



529 West South Street, Frederick, MD 21701 • 301-663-0757 • Fax 301-663-4646 • www.fcar.org

President's Message



The market continues to be affordable, our average sales price in January \$248,000 this year compared with \$258,000 last year. The predictions are that interest rates will slowly increase as well. Continue letting your clients and sphere of influence know that it is a great time to buy.

There is a new ruling from the Federal Trade Commission regarding short sale disclosure which may impact Realtors who are doing short sales. The Mortgage Assistance Relief (MARS) Program is primarily directed at companies that offer loan modification services. However a realtor doing a short sale transaction may fall under some of these categories and therefore would need to disclose certain facts. There also can be no upfront fees paid. We are talking with the state and model forms currently to supply our agents with the disclosure on zipforms. The law took effect on January 30th so you may want to read through the rules at <http://www.realtor.org/letterlw.nsf/pages/0211mars?OpenDocument&Login>. We will continue to keep you informed on any updates as we know them.

Please come out and support your fellow members at the Awards Banquet on April 9th at Hollow Creek. Tickets go on sale soon. I look forward to seeing everyone there.

Sandy Fouché

NAR Good Neighbor Award

The National Association of Realtors® is currently accepting applications for the 12th annual REALTOR® Magazine Good Neighbor Awards. The awards recognize Realtors® for their dedication to volunteer service.

Five winners will be announced in the November issue of REALTOR® Magazine. Each winner will be recognized at the 2011 REALTORS® Conference & Expo in Anaheim, Calif., and receive a \$10,000 grant for his or her charity. Winners will also receive travel expenses to the conference and national and local media exposure for their community cause. In addition to the winners, five honorable mentions will each receive a \$2,500 grant.

"Realtors® play a significant role in our nation's communities," said NAR President Ron Phipps, broker-president of Phipps Realty in Warwick, R.I. "The Good Neighbor Awards highlights NAR members who spend time and energy to help others. They also remind us that Realtors® not only help people purchase homes, but also they work to improve the quality of life in those homes." Phipps was a Good Neighbor Award recipient in 2001 for his work with the Tomorrow Fund.

Last year's winners contributed a combined total of nearly 8,000 hours to their causes and drew a standing ovation from more than 6,000 Realtors® and guests during the conference's general session in New Orleans. The 2010 winners were Keri Kidd Cannon and Pam Kidd, Fridrich & Clark Realty, LLC, Nashville, Tenn., for Children of Zimbabwe Fund-Village Hope; Cathie McGregor Critchlow, The Franklin Group Morgan, LLC, Morgan, Utah, for The Women's Retreat House; James T. Elcock, Elcock Properties, St. Charles, Mo., for Kids Against Hunger; Dave Philp, Coldwell Banker Burnet, Chaska, Minn., for Ridgeview Foundation/Ridgeview Medical Center; and Wendy and John Rocca, Century 21 Commonwealth, Watertown, Mass., for Operation American Soldier.

"REALTOR® Magazine always looks forward to recognizing Realtors® who volunteer in their communities," said REALTOR® Magazine Editor in Chief Stacey Moncrieff. "The Good Neighbor Awards allow us to celebrate those members, as well as inspire others to help those in need."

Previous Good Neighbor Award winners say their charities have benefited from the grant money and the increased public exposure. "Winning the Good Neighbor Award benefitted our work in Zimbabwe in so many ways," said 2010 Good Neighbor Award winner Keri Kidd Cannon. "The grant provided tremendous relief in a time when raising money can be a bit of a challenge. More importantly, we also received an outpouring of support from the Realtor® community."

Good Neighbor Awards entries must be received by Friday, May 20, 2011. For more details and a nomination form, call: 800-874-6500, or visit:

www.REALTOR.org/gna, or see the March issue of REALTOR® Magazine.

REALTOR® Magazine's Good Neighbor Awards is sponsored by Lowe's and HouseLogic. In addition to the grant money, each winner will receive a \$2,000 Lowe's gift card and each honorable mention will receive a \$1,000 Lowe's gift card.

