-4 PM on Zoom



[REGISTER ONLINE](#)

MARYLAND REALTORS® GRI START DATES

GRI 100 Jan. 28 | [Details](#)

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

GRI 300 March 12 | [Details](#)

GRI 400 April 1 | [Details](#)

SPECIAL THANKS

to our Newsletter Sponsors



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