



Newsletter

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

July 7, 2021

Meet the Board

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A Great Opportunity for Affiliates The FCBIA Home Show 2021

Four slots are available at our booth at the Frederick County Building Industry Association's August 7-8 event.

That's right—this annual event is back and we've made space available for Affiliate Members at our booth. This is a first come, first served opportunity. Interested members can contact Natalie McLister (natalie@fcar.org) to learn more or reserve their slot at the event.

FCAR SOCIAL SHORTCUTS



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



2022 Board of Directors

Applications are being [accepted](#) through July 15.

If you have ever considered serving at FCAR in a leadership capacity, this could be your opportunity!

For additional questions, contact [Amanda Addington](mailto:Amanda.Addington).

Membership

Affiliates' Corner: Old Republic Home Protection



Marlene Campini
Senior Account Executive

Do Your Clients Need a Home Warranty?

Are the appliances and systems ready for middle school? On a tight budget? Not handy?

Having a home warranty doesn't mean the homeowner will never have to spend a dime on home repairs. Warranties were designed by Realtors almost 50 years ago to help mitigate after sale issues and to provide the buyer with some peace of mind.

In today's fast paced market, a home warranty is important for a

it for other things. A warranty can also be helpful for people who have just depleted their savings to buy a home and want to avoid any additional major expenses.

For home sellers, offering the buyer a paid one year home warranty with the purchase may provide a measure of protection against buyer complaints about problems that arise after the sale closes and within that first year.

Expectations: home warranty vs home owners insurance? *Let's talk!* Setting realistic expectations with your clients keeps everyone happier. Happier clients = happy referrals.

"... a home warranty is important for a homeowner who doesn't have an emergency fund or wants to reserve it for other things."

homeowner who doesn't have an emergency fund or wants to reserve

Old Republic Home Protection | www.myorhp.com/marlenecampini | 800-282-7131 ext.1227

Proudly serving Annapolis, Baltimore, Bethesda, Frederick, and surrounding areas.



Want your own corner?

This new column is free to all FCAR Affiliate Members. Let us know you're interested in taking advantage of this great opportunity by contacting joe@fcar.org.

Big Dates & Deadlines

Thursday, July 15:

2022 Board of Directors Applications

We are accepting applications for next year's board through July 15. If you are interested in serving in a leadership capacity at FCAR, [apply today](#).

For a list of Director responsibilities, [click here](#).

Tuesday-Thursday, October 12-14:

Maryland REALTORS® Conference

MR's annual conference returns to Ocean City at the Clarion Resort Fountainbleau Hotel, but \$199 early bird pricing ends soon. [Learn more](#).

Tuesday, October 19:

FCAR Trade Show

Affiliate table/booth registration is open and sponsorship opportunities are also available. [Learn more](#).

Friday, December 31:

Current NAR Code of Ethics Cycle Ends

Don't let this date sneak up on you! REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by NAR. [Learn more](#).

bright MLS Weekly Market Report

Week Ending: July 4, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
98,433	8,631	10,444	10,022	8 Days	45,764
90.2% of 2020 127.8% of 2019	99.1% of 2020 157.1% of 2019	121.9% of 2020 282.8% of 2019	135.5% of 2020 133.1% of 2019	13 in 2020 19 in 2019	91.0% of 2020 82.4% of 2019

Weekly Highlights

- The trend of slowing buyer activity in the marketplace continued:
 - New listings continued to outpace new contracts. However 4th of July week caused some sellers to hold back from entering the market.
 - Showing volume continued to below '20.

