



Newsletter

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

March 24, 2021

Meet the Board

Terry La Scola, President
terry@welcomehomefrederick.com

Tony Checchia, President-Elect
tonyc@veritarealestate.com

Amanda Addington, Immediate Past President
amanda@amandaaddington.com

Amos Martin, Treasurer & Secretary
amos.martin@remax.net

Marie Lagos, Director
marie.lagos@penfedrealty.com

Ashleigh Kiggans, Director
ashleigh@macroltd.com

Kris Alcorn, Director
kaalcorn@live.com

Thomas Campbell, Director
thomas@charisrealty.com

Kevin Carey, Affiliate Director
kevin@careylendingteam.com

Get to Know Your Board: Kris Alcorn

Kris started in real estate in Oklahoma in 1984 and moved to MD in 1985, and became licensed to sell real estate in Maryland in 1986.

She sold Real Estate with Mackintosh Realtors & Long & Foster until 1995 and THEN in 1995 she started in the mortgage business! Kris was an active FCAR Affiliate Member and Served on the Membership committee for many years. She also became an active board member of Women's Council of REALTORS during that time.

In 2015, after a successful 20 year mortgage business, Kris came back to her true passion: selling real estate, now with RE/MAX Results! She was awarded FCAR's Rookie of the Year in 2016. She Served as Secretary of WCR for two years, and joined the grievance committee two years ago. She has recently taken up the opportunity to help the Frederick community by collecting food in the Monrovia & Ijamsville areas for the Frederick Food Bank every month. In the last five years, Kris has earned the GRI and CRS Designations, and is now an Associate Broker - continually volunteering at FCAR & in her community and educating herself to become a better REALTOR."



Kris Alcorn, Director

Stay in the Loop

Follow FCAR on social media



FCAR COVID-19 Info Site

Visit our COVID-19 page the latest association information and links to local, state and national websites offering more information about COVID-19. Click [HERE](#) to view the website.

VOLUNTEER FEATURE:

Get to Know Patti Kalamets



Patti Kalamets
Community Service Committee

Having worked for Village Settlements, Inc. for over 30 years, I originally was a Settlement Processor. After approximately 25 years I transitioned to our Frederick office and became Director of Marketing and am responsible for coordinating events for that office as well as initiating the file set up process and working with buyers, sellers, agents and lenders to ensure a smooth transaction.

Graduated from Montgomery College with an AA degree in legal studies and continued my education at the University of Maryland. Married in 1992 and have three boys—one has graduated from college and the other two are in college now.

“One reason I serve on the FCAR Committee is because I love to give back to the community and those less fortunate—that is a mission of the Community Service Committee. There is a quote that I live by: ‘Volunteers do not necessarily have the time; they just have the heart.’”

Welcome, new members!



NEW MARCH MEMBERS

Donna Clayton, Jessica Hinkle,
Sadie Reynolds, and Derrick Wolfensberger

Get more out of your membership.

**Volunteer for one of our
FCAR committees.**

We are looking for as many members as possible to join. Visit the link [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

News You Can Use

SentriLock: Switching to App-Only by 2022

Change isn't always easy, but this one is coming far in advance and with help for users to navigate the transition and adjust to the learning curve.



When Sentrilock first announced its plan last year to retire the card-based lockboxes in favor of an app-based solution, January 2022 seemed far away. However, as the date grows closer, it's becoming clear that users would benefit from getting ahead of the change. Existing users can continue to access lock boxes through SentiCards, but all new users are required to use the app.

So, if you haven't used the SentiKey Real Estate app yet, save

yourself some last minute headaches by downloading the app and getting acquainted.

To help users make the switch, SentiLock created a special website called the SentiKey App School. Visit www.SentiLock.com/AppSchool to access and complete a brief education module on transitioning from the smart card to the app. It features how-to videos, helpful hints and more. You can even print a certificate to commemorate completing the module.

Bright Steps Weekly Market Update

bright Weekly Market Report

Week Ending: March 21, 2021

7-Day Avg. Total Inventory	New Closings	New Showings	New Contracts	New Listings
33,076	5,686	135,993	8,203	7,413
58.2% of 2020 59.2% of 2019	114.8% of 2020 127.3% of 2019	153.9% of 2020 135.0% of 2019	117.3% of 2020 109.2% of 2019	109.8% of 2020 157.9% of 2019

Weekly Highlights

This week was the first which the year over year norms were impacted by Covid-19. However, comparing the week to 2019 shows the strong level of buyer demand in the current market:

- New listings tracked at 157.9% vs. 2019.
- However, this year's new pending ran at 109.2% of 2019. For the week, there were 111 new pending home sales for every 100 new listings.

