



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

March 8, 2024

2024 FCAR Board of Directors

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kalcornfcar@gmail.com

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Christopher Highland, Director

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Julie Larson, Director

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Dan Cumberland Jr., Strategic Partner Director

dan@moyerandsons.com

FCAR SOCIAL SHORTCUTS



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

MEET THE BOARD: Director Soraya Gillespie



Originally from the New York/New Jersey area, Soraya Gillespie's background in risk management helped her navigate her 2006 transition into real estate as a proactive leader who can listen and negotiate.

Soraya earned her GRI through Maryland REALTORS® in 2020 and obtained her Associate Broker's license in 2022.

She served as FCAR's RPAC Subcommittee chair the same year before stepping into a REALTOR® Director position in 2023. Soraya continues to serve her fellow members with excellence, works as a REALTOR® with Welcome Home Realty Group, and also runs her own property management company, Top Tier Property Management.

JOIN MARYLAND REALTORS® AT OUR 2024
**Maryland
REALTORS® REGIONAL
ROUNDTABLES**

Wed., April 3 | 10AM-2PM | Eagle's Nest Country Club | Phoenix, MD
Join FCAR leadership for a day of conversation, networking, and discovery in the industry. **RSVP:** go.fcar.org/roundtable24

Membership

2023 FCAR Award Winners



Mcclintock Distilling played host to this year's FCAR Awards, an event that shined the spotlight on the best and brightest of your fellow members from the last calendar year. Special thanks to our Association level sponsor, **Iron Valley Real Estate of Central MD**. Photo credit: Whysall Photography, LLC.



Daniel Ramirez
Rookie of the Year
The Agency Frederick



Susan Houck
Community Service Award, Selling Spires Group RE/MAX Aspire



Mary Ellen Mitchell
Community Activist Award, Housing Frederick



Gloria Castle
Charles S.V. Sanner Award, Real Estate Teams



Meg Gawler
Janet McKinney Award
Community Title Network



Kerry Mandrik
REALTOR® Shining Star
Long & Foster Frederick



Houston Darling
Strategic Partner Shining Star
Sandy Spring Bank



Sharon Oland
REALTOR® Lifetime Achievement
Bach Real Estate



Terry Kernan
Strategic Partner Lifetime Achievement
Presidential Bank Mortgage



Bill Armstrong
RPAC Hall of Fame, Mackintosh REALTORS®



Hanna Houck
DEI Award, Selling Spires Group RE/MAX Aspire



Terez Dorsey
Associate Executive's Award, KWRC



George Makrides
Strategic Partner of the Year
CBM Mortgage



Amos Martin,
REALTOR® of the Year
VCRE

News You Can Use

Big Dates & Deadlines

Wednesday, April 3

Maryland REALTORS® Regional Roundtable

Eagle's Nest Golf Course, Phoenix, MD

Thursday, April 4

Membership Meeting

Guest Speaker: Terrence Gabriel,
Fidelity National Financial
Hot Title Topics to Know

Wednesday, April 10

2024 FCAR Trade Show

REALTORS®: Register for free today!
Strategic Partners: Table and booth
reservations end March 22.

Thursday, May 2

Membership Meeting

Guest Speaker: Justin Matney, Director of
Resource Integration, Quantum Loophole

Meetings: May 4-9, Expo: May 6-7

REALTOR® Legislative Meetings & Trade Expo

Walter E. Washington Convention Center

Thursday, May 23

RPAC Major Investor Dinner

Deadline: December 31

Code of Ethics Cycle 7 Ends

Housing Market Statistics

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



	WEEK ENDING February 25, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	90,924	-11.2%	+11.3%
New Purchase Contracts	5,338	-5.1%	+3.4%
Median Time to Contract	19 days	-2 days	+1 day
New Listings	4,866	+6.9%	-0.5%
Median List Price	\$399,900	+5.3%	-2.5%

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

News You Can Use

REALTORS® & LENDERS NEEDED:

Frederick Pre-Purchase Education Course with Steven Rose

Do you have a passion for first time homebuyers and the knowledge to back it up? If so, **contact Terez Dorsey** (realtorterezdorsey@gmail.com) to learn more about helping to facilitate this workshop for Frederick Department of Housing and Human Services (DHHS). This monthly class is held each third Tuesday on Zoom.