New Showings by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	2,461	80.4%	114.3%
DE	5,250	95.8%	104.1%
MD	34,290	93.6%	161.5%
NJ	11,733	90.0%	114.4%
PA	27,546	87.7%	115.0%
VA	16,019	87.1%	119.1%
WV	1,134	100.2%	123.1%

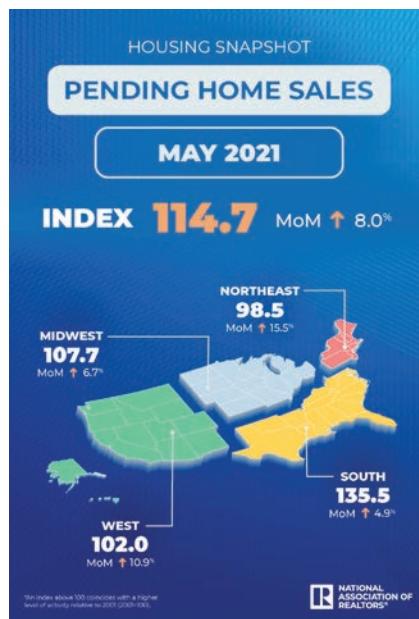
New Contracts by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	256	93.8%	162.0%
DE	500	99.2%	181.2%
MD	2,723	104.1%	146.5%
NJ	929	95.3%	180.7%
PA	2,441	93.1%	166.8%
VA	1,563	104.7%	146.3%



Click the image above to view the **Bright Steps** one-sheet summary, or view the [full report](#) on the [Bright Steps Weekly Market Update](#) page.

NAR: Pending Home Sales Bounce Back 8.0% in May



Pending home sales rebounded strongly in May, reaching the highest reading ever for the month of May since 2005, according to the National Association of Realtors®. All four U.S. regions registered both month-over-month increases and year-over-year gains for pending home sales contract transactions for the month of May.

Read the full release on this market development on NAR's [newsroom](#) page.

News You Can Use

The Frederick County Homebuyer Assistance Class

If you're serious about affordable housing and want to help in a very tangible way, *this is it!*

[The Frederick County Homebuyer Assistance Program](#) (HAP) administered by the Frederick County Department of Housing and Community Development (DHCD) helps local families with limited resources obtain their first home, by providing

up to \$8,000 in down payment/closing cost assistance.

HOW TO HELP: If you would like to volunteer to teach the one day REALTOR® or lender portion of the class, contact Terez Dorsey at realtorterezdorsey@gmail.com.

Members who have already taught this class may apply immediately, but first time instructors are required to shadow a class before doing so. The next two classes will occur on July 20 and August 17 via Zoom.

Golden Mile Alliance in Search of Operations Coordinator



A great opportunity to make contacts and earn side income.

[The Golden Mile Alliance](#) is seeking a part-time Operations Coordinator—*about 20 hours per week, flexible schedule*—someone to be the face of the organization, meet with businesses, fundraising, social media and provide operational support. Send resumes to president@goldenmilealliance.org.



Virtual GRI Level 300-400 Courses Available at MR

Maryland REALTORS® has openings in its 300 and 400 level GRI courses. Sign up today while space remains available!

[LEARN MORE](#)

Ambassadors Wanted

Are you a member of the **Asian American Real Estate Association (AREAA)**?

In an effort to incorporate diverse perspectives to enrich our membership, our FCAR Ambassador program only needs one more association: the Asian American Real Estate Association (AREAA), either at the national level or local level. If you are already a member or interested in joining, FCAR will pay the annual membership dues for one member to each organization. We ask that you are willing to provide regular feedback and updates

to FCAR leadership, so that we can share the information with our membership.

Contact Hugh Gordon at 301-663-0757 or e-mail at hugh@fcar.org if you are interested in becoming an Ambassador! *(The position doesn't come with this shiny pin, but wouldn't it be neat if it did?)*



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.

Commercial Committee Lunch & Learn

Tue., July 13 | 12:00-1:00 pm

Jason McDonald of Tele-Plus will be leading the hybrid talk: “Security Systems for Commercial Buildings.”

Membership Meeting

Wed., September 8

11:30 am-1:00 pm

After over a year of Zoom fatigue and “you’re on mute,” FCAR membership meetings are back in person! Venue details to come.

Membership Week

September 13-17

We’re celebrating YOU this September with a week of free classes, store discounts, and a membership luncheon.

