



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

May 29, 2024

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FCAR SOCIAL SHORTCUTS



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

## Get the CE You Need Before the Dec. 2024 NAR Ethics Deadline

The NAR Cycle 7 Code of Ethics deadline is coming up on December 31, 2024. **Don't it sneak up on you!** Take advantage of the following free courses and designations being offered through FCAR this month.

Not sure what the CoE requirements are? [View our Cycle 7 Fact Sheet.](#)



## Expand Your Business Potential with the Alliance-Certified Ally Course

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.

alliance

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

Non-Members Welcome \$15 REGISTER TODAY

# Membership

## 2024 RPAC Major Investor Dinner



Past, present, and prospective Major Investors were recently invited to Cucina Massi for the annual RPAC Dinner.

In addition to a wonderful Italian meal and a guess-the-drink gift card giveaway, guest speaker Brenda Small, a current REALTOR® Party Director, cast the vision for the many ways RPAC advocates for your right to conduct business in the real estate industry. FCAR's current progress toward its 2024 investment goal of \$33,940 is \$19,494 (57.44%), with a member participation rate of 44.37%.

**Pictured (top):** Maureen Nichols, Brenda Small, Brandi Dillon, Soraya Gillespie, Bill Armstrong, Hugh Gordon, and Kris Alcorn.; **(bottom, from left):** RPAC Subcommittee Chair Carolyn McCarthy, Brenda Small, and Ashleigh Rossi.

# News You Can Use

## Big Dates & Deadlines

**Thursday, May 30**

### Spring Brokers Meeting

with Lisa May and Marie Lagos

**Thursday, June 6**

### Membership Meeting

Chris Hill, 2024 Maryland REALTORS® President

**September 1-30**

### FCAR Board Elections

**September 9-14**

### FCAR Membership Week

Free CE, Store Discounts, and more

**September 16-19**

### MD Realtors® Conference

Ocean City Convention Center

**November 8-11**

### NAR NXT Conference

**Thursday, November 14**

### FCARe Charity Auction

**Deadline: December 31**

### Code of Ethics Cycle 7 Ends

View our Fact Sheet: [go.fcar.org/cycle7](https://go.fcar.org/cycle7)

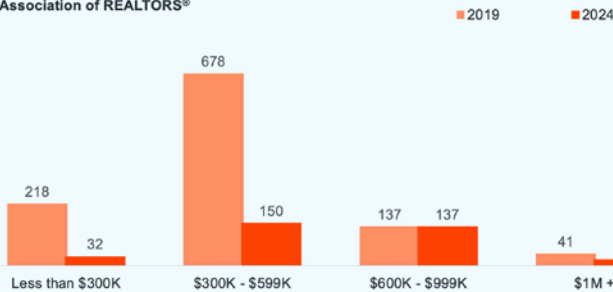
## Bright MLS Housing Market Outlook

Did you miss our event? Click below to view the presentation that Lisa Sturtevant, Bright MLS Chief Economist, delivered at this month's FCAR Informed Professionals Lunch & Learn.

### Inventory is limited across price levels and markets

Affordable, start-home market is particularly tight

Active Listings, End of April  
Frederick Association of REALTORS®



**VIEW POWERPOINT**

	WEEK ENDING May 19, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	100,829	-11.4%	+12.9%
New Purchase Contracts	6,541	-1.7%	-4.3%
Median Time to Contract	16 days	-1 day	+0 days
New Listings	6,380	+1.5%	+0.0%
Median List Price	\$449,900	+12.5%	+5.9%
Active Listings	31,331	+16.7%	+3.9%
% Active Listings with a Price Decrease	8.6%	+0.8 pp	+0.4 pp
Canceled Listings	365	+0.8%	+15.9%

pp = percentage points



For more weekly insights, visit [BrightMLS.com/MarketUpdate](https://BrightMLS.com/MarketUpdate).

# News You Can Use

## DOWN THE ROAD: GCAAR REALTOR® Fest

From June 5-9, the Greater Capital Area Association of REALTORS® (GCAAR's) virtual REALTOR® Fest will offer the required continuing education classes for Maryland, along with D.C. and Virginia too! You'll also have the chance to connect with colleagues from around the region at a virtual happy hour and hone your professional skills at sponsored workshops. Registration is open to everyone for \$125—but GCAAR members get a \$50 discount. Sign up today at [REALTORFest.com](https://REALTORFest.com)!