New Closings by State 2021 versus 2020 / 2019

DC	228	163.9%	139.0%
DE	549	160.0%	150.4%
MD	1745	152.2%	153.6%
NJ	1561	152.2%	150.5%
PA	855	154.4%	150.9%
VA	1055	151.2%	152.7%
WV	85	150.0%	149.6%

New Showings by State 2021 versus 2020 / 2019

DC	4,677	253.7%	150.4%
DE	1,919	159.2%	150.4%
MD	44,450	150.2%	179.2%
NJ	15,140	152.2%	150.5%
PA	37,892	148.5%	158.2%
VA	27,239	159.5%	152.2%
WV	1,522	145.0%	149.6%

New Contracts by State 2021 versus 2020 / 2019

DC	575	164.2%	144.0%
DE	451	154.4%	150.4%
MD	5,583	118.5%	157.0%
NJ	547	151.7%	150.5%



Click the image above to view the summary, or [view the full report](#) on the Bright MLS site.

License Renewals & CE due June 15

If you're currently practicing with your license on extended status, your updated renewal date is coming up on **June 15, 2021**.

For more information and additional resources, view the Maryland Real Estate Commission's [licensing page](#) or their [latest update](#) on COVID-related license extensions.

If you would prefer to speak to someone at FCAR with questions about your license or the requirements, please contact Hugh Gordon at the FCAR Office (301-663-0757) or email hugh@fcar.org.



News You Can Use

SentriLock Tips: Stay Connected

For Bluetooth Boxes:

A good practice for all users is to update your SentiKey Real Estate app credentials daily. Whether you're a Listing Agent, Showing Agent, or an Affiliated User, before you leave home or the office, launch the SentiKey Real Estate app on your mobile device. By authenticating, your credentials are good for 24 hours. So, when interacting with SentiLock REALTOR Bluetooth Lockbox, it requires only a Bluetooth connection to open the key door, even if you're out of cell coverage!

For Non-Bluetooth Boxes:

If you're going to a showing in a remote area that isn't using a Bluetooth lockbox, we have an answer for that, too. Success is achieved by using the My Schedule function in the SentiKey Real Estate app, either through the Listing Agent creating the appointment directly in your SentiKey Real Estate system, or through leveraging our integrations with third-party showing services. When the showing is scheduled and the app detects poor cellular coverage, it will present a Mobile Access Code.

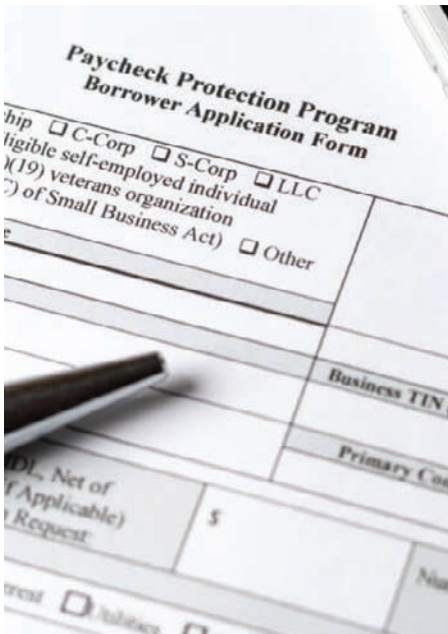
FCAR Offices Closed on Friday, April 2

In observance of holidays and to allow our staff to have time with their families, FCAR offices will be closed on **Friday, April 2, 2021**.

Newsletter Sponsors:

- CopyDoc Business Solutions
- Village Settlements
- Salisbury McLister & Foley

Paycheck Protection Program (PPP Loans): Registration Window Closing Next Week



If your business qualifies to benefit from the Paycheck Protection program, you'll want to hurry up and register before **next Wednesday, March 31**.

Unfamiliar with the Paycheck Protection Program? The US Small Business Administration (SBA) launched the PPP in 2020 to provide financial assistance to businesses impacted by the COVID-19 pandemic. Unlike loans through standard SBA programs, PPP loans are forgivable, meaning borrowers who meet certain criteria don't have to pay back the money. Unfortunately, numerous appli-

cants were turned down last year, and many small businesses lost the chance to access funding before the program closed.

This year, in an effort to help small businesses, the SBA offered a special window for those with fewer than 20 employees. While that special exception has since expired, they are still taking all other applications through the end of the month.

Looking for additional resources in regard to PPP Loans? Contact Hugh Gordon at 301-663-0757.

FCAR Calendar

Sign up for these upcoming events using your FCAR Member Portal. Please note that **all of our meetings are being held virtually** until further notice. The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

YPN Advisory and Women's Council of Realtors: "The Real Deal for Land, Residential and Commercial"

Wednesday, March 31

12:00 PM - 1:00 PM

The tips and tricks to land, residential and commercial sales from some of the best in the industry. Our guest speakers will include Ashleigh Kiggans, Dan Hozhabri and Dave Bowers.

Membership Meeting

Thursday, April 1

10:00 AM - 11:30 AM

Our Monthly Membership Meeting featuring appraiser Wayne Six. Join us for your monthly update, a valuable appraisal presentation, and time well spent with your fellow REALTORS®.

Commercial Committee Lunch & Learn

Wednesday, April 14

12:00 - 1:00 PM

Join us for a valuable hour with guest speaker Ed Stanfield. Both residential and commercial agents are welcome to attend!

