



Newsletter

Frederick County Association of REALTORS®
The United Voice of Real Estate in Frederick County

October 28, 2021

Meet the Board

Terry La Scola, President
terry@welcomehomefrederick.com

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tonyc@veritarealestate.com

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amanda@amandaaddington.com

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marie.lagos@penfedrealty.com

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ashleigh@macroltd.com

Kris Alcorn, Director
kaalcorn@live.com

Thomas Campbell, Director
thomas@charisrealty.com

Kevin Carey, Affiliate Director
kevin@careylendingteam.com

FCAR SOCIAL SHORTCUTS



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

The Cause for the FCARe Charity Auction

Get to Know Terra Firma

FCAR is proud to support the Lone Survivor Foundation, working with our own Bill Armstrong, to develop Terra Firma. Click the video below to learn more about this worthy cause.



Thursday, November 11
5:30-9:00 PM at Dutch's Daughter

Support wounded veterans by buying your Auction tickets today! Both individual tickets and reserved tables of 10 are available.

[Click here to purchase.](#)

Membership

Register
in your
Membership
Portal!

FREDERICK COUNTY ASSOCIATION OF REALTORS®

MEMBERSHIP MEETING

NOVEMBER 4 | 11:30 AM-1:00 PM



MENTAL TOUGHNESS FOR AGENTS

GUEST SPEAKER ERIC RITTMAYER,
MENTAL TOUGHNESS EXPERT

Made possible by Maureen Nichols & Kelly Malagari with RE/MAX Realty Plus.

Now Accepting 2022 Committee Positions Get more out of your membership!

We are looking for as many members as possible to join.

Click [HERE](#) to sign up and learn more about the following committees:

Advocacy | Budget & Finance | Commercial | Community Service
Education | Membership Events | Forms | Grievance
Professional Standards | Young Professionals Network Advisory

Big Dates & Deadlines

Thursday, November 4

Membership Meeting

Featuring Mental Toughness expert Eric Rittmeyer (sponsored by Maureen Nichols & Kelly Malagari with RE/MAX Realty Plus). Register today in your Membership Portal.

Thursday, November 11

FCAR Charity Auction

Buy your tickets on our website today! Benefitting Terra Firma Retreat Center. Help support this event by donating a prize for bidding (from [an Amazon wishlist](#)) or a bottle for the Wine Pull!

Thursday, December 2

Legislative Breakfast

Tuesday, December 7

Holiday Party

Friday, December 31

Code of Ethics Cycle Ends

Make sure to complete your required 2.5 hours of training (and notify us) before this current cycle ends! Your current CoE status can be checked in your profile at [nar.realtor](#).

Tuesday, January 6

Presidential Installation

Installation of the President, Officers, and Directors for 2022. This event will be held at the Arc of Frederick County.

bright MLS Weekly Market Report

Week Ending: October 24, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
97,399	7,683	6,795	6,619	11 Days	49,388
89.7% of 2020 130.5% of 2019	95.8% of 2020 122.8% of 2019	99.9% of 2020 131.3% of 2019	93.2% of 2020 110.4% of 2019	10 in 2020 24 in 2019	108.9% of 2020 90.5% of 2019

Weekly Highlights

- The week saw closing volume match 2020 levels, up 7.5% compared to the week prior.
- In another sign of growing demand, new pending sales have outpaced new listings for the past two months, tracking at about 13 new pending sales for each new listing.

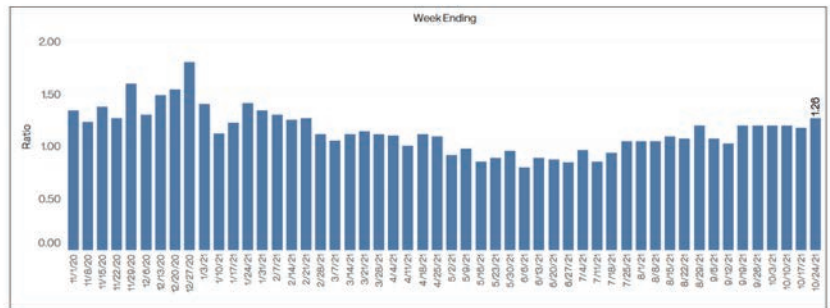
New Showings by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	3,737	97.4%	133.7%
DE	5,188	93.9%	115.4%
MD	32,620	87.9%	157.2%
NJ	10,921	85.6%	111.6%
PA	26,989	87.6%	113.1%
VA	16,850	95.9%	140.4%
WV	1,094	102.5%	118.9%

Click the image above or visit the [Bright Steps Weekly Market Update](#).

MD - New Purchase Contract to New Listing Ratio

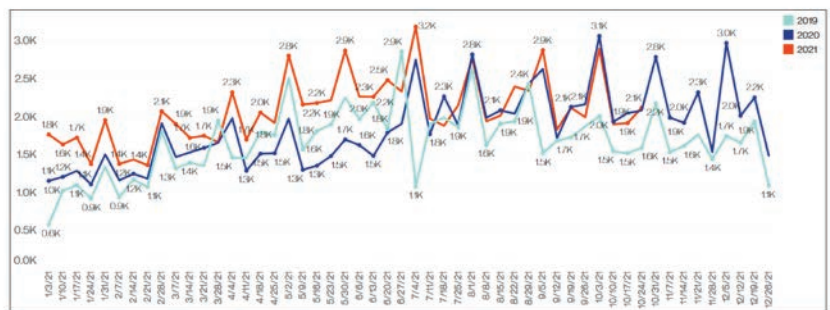
• For the week, there were 126 new pending home sales for every 100 new listings.



bright MLS

MD - New Closed Listings

• Closing levels landed at 133.4% compared to 2019 and 101.8% compared to the same week from October 2020.



bright MLS

News You Can Use

FCAR^{GROUP}

Charity Auction

Benefitting Terra Firma Retreat Center

Thursday, Nov. 11
5:30-9:00 PM

DUTCH'S DAUGHTER RESTAURANT

A Monopoly themed evening of auction fun, great prizes and an even better cause.

