



Newsletter

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

March 11, 2021

Meet the Board

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kevin@careylendingteam.com

Get to Know Your Board: Amanda Addington

Amanda Addington has been a licensed REALTOR full time since 2009. She is an Associate Broker with EXP Realty. She currently serves as the Immediate Past President for FCAR and has been in the board since 2017. She is passionate about sharing her knowledge and experience with others, both clients and fellow REALTORS, to empower them to be able to successfully achieve their real estate goals.

Outside of the real estate industry, Amanda is a member of the Rotary Club of Carroll Creek. Amanda and her husband are avid baseball fans and manage the player host program for the Frederick Keys (Baltimore Orioles affiliate). Amanda is in love with Frederick and lives downtown with her husband and she loves to talk about everything that the City of Frederick and Frederick County have to offer.



Amanda Addington,
Immediate Past President

Stay in the Loop

Follow FCAR on social media



FCAR COVID-19 Info Site

We have created a page on the FCAR website relating to COVID-19. On it you will find 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 Kelly Malagari



Kelly Malagari,
Events/Membership Committee Chair
Former Community Service Chair

I became an active member of FCAR 15 years ago when I joined the Community Service Committee. I participated on that committee for 12+ years, and was honored to be the chair for 5 of those years. I was a new agent at that time, and my goal was to build a relationship with my peers at FCAR and actively serve the Frederick County Community.

As a result, I gained many friends and associates in the real estate industry and was a part of an awesome team that provided Frederick County organizations with much needed financial assistance. *And boy, was that ever fun!*

Currently, I am the Chair of the Events/Membership Committee and our mission is to provide quality meetings and programs that will energize all members to become engaged in our well-respected association. My rewards through involvement have been immense and I am grateful for the opportunity to continue to serve the FCAR community.

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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

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.

Membership Meeting

Tuesday, March 16

10:00 AM - 11:30 AM

Join us in your greenest attire for St. Patrick's Day as Veronica McManus of RPR shares new features of the program.

Broker's Meeting

Thursday, March 18

11:00 AM - 12:30 PM

YPN Advisory and Women's Council of Realtors

Wednesday, March 31

12:00 PM - 1:00 PM

"The Real Deal for Land, Residential and Commercial"

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 Annual Membership Meeting featuring Appraiser Wayne Six.

Virtual Event

MEMBERSHIP MEETING

Tuesday, March 16 | 10:00 - 11:30 AM

Join us for a St. Patrick's Day theme: Wear your green on the screen!



Veronica McManus, Director of Industry Relations for Realtors Property Resource, will share new features of the RPR program.

You'll walk away knowing:

- New shortcuts to save time and effort
- How to create impressive CMAs using the latest platform
- Tips and Tricks to use the platform to post on your social media pages

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

Continuing Education

Don't delay! While license renewals have been extended in Maryland due to Covid-19, you will still need to ensure all continuing education credits have been earned when the extension expires.

Loan Programs

Tuesday, March 23

1:00 - 2:30 PM

Instructor: Terry Catalano

Home Inspection Issues and Minimum Standards

Wednesday, March 24

1:00 - 2:30 PM

Instructor: Michael Tebeau

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

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.

In-Person Event

New Member Orientation

Tuesday, March 16 | 1:00 - 2:30 PM

If you or a realtor in your office have recently joined us, these programs are an excellent opportunity to discover all the benefits, tools, and services FCAR members enjoy.

The class is limited to 12 people and will be held in the FCAR Training Room, which has been modified to adhere to social distancing requirements. Attendees are required to wear a mask while in the FCAR Office.

If you want to attend, but aren't comfortable coming into the FCAR Office, please contact us at 301-663-0757.

[CLICK HERE TO REGISTER FOR THIS EVENT](#)

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.

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

DID YOU KNOW that there’s a private Facebook group for FCAR members?

It’s a safe space to share valuable information about events, business tips, articles, and RPAC activities.

To find it, search “groups” on Facebook for “FCAR Members and Affiliates”.

[Click HERE to Join](#)

Not on Facebook?

FCAR is also on Instagram and Twitter.

(@FCAR_MD and @FCARMD1)

License Extensions During Covid-19

The Maryland Real Estate Commission has pushed out the expiration date for licenses that will expire during the COVID-19 State of Emergency, as per Governor Larry Hogan’s order in March 2020.

Licensees will have 90 days from the date the State of Emergency is lifted to renew their license. The license expiration extension is temporary and the Real Estate Commission is encouraging licensees to continue to take the

necessary classes they will need to renew their license.

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

Note: The Governor’s office may lift the State of Emergency on or around June 30, 2021. So, if you have any continuing ed. to complete by then, *don’t delay!*



Beware “The Love Letter”

A “buyer love letter” could include letters, videos, photos or any communication that accompanies an offer from a potential buyer to appeal to the seller.

These “love letters” often innocently include personal information that reveals a prohibited basis for discrimination. A love letter can trigger implicit bias, putting a seller in the position of preferring a buyer based on a “feeling” or something that the seller “just likes” about the buyer. Accepting an offer based on anything other than the price, terms and merits of the offer might violate fair housing law. REALTORS® should discourage the use and consideration of buyer love letters to reduce the risk of discrimination.

If you are the listing agent, here are some best practices in a multiple offer situation:

- Discuss the potential for multiple offers at the listing appointment; explain the options available to the seller and have the seller initial the appropriate box on the listing agreement regarding whether you may disclose the existence of multiple offers to prospective buyers/agents.

- Explain the fair housing implications of a buyer love letter. Confirm that such letters should not be accepted, and if the seller insists on reading a love letter, advise that they consult legal counsel and document their decision-making process. The seller should be prepared to explain why they accepted an offer that contained less favorable financial terms and rejected an offer with more favorable financial terms.

- Make reasonable efforts to keep buyers’ agents up to date on the status of offers.

If you are the buyer’s agent, here are some best practices in a multiple offer situation:

- Educate buyer clients about the current market and their options for making an offer.
- Remind your buyer that you may not know if there are other offers on the table, depending upon the authority given to the listing agent in the listing agreement.
- If the buyer insists on including a love letter, explain the fair housing concerns and do not read or accept the letter.



SentriLock Reciprocity in Maryland

In order for agents to access homes through SentiLock outside of their home association boundaries, a reciprocity agreement is necessary. FCAR members already have reciprocity with all associations in Maryland except for the Garrett and Coastal Associations.

If you wish to show properties in the Garrett and Coastal Association boundaries, you must complete the appropriate reciprocity form prior to showing the property. The same rules SentiLock Reciprocity.

In Maryland and regulations for SentiLock users remain in effect. Anyone caught breaking these rules will be subject to fines set by each association.

Processing these reciprocity agreements can take up to 2-3 business days to complete. Please plan accordingly to make sure there is enough time to complete the process before you plan to show the property.

FCAR does not currently have reciprocity agreements with associations in Pennsylvania, Virginia or West

Virginia. If you plan to show properties in these states, please research how to obtain reciprocity agreements.

Forms for Garrett and Coastal Associations are available on the FCAR website by clicking [HERE](#).

Completed forms should be emailed to Kelley Burley at kelley@fcar.org.

Please call 301-663-0757 with any questions.



Special Thanks

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Have questions? info@fcar.org

Find us online: www.fcar.org