SAT-SUN, MARCH 16-17 | FREDERICK FAIRGROUNDS

FCBIA Home Show Booth Spots Available

Spring is nearly here, which means the FCBIA's annual Home Show is back! FCAR has reserved a booth for the popular expo and is looking for REALTORS® and Lenders to staff it. We will handle the setup and take down, and you have the opportunity to network and hand out promotional items. Choose your time slot on our [event spreadsheet](#).

GoFundMe for King Family

Brent King, the husband of Caley Childs-King, tragically passed away in a kayaking accident in late February. A GoFundMe has been set up to aid the family in covering funeral expenses and navigating life without Brent. Caley Childs-King is an assistant to FCAR member Lori Rogers of Keller Williams Realty Centre. [You can donate here.](#)



Join your Community Service Committee for a little Spring Cleaning in Downtown Frederick. Volunteers will sweep sidewalks, mulch tree wells, pick up trash and plant flowers. The event is held from 8:30-11:30 AM. Complimentary lunch will be served for volunteers.

How to volunteer: Click the button and select FCAR in the checkout phase to join our volunteer team at the event!

SIGN UP TODAY



FCAR.ORG/EVENTS

YPN Happy Hour: X-Golf

Thursday, March 14 | 4:00-6:00 PM

Sponsored by Salisbury, McLister & Foley LLP
and Shore United Bank.

New Construction Lunch & Learn

Wednesday, March 20 | 12:00-1:00 PM at FCAR

Philip Dancer, Dancer & Co. Home Inspections

Maryland REALTORS® Regional Roundtable: Phoenix, MD

Wednesday, April 3 | 10:00 AM-2:00 PM | go.fcar.org/roundtable24



April Membership Meeting

Thursday, April 4 | 11:30 AM-1:30 PM

Hot Title Topics: What You Should Know with Terrence Gabriel



TRADE SHOW 2024
FREDERICK COUNTY ASSOCIATION OF REALTORS®



Wild, Wild West

REALTORS® Register today for free! Wednesday, April 10 | 11AM-2PM

Strategic Partners: Table & Booth Registration End March 22



REALTOR® Legislative Meetings & Trade Expo

May 4-9 | Expo: May 6-7

Join us in advancing and supporting real estate issues that matter in every community by continuing the critical policy conversations among REALTORS®, lawmakers, and industry leaders.

FCAR CONTINUING EDUCATION

PLEASE NOTE: All winter classes (January-March) are virtual.

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

Contracts Law Review Elective

Tue., Mar. 12 | 9:00-10:30 AM

Instructor: Maryland REALTORS®

Fair Housing

Tue., Mar. 19 | 9:00-10:30 AM

Instructor: Maryland REALTORS®

New Member Orientation

Tue., Apr. 16 | 12:00-1:30 PM

**In-person at FCAR with*

Kelly Malagari & Maureen Nichols

At Home with Diversity

Apr. 23 & May 1 | 2:00-5:00 PM

Instructor: Brenda Kasuva

Buyer Consumer-Based Consultation

Fri., Apr. 26 | 9:30 AM-12:30 PM

Instructor: Mary Chieppa

Implicit Bias: Overcoming Barriers to Fair Housing

Thu., May 23 | 10:00 AM-1:00 PM

Instructor: Maryland REALTORS®



MARYLAND REALTORS® GRI COURSES

GRI 300 April 2-11 | [Details](#)

GRI 400 May 5-11 | [Details](#)



[REGISTER ONLINE](#)

HAVE YOU MASTERED BRIGHT MLS?

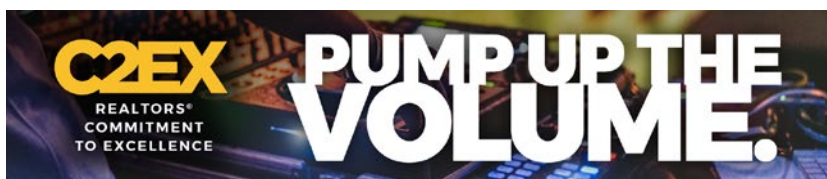
Instructor: Steve Hoover, Bright MLS Customer Success Coach

How to Enter a Listing in Bright MLS

Thu., Mar. 21 | 10:00-10:45 AM on Zoom

Prospecting in Bright's Public Records

Thu., Mar. 21 | 2:00-3:00 PM on Zoom



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