Education Update

FCAR has a full schedule of Education classes posted on our website. We recently implemented new lower pricing for classes which took effect in February. To see our latest list of classes go to:

<https://netforum.avectra.com/eweb/DynamicPage.aspx?Site=FCAR&WebCode=EventList&FromSearchControl=Yes>

The PenMar Association is offering the GRI 100 series beginning March 24. PenMar is also offering the Senior Real Estate Specialist Designation class on April 11 & 12, and a Credit Smart Class on April 13. For more information call 301-790-2800, extension 520 or go to:

<http://www.hagerstowncc.edu/sites/default/files/documents/Real%20Estate%20Webpage%20feb%2016%20%20%202011%20word.pdf>

Meg Gawler, Chair, Education Committee



From the Communications Committee

For the past year and half or so, FCAR's Communications Committee has been producing a weekly newsletter. We have used this system to provide you with timely updates on industry news as well as FCAR activities.

Over the last few months, we have asked for comments regarding the current newsletter system. Overall we heard two comments repeatedly.

First, we received requests for a monthly summary of articles that could easily be printed. Second, we have heard that weekly emails are too frequent for our newsletter distribution.

To address the first request, we have created a process for creating a monthly newsletter .pdf file. This is a monthly summary of articles that is posted on our website and can easily be downloaded and printed.

To address the concerns of too many emails, our committee has elected to only email you once a month. We will, however, continue to update our online newsletter once a week. These articles will be combined into a monthly email and sent to you along with the monthly .pdf formatted newsletter.

We encourage you to stay proactive and read the newsletter on regular basis. The articles will help you keep up with industry news and get the most out of your FCAR membership.

If you have any questions, comments or concerns, please contact FCAR at info@fcar.org or submit feedback via the FCAR website at <http://www.fcar.org/contact.htm>

Fair Housing Conference April 14

The City of Frederick's annual Fair Housing Conference will be held at the City Offices in the Municipal Office Annex located at 140 W. Patrick Street on April 14, 2011. Because of shifting budget priorities at both the City and FCAR, the composition and location of the event has changed. Attendees will receive 1.5 CEUs in Fair Housing. The cost will be \$5 and will include a continental breakfast available at 8AM.

Mayor Randy McClement kicks off the Conference with the Fair Housing Declaration. We've engaged a superlative instructor, Debra McGhee, Director, Baltimore Center, Fair Housing & Equal Opportunity (HUD). The class begins at 9AM and ends at 10:30AM. Registration will be through FCAR, either online or in person at FCAR. Pre-registration is required, and space is limited. To register: https://netforum.avectra.com/eweb/DynamicPage.aspx?Site=FCAR&WebCode=EventDetail&evt_key=2e6649fc-2ad2-4c8a-9600-bbd253a0199c

-Judy Thompson, Chair, Equal Opportunity & Cultural Diversity Committee

Partnership & Equity Sharing Agreements



Interest rates and prices are low. Investors wary of the unpredictable stock market may re-enter the real estate market in 2011. Many buyers purchase real estate with a friend or business associate or family member. Some couples buy real estate when they are engaged but before they are officially married.

The real estate relationship sometimes sours when one party feels the other is not working as diligently on the real estate investment as the other partner or is not financially contributing to the real estate investment on an equal basis.

In other instances the personal relationship ends and one partner wants out or the engaged couple decides not to get married for whatever reason.

What is the status of the real estate at this point? Most real estate partners hold property as joint tenants or as tenants in common. If one partner is demanding their

equity from the property and there is no written partnership agreement, joint tenants or tenants in common must file a "Sale in Lieu of Partition" which is an expensive and time consuming court case.

A simple written partnership agreement (also called an equity share agreement) should be recommended by Realtors to all unmarried parties purchasing real estate together.

Some of the issues a partnership agreement covers are as follows:

- What happens if one partner dies?
- What happens if one partner wants out of the partnership? Is the property sold or can one buy out the other?
- If one partner buys out the other, who pays the recordation and transfer taxes when the new deed gets recorded?
- How is the equity amount to be decided? Whose appraiser decides the value of the real estate?
- Who controls the renovation decisions and pays the bills?
- Can the partner who paid the down payment or who stays and pays the mortgage get contribution from the partner who leaves and fails to pay their share?
- What if one partner files bankruptcy or has a judgment lien placed against them?

