



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

November 21, 2024

2024 FCAR Board of Directors

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FCAR SOCIAL SHORTCUTS

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

Tuesday, December 3: 2025 FCAR Installation & Holiday Breakfast at Holly Hills



REGISTER TODAY 

Support RPAC for a chance to win a free membership: **It's a win/win.**



VIEW RAFFLE PAGE 

Membership

The 2024 FCARe Charity Auction



Over 150 REALTORS®, Strategic Partners, and other members of the Frederick business community came out to the 2024 FCARe Charity Auction at Dutch's Daughter Restaurant to raise money for the Frederick chapter of Sleep in Heavenly Peace. Keep your eyes on our social media as we tabulate the total amount raised for this wonderful cause! (photo credit: Paul Barrios)

ASSOCIATION SPONSOR: Iron Valley Real Estate of Central MD

BAR SPONSOR: Lawyers Signature Settlements, LLC

GOLD: Chalet Settlements, LLC, Community Title Network Frederick, Friends Title & Escrow Co., GPN Title, Inc., Middletown Valley Bank, Sandy Spring Bank, and Six, McClain & Associates

SILVER: Danielle Leonard - State Farm Agent, NFM Lending, Woodsboro Bank

BRONZE: Mark Ebinger - Guild Mortgage, Moyer & Sons Moving & Storage, Inc., Village Settlements, an Atlantic Closing & Escrow Company,

PREMIUM DONOR: Ausherman Family Foundation

BENEFITING



Big Dates & Deadlines

Thru Jan. 15 in your Membership Portal
2025 Dues Payable Early
 FCAR: \$349; MR: \$237; NAR: \$201

Friday, November 28-29
Office Closed (Thanksgiving)

Tuesday, December 3
2025 FCAR Installation & Holiday Breakfast
 9:00-11:00 AM at Holly Hills Golf Club

Friday, January 6
Brokers Meeting & Legislative Breakfast
 with State and Local Representatives

Deadline: December 31
NAR Code of Ethics Deadline
 View our Fact Sheet: go.fcara.org/cycle7

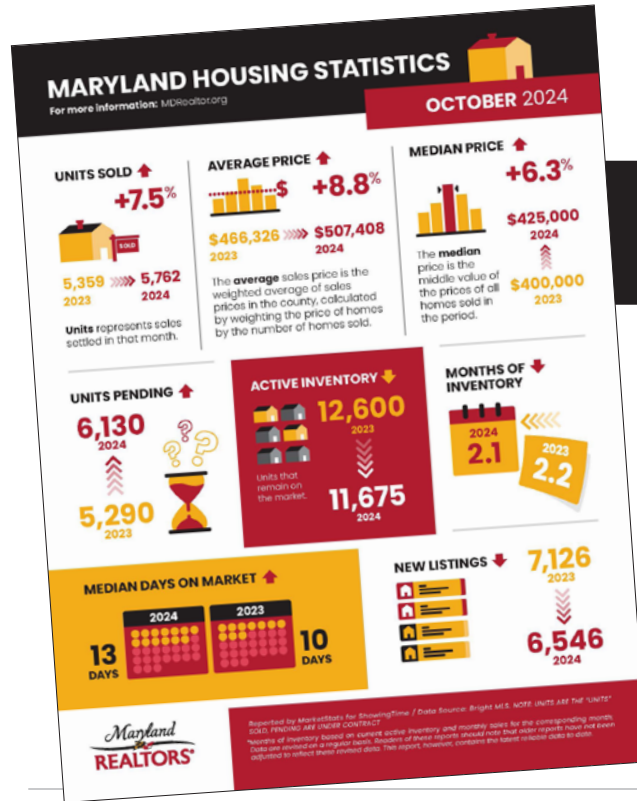
Thursday, January 9
Membership Meeting
 Feat. Brandi Snowden, Director of NAR Member and Consumer Research

January 2025
FCAR Award Nominations

SAVE THE DATE: Wednesday, April 9
2025 FCAR Trade Show
 Start packing for "Camp FCAR!"
 Vendor reservations open in January.