LEARN MORE

## NAR SETTLEMENT DETAILS: Learn About "Written Buyer Agreements"

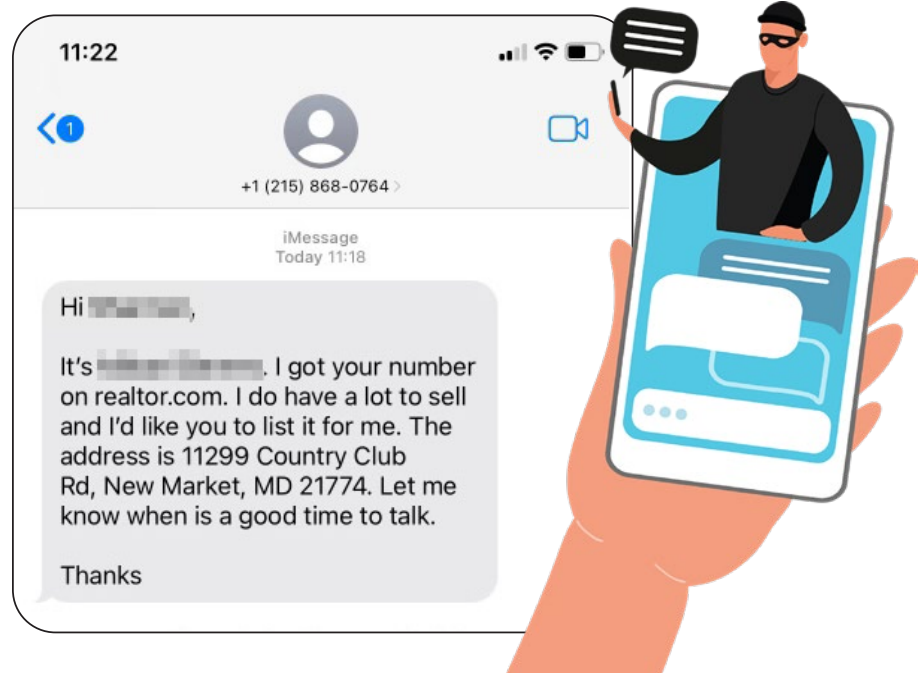
As a part of the recent settlement, NAR has agreed to require MLS participants working with buyers to enter into written agreements with their buyers before touring a home. What does that mean for you as a REALTOR®? Learn more by checking out NAR's Frequently Asked Questions (FAQ) at [facts.realtor](https://facts.realtor). Questions 46-62 specifically deal with the issue of Written Buyer Agreements.

VIEW NAR SETTLEMENT FAQ

## STAY SMART: Local Property Text Scam

BE ADVISED: Multiple FCAR members have received the following text from an individual posing as the legitimate owner of a lot for sale.

If you receive this text, please report it to your Broker, FCAR, and the Frederick Police Department via the non-emergency line (301-600-2101).



# FCAR.ORG/EVENTS

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## **Spring Brokers Meeting** Thursday, May 30 | 11:30 AM-1:00 PM

Maryland REALTORS® Advocacy and Public Policy Director **Lisa May** joins our quarterly meeting in addition to a Forms Update from past FCAR Director **Marie Lagos**. Lunch is provided by Nita Young of CLA Title & Escrow.

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## **June Membership Meeting**

Thursday, June 6 | 11:30 AM-1:00 PM

Featuring 2024 Maryland REALTORS® President **Chris Hill** headlines our last Membership Meeting before summer with an update on state and national industry issues.



## **Lunch & Learn: The Challenge of Pronouns**

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!

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## **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 of Edge Home Financing.**



## **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

Unless otherwise noted (\*), all of our classes are now in hybrid format.

Please use your [Membership Portal](#) to sign up. Visit [fcar.org](http://fcar.org) and click the login button or visit [go.fcar.org/login](http://go.fcar.org/login).

For hybrid and virtual courses, Zoom links will be sent out the day before the class to the registered e-mail address.

## Legal & Legislative Update

Thu., May 30 | 1:00-4:00 PM

Instructor: Maryland REALTORS

## New Member Orientation\*

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

Instructor: Kris Alcorn

## Entities, Estate & Trusts

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

Instructor: Beau Pichon

## MD Code of Ethics

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

Instructor: MD REALTORS®

## MREC RE Brokerage

## Relationships & Disclosures

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



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

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

Instructor: Tara Houston



## 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

# Special Thanks

*to our Newsletter Sponsors*

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