Maryland REALTORS® Annual Conference

October 12-14

Ocean City, MD

Maryland REALTORS®’ yearly conference returns to the Clarion Resort Fontainebleau Hotel. Register on the [event’s website](#).

FCAR 2021 Trade Show

Tue., October 19

11:00 am-2:00 pm

We’re grooving back to the Frederick Fairgrounds with a disco theme! Table registrations and sponsorship opportunities are available at fcar.org/events.

FCAR Holiday Auction

Thu., November 11

Save the date! More details TBA.

REALTORS® Conference & Expo

November 12-15 | San Diego, CA

More info at conference.realtor.

Have you
completed your
Code of Ethics
training?

We are currently in Cycle 6, which covers January 1, 2019 through **December 31, 2021**. NAR Code of Ethics training must be completed every three years, regardless of when your license renews. You must complete a required NAR Code of Ethics training during each cycle. [Learn more.](#)



The graphic features a dark blue background with a stylized building facade. At the top center is the FCAR logo, which consists of a house icon above the letters 'FCAR'. Below the logo, the text 'Membership Week' is written in large, white, bold letters. Underneath that, 'September 13-17, 2021' is written in a smaller white font, followed by 'All Week Long' in an even smaller white font. At the bottom of the graphic, the text 'FREE CLASSES, STORE DISCOUNTS AND MORE' is written in white, all-caps font.

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.

Understanding the Contract of Sale

Thu., July 8 | 9:00 AM-12:00 PM
Beau Pichon (F-Elective, 3 Credits)

How to Successfully Sell a HUD Home

Tue., July 13 | 10:00-11:30 AM
Jim Bass (F- Elective, 1.5 Credits)

New Member Orientation

Tue., July 13 | 5:00-6:30 PM
Instructor: Hugh Gordon

Solar Energy & Solar Panels

Wed., July 14 | 9:00 AM-12:00 PM
Brienne Paugh, David Cornis
(F- Elective, 3 Credits)

FREE CLASS: Water Quality and Waterfront Property Value

Thu., July 22 | 10:00-11:30 AM
Instructor: Matt Pluta from Choptank Riverkeeper

This FREE CE virtual course for FCAR members is worth 1.5 hours of elective credits (F) and will provide resources to clients to better understand the critical area requirements of the Eastern Shore as mandated by State regulations. To register for this contact Cheryl Krebeck at the at 410-822-8767 or cheryl@msbrmd.com to register.

Monitors will be monitoring both virtual and in classroom students. If you attend the class in person, all students and monitors are required to have a laptop or smartphone so the monitor can view everyone. FCAR staff will be here to assist you. Instructors will have the option to teach in person or virtually. Virtual instructors will be displayed on our classroom projector screen. For live teachers, we will have a video camera facing them so virtual students will still be able to watch. For virtual classes, a Zoom link will be sent to your registered e-mail address the day before the class.

IN-PERSON CLASS PROTOCOLS

- You are required to bring in your laptop, tablet, or smartphone.
- A face mask is required in common areas of the office. If you are vaccinated, you may take off your mask while seated in the classroom. If you are not, please remain wearing your mask.
- There will be a limit of 15 students who can be in the classroom.
- Tables will be set up so students will be 6 feet apart.
- Phone calls, e-mailing and browsing websites will not be permitted during the class and will result in no credit.

VIRTUAL CLASS INFORMATION

- Please arrive early to check in. The Zoom will open 15 mins. prior to class start time.
- Be prepared to show your license to enter the class.
- For safety purposes, absolutely NO driving is allowed while participating in virtual classes.
- Virtual classes should be attended with the same respect as in-person education. Please do not take other phone calls, browse other websites, or be moving around.
- 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 and 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. For any additional questions, contact Natalie at 301-663-0757.

Special Thanks

to our Newsletter Sponsors

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Have questions? info@fcar.org | Find us online: www.fcar.org