Virtual Event

Next Membership Meeting:

Thursday, April 1

10:00 - 11:30 AM

Wayne Six, appraiser extraordinaire, will be presenting, informing, and entertaining at our next online meeting.

IN REVIEW:

March Membership Meeting

"Very Valuable. Great tool."

"RPR is awesome. Thank you!"

Register for this virtual event by using your membership portal at www.fcar.org

Virtual Event

"The Real Deal for Land, Commercial and Residential"

Presented by YPN Advisory Committee and the Women's Council of REALTORS®

Wednesday, March 31 | 12:00 - 1:00 PM

Join us for tips and tricks to land, residential, and commercial sales from some of the best in the industry.

Come prepared with questions!

Our guest speakers will include

Ashleigh Kiggans,

Dan Hozhabri and Dave Bowers.

Register for this virtual event by using your membership portal at www.fcar.org

Continuing Education

Don't delay! If you're operating under a license extension, your renewal is due June 15, 2021. Make sure you have the required education before the deadline arrives.

Legal & Legislative Update

Tuesday, April 6

1:00 - 4:00 PM

Instructor: Mark Feinroth

Maryland Code of Ethics

Thursday, April 8

1:00 - 4:00 PM

Instructors: Kathleen Dartez
and Colette Massengale

MREC RE Brokerage

Relationships & Disclosures

Tuesday, April 20

9:00 AM - 12:00 PM

Instructor: Kathleen Dartez

How to Sell a HUD Home

Tuesday, April 22

10:00 - 11:30 AM

Instructor: Jim Bass

Fair Housing Course

Thursday, April 22

6:00 - 7:30 PM

Instructor: TBA

Currently, all Continuing Education classes are being offered virtually. A Zoom link will be sent to your registered e-mail address the day before the class. Pursuant to DLLR authorization for online continuing education during the pandemic. To register for any course, visit your member portal at www.fcar.org.

VIRTUAL CLASS INFORMATION

- Arrive early to check-in. The zoom will open 15 minutes prior to class start time.
- Be prepared to show your license to enter the class.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present.
- All virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force.
- There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at www.fcar.org.

PLANT THE SEEDS FOR YOUR CAREER
BUY TODAY & COMPLETE YOUR COURSES ON YOUR SCHEDULE.

SAVE 40%

ON THE BEST REAL ESTATE EDUCATION

PROMO CODE PLANT

OHIO PRE-LICENSING NOT INCLUDED.
PRICES, PROMOTIONS, AND PRODUCTS ARE SUBJECT
TO CHANGE WITHOUT NOTICE.

The CE Shop VALID 3/24 UNTIL 11:59 CST

Special Thanks

to our Newsletter Sponsors



**SALISBURY
McLISTER
& FOLEY SM&F**
REAL ESTATE LAW SINCE 1978

Best of 2018
Best of 2019
Best of 2020

REAL ESTATE
SETTLEMENT &
TITLE COMPANY

100 W Church Street
Frederick, MD 21701
301-696-7235

Patrick F. McLister

John P. Foley, IV



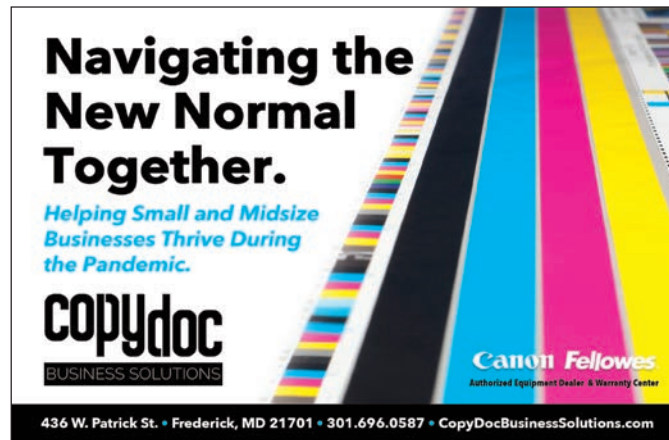
**VILLAGE
SETTLEMENTS, INC.**
PARKER, SIMON,
HAHN & DELISI, LLC
Real Estate Attorneys

OUR ATTORNEYS
ALWAYS CONDUCT
THE SETTLEMENT

5283 Corporate Drive, Suite 301
Frederick, MD 21703
Phone: (301) 698-9300

www.villagesettlements.com

Mention this ad for a \$100 reduction
of the settlement fee in connection
with a real estate settlement
conducted by Village Settlements, Inc.



**Navigating the
New Normal
Together.**

Helping Small and Midsize
Businesses Thrive During
the Pandemic.

copydoc
BUSINESS SOLUTIONS

Canon Fellowes
Authorized Equipment Dealer & Warranty Center

436 W. Patrick St. • Frederick, MD 21701 • 301.696.0587 • CopyDocBusinessSolutions.com



Frederick County Association of REALTORS®

The Voice of Real Estate in Frederick County

478 Prospect Blvd. | Frederick, MD 21701 | 301-663-0757

Have questions? info@fcar.org

Find us online: www.fcar.org

