



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

June 13, 2024

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### FCAR SOCIAL SHORTCUTS



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

## Summer Donation Drive Begins

**Summer  
DONATION  
DRIVE**

**BENEFITING**  
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Incarcerated  
Parents  
Partnership**

**Give by August 1: Tap the link in  
our bio or visit the url below!**

**[go.fcar.org/coipp24](https://go.fcar.org/coipp24)**

**C.O.I.P.P.**  
Children of Incarcerated Parents Partnership

## For Only \$15, This Certification is a Steal

**ally.**

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** LGBTQ+ REAL ESTATE

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

**Non-Members Welcome** **\$15** **REGISTER TODAY**

# Membership

## June Membership Meeting with Chris Hill



Not one to mince words, today's Membership Meeting with **Maryland REALTORS® 2024 President Chris Hill** offered our members straight talk on the current issues facing today's real estate industry.

FCAR CEO Hugh Gordon and President Kris Alcorn opened the meeting, Beau Pichon of Lakeside Title Company delivered the Legal Update with info on upcoming legislation, and Jeff Stempler of First Home Mortgage Corporation gave us a reality check on the state of interest rates. The event's door prize was sponsored by Heather Bordenski of Fox Mountain Property Inspections.

***Pictured (top, left to right):** 2024 Maryland REALTORS® President Chris Hill, 2024 FCAR President Kris Alcorn, and FCAR CEO Hugh Gordon. (additional photo captions available on Facebook)*



# News You Can Use

## Big Dates & Deadlines

**September 1-30**

### FCAR Board Elections

**Thursday, September 5**

### Membership Meeting

Featuring Police Chief Jason Lando

**September 9-13**

### FCAR Membership Week

Free CE, Store Discounts, and more

**September 9-13**

### YPN Cornhole Tournament

Utica Park | Sponsorships Available

**September 16-19**

### MD Realtors® Conference

Ocean City, MD

**November 8-11**

### NAR NXT Conference

Boston, MA | [narnxt.realtor](https://narnxt.realtor)

