



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

December 12, 2024

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FCAR SOCIAL SHORTCUTS



Important Deadlines Approaching: NAR Code of Ethics & FCAR Dues

Cycle 7 of The National Association of REALTORS®' Code of Ethics ends **December 31, 2024**. Make sure you are in compliance to avoid account inactivation!

CHECK COMPLIANCE

Your 2025 FCAR Dues schedule went out this fall and the deadline to pay is coming up on **January 15, 2025**. Log in to your Membership Portal today and renew to avoid late fees and maintain benefits!



LOG IN NOW

2025 Committee Sign-Ups: Get Involved and Grow!

FCAR Committees are a great way to network with other members, make a difference, and grow your leadership ability. **As a reminder, all current committee members must also re-up for 2025.**

- Advocacy
- Budget & Finance
- Commercial
- Communications
- Community Service
- DEI
- Education
- Events
- Forms
- YPN Advisory

LEARN MORE

Membership

2025 FCAR Installation & Holiday Breakfast



Congratulations to 2025 FCAR President Brandi Duffy Dillon along with the rest of our Officers, Directors, and Committee Chairs!

Thank you to Whysall Photography, LLC for photo coverage, Holly Hills Country Club for hosting, and the following sponsors for helping make this year's Installation & Holiday Party extra bright.

EVENT SPONSORS:

- Iron Valley Real Estate of Central MD
- Chalet Settlements
- Salisbury, McLister & Foley LLP

[VIEW ALBUM ON FACEBOOK](#)



Big Dates & Deadlines

Deadline: December 31

NAR Code of Ethics Deadline

View our Fact Sheet: go.fcar.org/cycle7

Thursday, January 9

Membership Meeting with Brandi Snowden of NAR

Guest Speaker: Brandi Snowden, Director of Member and Consumer Research

Early 2025

FCAR Award Nominations

Think about nominating your peers who went above and beyond in 2024!

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.

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.

Pencil us in for May 2025

FCAR Awards Ceremony

Housing Market Statistics

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



bright™ WEEKLY STATS MLS

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Week ending: December 8, 2024

	Week ending 12/8/2024	Compared to a year ago	Compared to a week ago
Showings	62,889	+ 11.5%	+ 33.6%
New purchase contracts	4,530	- 0.2%	+ 13.4%
Median time to contract	31 days	+ 2 days	+ 3 days
New listings	3,852	+ 9.8%	+ 42.8%
Median list price	\$394,975	+ 9.7%	+ 2.6%
Active listings	33,975	+ 13.3%	+ 1.0%
% active listings w/ a price decrease	8.1%	+ 1.3 pp	+ 3.1 pp
Canceled listings	500	+ 25.6%	- 61.8%

VIEW BRIGHT MLS WEEKLY STATS

News You Can Use

ADDING MEMBER VALUE IN 2025

Introducing The FCAR Leadership Program

NEW FOR 2025: This developing program aims to provide workshops, CE, and certifications for your personal and professional development at little or no cost for members. Non-members will also be welcome to attend at an additional registration cost. Upon completion of the program, FCAR plans to offer a certificate of completion.

The first event in this program is coming up on 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 events website! fcar.org/events

START BRAINSTORMING: FCAR Award Nominations

It's (almost) 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 13 categories. Need a reminder of the categories? [Check out last year's winners on our website.](#)



SPREAD THE WORD:

Free Financial Workshops Continue in 2025

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](https://fcar.org/events)

Renting vs Buying

Thursday, Jan. 9

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

Rent Ready

Thursday, Apr. 10

6:30-7:30 PM at FCAR

FCAR.ORG/EVENTS

Financial Stability Workshop: Entrepreneurship

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

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



Workshop: Renting Vs Home-Buying Thursday, Jan. 9 | 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.

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

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

Leadership Seminar: Time Management & Productivity for Real Estate

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

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

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 Partner!

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.

MD Code of Ethics

Tue., Jan. 14 | 1-4 PM on Zoom

Instructor: Maryland REALTORS®

More courses coming...

... in early 2025!

INCREASED SECURITY AT THE CE SHOP

As an increased security measure, some of you who interact with The CE Shop may be prompted to update your password in the coming weeks.

Understanding that such changes can cause minor inconvenience, and we wanted to inform you before any potential chatter. The CE Shop is committed to making this process as seamless as possible. Members who are required to update their passwords will be notified upon logging in if they have not already received or acted upon an email with similar communication.



REMINDER: NEW MREC REINSTATEMENT FEE

Any licensee who renews from October 1, 2024 forward will need to have their CE COMPLETED 30 days prior to their renewal date. All CE providers now have up to 14 days to submit the certificates to the MREC. As always, the licensee will not be able to renew until all their hours are submitted by the providers. CE credits submitted within 30 days of renewal will result in a reinstatement fee upon the renewal. The current reinstatement fee is \$168.00.

FREE SENTRIKEY AND SENTRIGUARD VIRTUAL TRAINING

Visit [SentriLock's site](#) to RSVP for free online training for SentriGuard lockboxes or the SentriKey Showing Service.

SentrLock Training

Mon., Dec. 16 | 12 PM on Zoom

Instructor: Maryland REALTORS®

SentrLock Training

Mon., Dec. 16 | 12 PM on Zoom

Instructor: Maryland REALTORS®

SentrLock Training

Wed., Dec. 18 | 3-4 PM on Zoom

Instructor: SentriLock

SPECIAL THANKS

to our Newsletter Sponsors



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