Many acquaintances who buy real estate together think they will just be able to "work it out" and that a written partnership agreement will lessen their friendship.

A written agreement often times preserves the friendship and relationship because the partners simply refer to the document without resorting to a court battle.

Realtors should recommend their buyers face the reality of today's litigious business world and put the terms of their agreement in writing with a real estate partnership agreement or equity sharing agreement.

As your FCAR Legal Counsel, Tod Salisbury and I are only a phone call away to help you with any real estate, contract or settlement questions you may have.

-Patrick McLister, Esq.

Add Your Voice to "The Voice"

All members of FCAR are invited to contribute articles for consideration in the monthly FCAR "The Voice." Subject matter is unlimited; just think about what you'd like to read about -- recent policies, regulations, listing techniques, negotiation successes, volunteer activities -- the possibilities are endless. Deadline is the 25th of the month prior to publication. Email articles to Valerie@fcar.org.



Property Assessments



“Mama says property assessments are like a box of chocolates... you never know what you’re going to get!” Is it just me or are you also noticing that current property assessments seem to be all over the place.

Some are going up and some are going down. Some are \$100,000 too high and some are \$100,000 too low. In past years you could use the assessment data to at least “get you in the ballpark” about where a property’s value might be. To determine the accuracy of current assessments, the nerd in me decided to run a little test to see if what I think I am seeing is actually true. First I need to make a disclaimer in reference to the assessment office. I understand that in terms of property values in lots of cases the assessment office “has one hand tied behind their back”. Assessments are typically updated every three years and the assessor typically does not go into the house. It is based upon exterior measurements. On a standard rectangular house typically the assessment information is correct (so easy to figure the square footage a cave man can do it). Sometimes on contemporary designs or cape cods or houses that have a lot of zigs and zags, the actual square footage is different than the assessment. In a subdivision, an assessor will give an across the board value for lots within that subdivision. Assessors typically don’t reflect the fact that one of the lots or homes may be on the corner of a busy street whereas another lot within the same subdivision will be at the end of a court and have a scenic view. It’s a very analytical lump sum approach and I understand that. Are they inefficient? Not really – if you want to see inefficiency stand in line behind a man in the grocery store checkout line. The people that I have dealt with at the assessment office also have always been very professional and knowledgeable.

To make this a totally unbiased, random sample, I decided to start with the sales on streets in the county that start with the letter “R” (as in random), and all price ranges that have sold within the past 6 months.