FCAR is proud to support the Lone Survivor Foundation, working with our own Bill Armstrong, to develop Terra Firma Retreat Center. Nestled in the woods of Weverton, WV, the center will offer a peaceful space for our military veterans and their families to navigate the difficult journey of PTSD and other service-related injuries.

[Purchase Tickets](#)



CONTRIBUTED BY SANDY OLSON OF RE/MAX RESULTS

Communication is Key!

Did you know: the number one complaint filed against agents is a lack of follow-up and communication?

It can be a bit overwhelming in a multiple offer situation to respond back to all the agents that have submitted offers letting them know that their offer was not accepted. We are finding that buyer's agents are not hearing back from listing agents that their buyer's offer has not been accepted. Both the agent and the buyer are finding out by seeing the status change in Bright.

It is an agent's ethical responsibility to treat ALL parties fairly. It is the listing agent's responsibility to communicate with each agent who has submitted an offer on a buyer's behalf that the offer has been either accepted or rejected.

To cover yourself and prevent a potential complaint being filed, it's best to do this in writing. This way no one can ever state that their offer was not presented, and it keeps you from getting a complaint filed for lack of communication and treating all parties fairly. It's also the ethical thing to do!

FCAR Calendar

Sign up for these upcoming events using your [FCAR Membership Portal](#).

Please note that most meetings are now being held in a hybrid format unless noted otherwise.

The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

Membership Meeting

Tue., November 4

11:30-1:00 PM

Featuring Mental Toughness expert Eric Rittmeyer. Register in advance to help us estimate numbers!

Soup Kitchen Project

Tue., November 9 | 5:00-7:00 PM

Come serve at the Frederick Community Action Agency's Soup Kitchen every second Tuesday of the month. Contact wendy@wendyfriend.com to learn more.

FCARe Charity Auction

Thu., November 11

5:30-9:00 PM

Benefiting Terra Firma Retreat Center. Buy your tickets today! Support this event by donating items to bid on from the [Amazon wishlist](#) or bottles for the wine pull.

Commercial Committee Virtual Lunch & Learn

Tue., Nov. 9 | 12:00-1:00 PM

Mike Pugh, MAI: "Ten Things Commercial Appraisers Look For"

Women's Council of Realtors® Holiday Pie Fundraiser

Mon., Nov. 22 | 11:00 AM

\$18/pie to support the Women's Council with a delicious pie.

REALTORS® Conference & Expo November 12-15 | San Diego, CA

Legislative Breakfast

Thu., December 2

8:00-10:00 AM

FCAR Holiday Party

Tue., December 7

11:00 AM-1:00 PM

Presidential Installation

Thu., January 6

8:30-10:30 AM

Held at the Arc of Frederick County.



DON'T FORGET!

As required for REALTOR® membership, you must complete your Code of Ethics training by **Dec 31st!**

Why wait?
Visit nar.realtor/code-of-ethics-training to check your status and view training options today.

 NATIONAL ASSOCIATION OF REALTORS®

Continuing Education

Unless otherwise noted, all of our classes are now in hybrid format.

Please use your [Membership Portal](#) to sign up and choose whether to attend in-person or remotely via Zoom.

Accredited Buyer's Representative (ABR) Designation Course

Mon.-Wed., Nov. 1-3 | 10:30 AM-2:45 AM

Instructors: Chris Duff, Tamara Suminski

\$50 discount for FCAR/GCAAR/PGAR members: \$249

Lead-Based Paint

Tue., Nov. 2 | 9:30-11:00 AM

Instructor: Richard Leonard

Military Relocation Professional (MRP) Certification

Mon., Nov. 8 | 9:00 AM-4:00 PM

Instructor: Mary Chieppa

Presented by the Women's Council of Realtors.

Register on their site or at go.fcar.org/MRPNov21

Understanding Contract Addenda

Tue., Nov. 9 | 1:00-4:00 PM

Instructor: Beau Pichon

New Member Orientation

Tue., Nov. 16 | 9:30-11:00 AM

Instructor: Marie Lagos

Contact kelley@fcar.org to sponsor this class.

How to Successfully Sell a HUD Home

Wed., Nov. 17 | 9:00-10:30 AM

Instructor: Jim Bass

Veterans Affairs Financing

Thu., Nov. 18 | 1:00-2:30 PM

Instructor: Kevin Carey

Fair Housing

Fri., Nov. 19 | 2:30-4:00 PM

Instructor: Beau Pichon

MREC RE Brokerage Relationships & Disclosures

Wed., Nov. 1 | 1:00-4:00 PM

Instructor: Carol Kinsey

Fair Housing

Fri., Dec. 3 | 1:00-4:00 PM

Instructor: Beau Pichon

Legal & Legislative Update

Thu., Dec. 9 | 1:00-4:00 PM

Instructor: Mark Feinroth, Colette Massengale

New Member Orientation

Tue., Dec. 14 | 1:00-2:30 PM

Instructor: Amos Martin


Contact kelley@fcar.org to sponsor this class.

In-person, hybrid, and virtual classroom protocols are available online:

fcar.org/continuing-education

Special Thanks

to our Newsletter Sponsors



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