**Thursday, November 14**

### FCARe Charity Auction

Theme: *Get Groovy and Give*

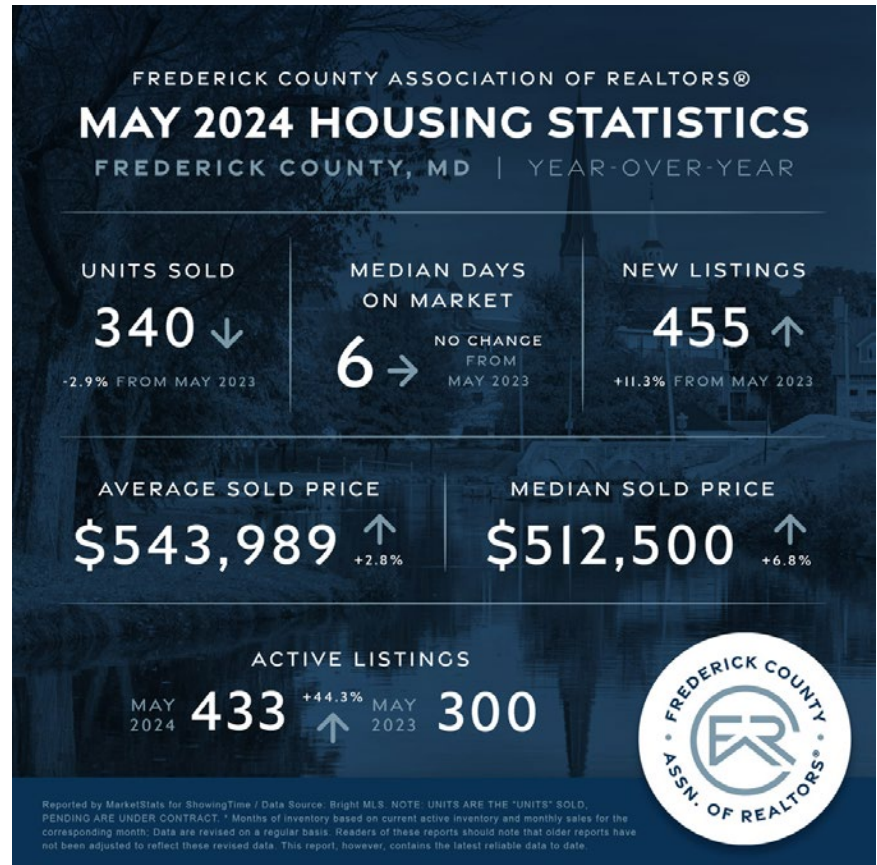
**Deadline: December 31**

### Code of Ethics Cycle 7 Ends

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

## Housing Market Statistics

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



	WEEK ENDING June 9, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
New Purchase Contracts	6,757	-1.0%	+15.9%
Median Time to Contract	18 days	+0 days	-1 day
New Listings	6,460	+9.3%	+9.5%
Median List Price	\$429,900	+7.5%	-0.0%
Active Listings	32,126	+19.3%	+1.8%
% Active Listings with a Price Decrease	8.8%	+1.1 pp	+0.4 pp
Canceled Listings	430	+9.1%	+20.4%

Note: Technical issue with showings data to be resolved as soon as possible  
pp = percentage points



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

# News You Can Use

## BRIGHT MLS CHANGES:

### June 12: Bright MLS Policy Updates

[VIEW FORM](#)

The first set of NAR Settlement and Bright Policy updates is here. Here are the changes you'll see as of today:

#### New seller concession field at listing entry

These optional, fully negotiable fields are where you can indicate whether or not your seller is willing to offer concessions to the buyer—and if so, how much.

#### New fields for entering specific concession details after close

Also optional, these editable fields let you enter information about how the actual concessions were paid.

#### New client disclosure form available

Designed to help clarify marketing options and MLS rules for buyers and sellers, this form is available for you to view and begin to use with your clients. It will be required starting August 14th.

## NAR SETTLEMENT DETAILS:

### Timeline for the Proposed NAR Settlement

There are a lot of moving parts to the recent NAR settlement, and we wouldn't blame you for feeling confused. Thankfully, NAR has also provided resources to help REALTORS® prepare for how the new regulations affect how they conduct business.

#### NAR SETTLEMENT TIMELINE\*

[VIEW SETTLEMENT FAQ](#)

# FCAR.ORG/EVENTS

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## Lunch & Learn: Pronouns & Professionalism

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!

## 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, Joe O'Connell, and Jennifer Lewis of Edge Home Finance.**



## Certified Ally Course Monday, June 24 | 1:00-3:00 PM

This 2 hour thought-provoking and interactive session will help you develop a better understanding of the LGBTQ+ community and provide you with knowledge on how to work with potential home buyers and sellers who identify as part of the community. (2.0 CE credits) **Invite your business colleagues!**

## Commercial Basics Seminar: Commercial Inspections

Wednesday, June 26 | 1:00-3:00 PM at FCAR with Seamus Fitzgerald

Featuring instruction from knowledgeable local commercial experts, this series is designed to help REALTORS® learn the basics of commercial real estate in just a few short sessions.

## 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

**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](http://fcar.org) and click the login button or visit [go.fcar.org/login](http://go.fcar.org/login).

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

## 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®*

## Contracts Law Elective

**Tue., July 9** | 9:00-10:30 AM

*Instructor: MD REALTORS®*

## MREC Required Supervision

**Thu., July 11** | 9:00AM-12:00 PM

*Instructor: MD REALTORS®*

## Fair Housing

**Tue., July 16** | 9:00-10:30 AM

*Instructor: MD REALTORS®*



## Alliance Certified Ally Course\*

**Mon., June 24** | 1:00-3:00 PM at FCAR

*Instructor: Alex Cruz* | \$15 | *Non-Members welcome*



## **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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