Properties	Sales Price	Assessment 2008	Assessment 2009	Assessment 2010	% Deviation
1511 Rambling Way	177,500	228,980	245,790	262,600	+48
8247 Rarnsburg Road	517,000	381,513	410,924	440,340	-15
16525 Raven Rock Rd.	230,000	247,750	215,330	215,330	-6
16720 Raven Rock Rd.	199,900	199,770	187,760	187,760	-6
3911 Red Lead Court	285,000	338,562	387,570	251,600	-12
138 Redhaven Court	211,000	323,170	296,130	296,130	+40
8006 Reed Court	215,000	227,136	250,452	273,770	+27
2251 Regins Drive	392,000	406,980	474,240	298,900	-24
8704 Reichs Ford Road	100,500	216,136	256,790	193,400	+92
89014 Remington Place	370,000	498,136	559,680	379,200	+2
8318 Revelation Ave.	70,000	136,830	153,830	170,830	+244
4 E. Rick Michael Way	310,000	481,540	539,650	353,800	+14
7213 Ridge Road	159,000	321,000	277,100	277,100	+74
7318 Ridge Road	239,500	303,060	257,110	257,110	+19
7322 Ridge Road	150,000	305,620	286,820	286,820	+91
7538 Ridge Road	249,000	342,450	316,640	316,640	+27
9107 Ridgfield Lane	205,000	239,192	275,040	205,200	0
11795 Ridgway Court	650,000	753,766	873,720	627,100	-4
517 Riggs Court	68,000	181,756	196,262	210,770	+210
531 Riggs Court	107,000	178,673	193,066	207,460	+100
6517 Rimrock Lane	274,900	276,966	313,510	226,200	-18
2430 Rippling Brook Rd.	260,000	365,343	380,096	394,850	+52
2436 Rippling Brook Rd.	279,900	357,286	372,102	386,920	+38
9929 Ritchie Drive	640,000	630,286	719,840	512,700	-20
5590 Rivendell Place	182,000	306,170	267,280	267,280	+47
6106 Riverview Court	675,000	854,620	874,260	893,900	+32
1015 Robin Hill Terrace	140,000	190,126	202,652	215,180	+54
15 Robindale Drive	175,750	182,950	184,440	185,930	+6
106 Rock Creek Court	152,000	248,513	266,966	285,420	+88
7115 Rock Creek Drive	315,000	397,430	357,010	357,010	+13
6693 Rockridge Place	305,000	328,436	369,820	283,800	-7
6636 Rockridge Road	285,000	270,142	307,140	242,300	-15
217 Rockwell Terrace	1,125,000	942,746	1,057,652	1,172,560	-4
7903 Rocky Acre Drive	210,000	245,900	231,470	231,470	+10
2501 Rocky Pointe Court	230,000	285,936	322,832	359,730	+56
9602C Rocky Ridge Rd	139,999	204,720	199,750	199,750	+43
8404 Rocky Springs Rd	257,450	287,470	269,370	269,370	+5
225 Rod Circle	440,000	550,640	491,880	491,880	+12
2322 Rhoderick Road	275,000	400,422	447,290	291,100	+6
1382 Rollinghouse Dr	195,000	270,706	295,482	320,260	+64
2022 Rosecrans Court	220,000	257,533	275,026	292,520	+33
11 Rosewood Ct #102	175,000	190,000	215,000	240,000	+37
4910 Round Hill Rd	375,000	419,170	376,510	376,510	0
7423 Round Hill Rd	370,000	570,930	524,930	524,930	+42
11788 Rowe Road	300,000	433,156	479,330	365,000	+22
104 Royal Bonnet Place	141,500	205,570	227,440	249,310	+76
108 Royal Bonnet Place	155,000	205,570	227,440	249,310	+61
7604 Royal Troon Ter.	575,000	560,250	638,320	460,900	-20
6804 Ruhland Drive	189,000	248,740	261,330	273,920	+45
8104 Runnymede Dr	317,500	395,380	258,450	358,450	+13

The information obtained is in the table above.

And now – fellow nerds in the bond – let’s review and analyze the statistics. In college I took statistics. Our fraternity referred to the class as sadistics. It had so many prerequisites you couldn’t take the class until your senior year. It was a M,W,F, 8 AM, spring semester only class.

Thursday night was party night. But my 7 years of college paid off. I got my 4 year B.S.degree and I now love statistics. There were exactly 50 settled sales in this sample. 20 of the assessments increased over the past 3 years. (What are they smokin??)

(continued next page)



(Assessments continued)

and 30 had decreasing assessments. This is not off to a good start – inconsistency asks for bad results. How should we define accuracy? Let's say a house sold for \$300,000 and the assessment was off by 5% or less. That would be a range of \$285,000 – \$315,000. Only 6 of the 50 assessments were within +/- 5% of sales price (12%). Yikes! 22 of the 50 assessments were within +/- 10% of sales price (44%). On a \$300,000 sales price house that equates to \$270,000 to \$330,000. (Put away that dart board). What „hood would be the easiest to assess? You would think that townhouses and lower priced homes would have the tightest assessment pattern and be the most accurate. Not! 37 of the sales were over-assessed and 13 were under-assessed. The largest deviations occurred due to over-assessment. The highest under-assessment was by 20%. The most expensive sale was on Rockwell at \$1,125,000. They nailed it – within 4% – bullseye! Ridgeway Court is a log house on 11 acres – might be a toughy! Bam! They nailed it – within 4% again. What jumps out at you about the data is they got some of the hardest properties very accurate but totally duffed some of the easy ones – especially townhouses. Rock Creek Court (off 88%) and the 2 sales on Royal Bonnett (off 76% and 61%). Tasker's Chance is way off. Look at Riggs Court – whoa Nelly! How about Revelation Avenue – sells for \$70,000 – assessed for \$170,830 – 244% off). Even some of the small single family houses that are easy to complete a CMA on are way off. Look at Rollinghouse in Hillcrest – sold for \$195,000 – assessed for \$320,260? Shoot – if that assessment represents the market value it should be like happy hour when you get 2 for 1. After eliminating the 5 sales that were over 90% off, the remaining 45 sales averaged 28% off on the assessment vs. actual sales price ratio. Welcome to my world. It's tough getting the price correct in this wacky market.