Housing Market Statistics

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



bright[™] WEEKLY STATS MLS

Bright MLS service area

Week ending: November 17, 2024

	Week ending 11/17/2024	Compared to a year ago	Compared to a week ago
Showings	75,008	+ 18.5%	+ 4.2%
New purchase contracts	5,498	+ 8.8%	+ 0.9%
Median time to contract	27 days	+ 2 days	+ 1 day
New listings	4,592	+ 7.4%	+ 6.2%
Median list price	\$390,000	+ 5.4%	+ 1.3%
Active listings	36,769	+ 13.8%	+ 0.8%
% active listings w/ a price decrease	9.4%	+ 0.9 pp	+ 1.0 pp
Canceled listings	411	+ 8.7%	+ 13.1%

VIEW BRIGHT MLS WEEKLY STATS

Sponsor a Meal at The Community Table



Your support helps the City of Frederick DHHS provide hot meals to local residents in need.

Did you know that the FCAR Community Service Committee arranges a team to serve at the Community Table each month? Formerly known as The Soup Kitchen, The Community Table serves an evening meal, seven nights a week, 365 days a year. To learn how you or your business could sponsor and staff a monthly soup kitchen team, [view the guide](#) or contact Community Service Committee member [Susan Houck](#). These teams receive great social media visibility while supporting a vital local nonprofit.



#MEMBERSHIPHACKS

Join a 2025 Committee

FCAR Committees are a great way to make connections, make a difference, and grow your business community. **Join one today!**

[VIEW COMMITTEES](#)

LOCKBOX UPDATE

SentriLock Billing Policy Changes

Starting December 1, 2024, SentriLock will no longer waive reactivation or late fees for agent-billed customers.

This change ensures consistency across our customer base and standardizes our business practices. Our current agreements allow SentriLock to charge agents these fees, and while we have previously offered waivers, this practice has proven labor-intensive and inconsistent.

How to Avoid Fees:

1. Login to your SentriKey account.
2. Navigate to Account Settings by clicking the down arrow next to your profile photo and selecting "My Settings."
3. Select "Account Settings," then "Enable Recurring Payments" or "Add Card."
4. Complete the payment setup and follow the prompts, which will redirect you to NAR's legacy recurring payment page.



FCAR.ORG/EVENTS



2025 Installation & Holiday Breakfast

Tuesday, Dec. 3 | 9:00-11:00 AM at Holly Hills

Register today for the Installation of our 2025 officers & directors at Holly Hills Country Club! (\$30 for members, mimosa included)

Sponsors: Iron Valley Real Estate of Central MD, Chalet Settlements, and Salisbury, McLister & Foley LLP.

Financial Stability Workshop: Entrepreneurship

Thursday, Dec. 12 | 6:30-7:30 PM at FCAR

This course helps participants review their marketable skill sets, how to turn hobbies and talents into flexible self-employment situations, and how to get referrals through the REALTOR® network. Attend this free session yourself or even invite your clients!



Reconsideration of Value Lunch & Learn Wednesday, Dec. 18 | 12:00-1:00 PM

Join us for lunch as Jeff Glushakow of Chase Appraisal Services covers the procedure, components, and process to request reconsideration of value.

January Membership Meeting

Thursday, Jan. 9 | 11:30 AM-1:00 PM

REGISTER EARLY: Start off your 2025 with a real estate market outlook from an industry expert at NAR!

Brandi Snowden,
Director of NAR Member
& Consumer Research



Save the Date: The FCAR Trade Show Wednesday, Apr. 9 | 11:00 AM-2:00 PM

Start packing for this year's theme: "Camp FCAR." Table & Booth registrations open in January!

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.

Legal & Legislative Update

Thu., Nov. 21 | 9:00 AM-12:00 PM

Instructor: MD REALTORS®

MREC Agency-Commercial*

Thu., Dec. 12 | 1:00-4:00 PM

Instructor: Ed Stanfield

NEED CE FOR YOUR CODE OF ETHICS DEADLINE? 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 by 12/31.

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

Use our link and save: [fcar.theceshop.com](#)



WEDNESDAY, DECEMBER 11

Bright MLS Basics: Getting Started | 10:00-11:00 AM on Zoom

MLS-Touch: An On-the-Go Mobile App | 2:00-3:00 PM on Zoom



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SPECIAL THANKS

to our Newsletter Sponsors



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