-Wayne Six

Homeowners Insurance: Are You Over or Under Insured?

Paying for more homeowners insurance than you need is a waste of money, but it can prove even more costly to get caught without enough coverage. Bottom of Form To get the full benefit of replacement coverage, you need to purchase enough insurance to cover the total cost to rebuild your home.

If you underinsure your home and suffer a devastating loss—flood, fire, theft—then you risk not being able to return to the lifestyle you've worked hard to achieve. Yet if you overinsure, you're throwing money away every year on unnecessarily high premiums. What you need is coverage that's just right. Here's how to get it.

Look before you leap into a policy

All homeowners insurance isn't created equal. That's why it pays to review your coverage every year to ensure your policy meets your evolving needs. Begin by understanding the types of coverage available.

Actual cash value coverage reimburses you for the value of your home based on its current condition, explains Marjorie Young, senior vice president at E.G. Bowman Co., a New York City insurance brokerage. If your home was built 10 years ago, you'd receive only the depreciated value of decade-old windows, cabinets, appliances, and so on.

Most insurers recommend the more comprehensive replacement cost coverage. With it, says Young, you'll be reimbursed for the amount it will cost to rebuild your home like new with the same kind and quality of materials. Depreciation doesn't factor into the settlement equation.

To get the full benefit of replacement coverage, you need to purchase enough insurance to cover the total cost to rebuild your home, excluding the value of the land. Many people make the mistake of insuring at the market value, says June Walbert of USAA Financial Planning Services in San Antonio. But the amount you could sell your home for today isn't necessarily the same as how much it would cost to rebuild.

Construction costs play big role

Look to current construction costs in your local area for guidance. If you've purchased a newly constructed home in the

past year, you already have the answer. The same is true if you've refinanced within the past year. You almost certainly paid for an appraisal during that process that likely includes three valuations: replacement cost, market value, and actual cash value.

If you're determining replacement cost without those head-starts, Walbert recommends calling several local homebuilders and asking the average square-foot construction cost in your area. If the going rate is \$175, and your home is 2,000 square feet, you'd purchase \$350,000 in coverage. For just a few bucks you can also order a valuation report online at a website like AccuCoverage (\$7.95) or Home Smart Reports (\$6.95).

Don't neglect valuables, liability

Be sure you're also insured at the right value for your home's contents and for personal liability. Most insurance policies provide only actual cash value on contents, says Lisa Lobo, vice president of underwriting operations at The Hartford in Southington, Conn. To get replacement cost coverage, you'll need to purchase an endorsement. If you have valuables not covered by your policy—silverware, jewelry, furs—purchase endorsements for those, too.

Many people pay no attention to the liability coverage limits in their policies, but Walbert says that's a mistake. If you have a dinner party and a guest falls down your front steps, you don't want to be underinsured. In recent years the average liability claim for bodily injury and property damage has been \$15,854. Walbert recently increased a homeowner's liability coverage by several hundred thousand dollars for just \$6 more per year.

If you're concerned about increasing your premiums by adding endorsement after endorsement, ask whether you can save money by splitting your deductible, paying a higher amount for certain claims and a lower amount for others. Bundled endorsements can save you a few bucks, but only if you require them all. Take a pass on unneeded riders. Why spend \$8 to \$12 a year for \$500 worth of refrigerated property coverage when you eat takeout every night?

-G.M. Filisko is an attorney and award-winning writer who has been involved in insurance litigation. A frequent contributor to many national publications including Bankrate.com, REALTOR(R) Magazine, and the American Bar Association Journal, she specializes in real estate, personal finance, and legal topics.



SAVE THE DATE:

Mark your calendars now for June 13, 2011. FCAR will be hosting its annual golf tournament at Holly Hills Golf Club. Stay tuned for details.

Visit the Mid-Year REALTORS® Expo

Stop by the REALTORS® Midyear Trade Expo, May 11-13, and check out the latest in real estate products and services from over 100 industry-leading companies. Enjoy free martinis served on Wednesday, May 11, from 4:00 pm – 5:00 pm, compliments of Systems Engineering, Inc. Also, you could win \$500 in one of four drawings in the Cash In & Win! Contest, sponsored by DocuSign, Inc.

2011 Trade Expo Hours

May 11 10:00 am to 5:00 pm

May 12 9:00 am to 5:00 pm

May 13 9:00 am to 2:00 pm

Location: Marriott Wardman Park Hotel, 2660 Woodley Road NW, Washington, DC

Informed Professional Series SmartPhone Class

Bring a lunch along and learn how smart phones can help improve your productivity. Wednesday, April 20 12:00 noon – 2:00 pm.

Hear about the pros and cons of the various smartphones. Register online at:

https://netforum.avectra.com/eweb/DynamicPage.aspx?Site=FCAR&WebCode=EventDetail&evt_key=d27b4703-b605-4aa1-909f-6b622d4d61a0

Openings for Volunteers on Frederick County Board and Commissions

Frederick County is seeking applicants to fill positions on numerous volunteer County boards and commissions, including several that are of interest to the real estate community, including: the Affordable Housing Council, Board of Appeals, Planning Commission, Business Development Advisory Council, Deferred Loan Committee, and the Historic Preservation Commission. FCAR encourages REALTORS® to apply to serve, as these boards provide guidance and input to the decisions of public officials.

Candidates must be residents and registered voters of Frederick County. Submit a letter of interest and a resume by regular mail to Administrative Officer Joyce Grossnickle, Office of the County Manager, Winchester Hall, 12 East Church Street, Frederick, MD 21701 or via e-mail to fcgboards@FrederickCountyMD.gov.

Applications must include current contact information: home, work and cell telephone numbers; home mailing address, and an e-mail address. For further information, contact Mrs. Grossnickle at 301-600-1102.

Letters of interest and resumes must be received by 4:00 p.m. on Monday, April 11, 2011. The Office of the County Manager does not accept facsimiles of letters of interest and resumes.

Don't Like CFL Light Bulbs? Try LED or Halogen Options

Despite avid media coverage and education campaigns by the government and environmental groups, consumers still aren't flocking to newer, energy-efficient light bulbs.

Even in states with long-running and well-funded programs to promote compact fluorescent lamps, only 1 in 5 household sockets contain those bulbs, according to a report by the U.S. Department of Energy. Sales of CFLs peaked in 2007 and have declined since, the report says.

But a switch could be good for your wallet. And besides, you won't have much choice soon

A federal law passed in 2007 requires manufacturers to make light bulbs that emit the same brightness using less energy. Traditional incandescent bulbs can't do that, so they'll effectively be dropped from production over the next few years. As a consumer, you can continue using incandescents, but eventually you won't be able to buy any more unless it's a specialty bulb.



A phase-in of the new rules starts next January with 100-watt bulbs. That's news to a lot of people. Just two in 10 people know about the 100-watt bulb's impending extinction, according to a recent survey by lighting manufacturer Osram Sylvania.

Some consumers aware of the coming change—13%—plan to stock up on incandescent 100-watt bulbs while they can get them, the survey found. A Consumer Reports blog referred to them as "Lightbulb Luddites."

Visit the FCAR Store

Don't forget FCAR has a store to help with your marketing needs!

2011 Calendars now in stock – \$24.95
Here is a sampling of some of our items-





Revision to Maryland HOA Instructions Form



As the chairman of the FCAR Model Forms Committee, it is my duty to keep you informed concerning the latest updates to our forms library. To that end, I would like to let you know

about the new and improved Maryland HOA Instructions form (form # BT029), which should replace the old Instructions form in the zipForm database in the very near future. As most of you know from experience, it can be a daunting task to be sure that you are using the correct contract addenda when the property you are working with is subject to a homeowners association. This process can be especially intimidating for new agents.

There are currently 8 different documents in the FCAR real estate forms arsenal for use when an HOA is involved. In 1995, the FCAR Board of Directors felt that it was necessary to create an instructional form to assist local Realtors® with understanding which HOA forms apply in specific situations. Since it has been 16 years since the introduction of that form, the Model Forms Committee recently decided that the form should be reviewed and revised to be sure that all the information it contains is correct and up-to-date. Below is a summary of some of the information contained in the new HOA Instructions form.

Since the bulk of transactions that most Frederick County Realtors® work with are resales (as opposed to the initial sale of a newly constructed property), you should mainly be concerned with forms BT028, BT031, and BT034, which apply to ALL resales of properties in Maryland subject to homeowners associations. Form BT028, the HOA Resale Notice, must be provided to a buyer to notify that buyer that the property is subject to an HOA and that the seller must give the buyer certain informa-

tion regarding that HOA, such as contact information, the amount of monthly dues, and the existence of any pending legal action against the HOA. Form BT031, the Transmittal of Documents & Disclosure form, should be used when giving the buyer the necessary information regarding the HOA. The HOA resale package, obtained directly from the association, should be given to the buyer concurrently with this form. Under the Maryland Homeowners Association Act, this information must be given to the buyer within 20 calendar days of contract ratification, and the buyer has 5 calendar days after receiving the information and documents to cancel the transaction.

Finally, form BT034, the Substantial & Material Amendments disclosure form, should be used in the case of any material amendments to the above disclosures, or any increases in mandatory fees to the HOA by more than 10%. The seller must disclose this information to the buyer once known to the seller, and the buyer then has 3 calendar days in which to cancel the transaction.

The forms discussed above should also be used with the initial sale of a property in an HOA of 12 or fewer lots. For the initial sale of a property in an HOA of 13 or more lots, different forms must be used. Those forms are listed in the HOA Instructions form. The HOA Instructions form also lists which forms to use in the case of an initial sale of a property to a person who does not intend to occupy or rent the property for residential purposes. While this type of sale would rarely come up for most Realtors® in the normal course of business, if you do believe you have a transaction that fits this scenario, you should discuss it with your broker immediately.

The FCAR Model Forms Committee meets the second Thursday of each month at 9am at the FCAR offices. We encourage each broker to have at least one representative on the committee. If you are interested in joining the committee, or if you have a topic that you would like the committee to discuss, please contact me at bpichon@vilagesettlements.com or visit the FCAR website at <http://www.fcar.org> for more information.

-Beau R. Pichon, Esq.

Texting Abbreviations

We are all texting more than ever! Here's a cheat sheet of some of the most commonly used texting abbreviations.


2gtbt - too good to be true
 2nite - tonight
 b4n - bye for now
 btw - by the way
 cu - see you (as in cu l8r)
 eod - end of day
 f2f - face to face
 ftr - for the record
 ftw - for the win
 fwiw - for what it's worth
 fyi - for your information
 gtg - got to go
 imo/imho - in my opinion/
 in my humble opinion
 irl - in real life (often used in Twitter
 to reference meeting someone irl)
 jk - just kidding
 l8r - later
 lol - laughing out loud
 nbd - no big deal
 oh - overheard
 omg - oh my god
 pls - please
 rotfl - rolling on the floor laughing
 re - regarding. Can also mean
 "real estate" depending on context.
 thx - thanks
 ttyl - talk to you later
 ty - thank you
 wOOT - hooray/congratulations
 ur - your
 yw - your welcome
 :) - happy face for humor, laughter,
 friendliness, sarcasm
 :D - super happy/toothy smile,
 broad smile, etc.
 :(- sad face for sadness, anger,
 upset
 ;) - wink
 :/ - wry face
 :P - tongue out for just kidding
 ((hug)) - a hug
 {{{hug}}}} - really big hug
 <g> - grin
 <3 - heart on its side to show love.
 Ex: I <3 re = I love real estate

April 2011 - FCAR Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28 MREC Required Supervision- 9:00 a.m. Click here to register for classes.	29	30	31	1 April Fool's Day	2
3	4	5 Appraisals in a Declining Market - CE Class - 9:00 a.m. Awards Committee - 9:30 a.m. Communications Committee 1:00 Click here to register for classes.	6 Education Committee: 9:00 Affordable Housing: 10:30 Community Service: 11:30 a.m.	7 Membership Meeting: 11:30 a.m. Dutch's Daughtier Legal and Legislative Update - CE Class - 6:00 pm. Click here to register for classes and events.	8	9 Awards Celebration - Hollow Creek Golf Course Cocktails: 6:00 pm Dinner: 7:00 pm Tickets Required
10	11 Membership Committee Meeting 9:30 a.m.	12 WCR Board of Directors 9:00 a.m. Affordable Housing Programs for Buyers - CE Class - 9:00 a.m. Ins and Outs of Insurance - CE Class - 11:00 a.m. Click here to register for classes.	13 Informed Professional Committee Meeting	14 Fair Housing Conference - CE Class included - 9:00 a.m. Model Forms Committee Meeting 9:00 a.m. Click here to register for classes and events.	15	16
17	18 Tax Returns Due (moved from 15th for 2011) Working with Renters and Property Management - 9:00 a.m. Click here to register for classes and events.	19 Click here to register for classes.	20 FCAR Board of Directors Meeting 9:00 a.m. FREE Class on SMART PHONES - 12:00 noon Click here to register classes and events.	21 Commercial Real Estate - CE Class - 9:00 a.m. Click here to register for classes.	22 Earth Day Good Friday - FCAR CLOSED	23
24 Easter	25	26	27	28	29	30



THANK YOU to Our Advertisers. Please tell them you saw their services in The FCAR Voice!

Tom McLister
Bank of America
 Home Loans 



Fantastic low rates!!!

698-4817 (office)
 Thomas.B.McLister@BankofAmerica.com

A Frederick County Preferred Loan Officer
Closing's You Can Count On

◆ Please Ask For Our \$100 Discount Card ◆

5283 CORPORATE DRIVE • SUITE 301
 FREDERICK, MARYLAND 21703
 PHONE: 301-698-9300 • FAX: 301-698-9162
 24-Hour Law Lines: 301-496-8972 • 1-866-219-6337
www.villagesettlements.com

VILLAGE SETTLEMENTS INC.
 HIRSCHEL, SWITZ, PARKER & HOLLMAN, EA.
Real Estate Attorneys

Our Attorneys Always Conduct The Settlement.™

© Village Settlements Inc., 2011

Salisbury & McLister
Title Settlements, LLP

- Contract review by attorney
- Competitive fees
- Disbursement of proceeds at settlement
- 1031 tax-deferred exchanges
- Subordination Assistance

Foreclosure and Short Sale Settlements



Ted Salisbury



Patrick McLister

100 West Church Street
Frederick, MD 21701
(301) 694-7235 • Fax (301) 694-7393
www.fredericktitle.com



Enjoy life in the country.

Buying a home in the country is even easier when your clients work with Farm Credit. Through our Country Mortgages program we offer reliable and flexible financing options.

Tell your clients to give us a call.

 **FARM CREDIT**
 888.339.3334

"Serving all of rural America" farmcreditmortgage.com

United
 TITLE SERVICE, LLC

MENTION THIS AD FOR A \$150⁰⁰ DISCOUNT!

www.UNITEDTITLESERVICE.com

In House Attorney • Mobile Settlements
Licensed MD & PA

50 Citizens Way, Sl. 300
 Frederick, MD 21701



301.631.2900