



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

February 10, 2022

Meet the 2022 Board of Directors

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Gala Tickets Go On Sale This Tuesday, February 15

Your chance to secure seating for this historic event is almost here.

Beginning **Tuesday, February 15**, reserved tables of 10 will be available for purchase. Keep your eyes on your inbox and our website (www.fcar.org) for ticket purchase timing, pricing information, and more event details.

If you or your team are planning to celebrate with us and share a table, we recommend getting a head count in advance! In order to track reserved seating, guest names will be required at the time of purchase.

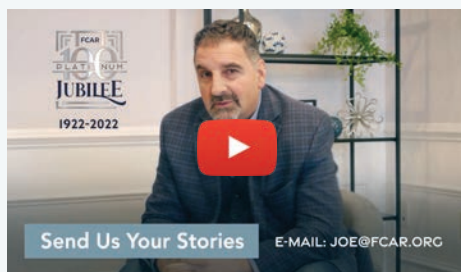


**Celebrating 100 Years
Saturday, April 30**

100 STORIES FOR 100 YEARS OF FCAR:

Write it, shoot it, or let us film it!

We've made it easy to share: Members can e-mail their story in text format, provide their own video, or sit down and film it with us.



Here's a quick prompt:

1. When did you join FCAR?
2. What do you love most about being a Realtor® (or Affiliate member)?
3. Share a funny or memorable moment from your career.

Send us your story today by e-mailing joe@fcar.org.

FCAR SOCIAL SHORTCUTS



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

Membership



February New Member Orientation

Immediate Past President Terry La Scola taught our February class and introduced over a dozen new members to the association.

Pictured (left to right): Andrew Saylor, Angela Morales, Kelly Weiner, Lauren Seaton, Jacqueline Jirsa, Deawna Gordon, Amy Grubby, Cindy Marshall, Holly Simpson, Corinne Bennett, and Scot Balsavich.

This month's class was sponsored by [Steve Fennington of Embrace Home Loans](#).

Saturday, April 30



LEARN MORE:
fcar.org/jubilee

**TICKETS GO ON SALE
FEBRUARY 15**

The Few, The Proud, The Platinum Jubilee Gala Sponsors

Gala Cocktail Sponsor: Lawyers Signature Settlements

Gold Sponsors: Cinch Home Services, Compass Realty, Guild Mortgage, MacRo Commercial Real Estate, Mackintosh Realtors®, Sandy Spring Bank, VCRE, and Welcome Home Frederick

Silver Sponsors: Bright MLS, City of Frederick, Salisbury, McLister & Foley

Bronze Sponsors: Coldwell Banker, L. P. Calomeris Realty, Motto Mortgage, Moyer & Sons Moving, Old Republic Home Protection, Realtor.com, RRC/CRS, Sally Arnold and Associates, and Sentrilock

News You Can Use

Big Dates & Deadlines

Thursday, March 3 on Zoom
Membership Meeting

Tuesday, March 15
Unpaid Dues = Inactivation
Any members with unpaid 2022 dues will be inactivated after this date.

Thursday, March 31
Maryland Realtors® Commercial Symposium
In person at Live! Casino & Hotel in Hanover, MD. Learn more or register on MR's website.

Saturday, April 24
The FCAR 5K
Tighten up those shoe laces and support the FCAR Fund! More details to come.

Wednesday, April 27
VIP Evening on the Creek
An evening at McClintock Distillery on Carrol Creek. Featuring FCAR's official 100th anniversary proclamation, cocktails & hors d'oeuvres, and our yearly award presentation.

Saturday, April 30
Platinum Jubilee Gala
FCAR is celebrating its 100th anniversary this spring! Learn more at fcar.org/jubilee. Reserved seating for tables of 10 opens February 15.

bright MLS Weekly Market Report

Week Ending: February 6, 2022

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
102,360	5,813	4,759	5,272	9 Days	31,548
111.5% of 2021 105.1% of 2020	90.1% of 2021 88.0% of 2020	108.8% of 2021 121.2% of 2020	105.5% of 2021 83.5% of 2020	10 in 2021 25 in 2020	102.3% of 2021 57.7% of 2020

Weekly Highlights

- Overall available inventory levels ran slightly above '21 (102.3%) as new listings exceeded the same week a year ago.
- Closing volume saw an uptick compared to 2021. Since the start of the year, closing levels have steadily risen.
- Showing came in above both '21 and '20, due in part to buyers being held back by the prior week's snowstorm.

New Showings by State 2022 versus 2021 / 2020

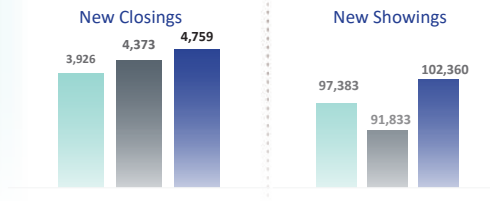
DC	3,691	91.7%	104.1%
DE	5,325	131.2%	104.7%
MD	33,365	101.7%	103.9%
NJ	11,619	121.1%	91.9%
PA	28,429	128.8%	104.2%
VA	19,085	103.1%	121.5%
WV	846	109.9%	84.9%

New Contracts by State 2022 versus 2021 / 2020

DC	217	84.1%	89.7%
DE	305	77.6%	89.9%
MD	1,837	92.2%	87.6%
NJ	645	82.4%	78.2%
PA	1,673	98.4%	89.7%
VA	1,029	83.7%	91.6%
WV	107	113.8%	96.4%

New Closings by State 2022 versus 2021 / 2020

DC	165	103.1%	117.0%
DE	301	111.5%	140.0%



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

Realtor® Party Legislative Monitor

[VIEW THE WEEKLY REPORT](#) FOR MARYLAND — FEBRUARY 3, 2022

HOME BUYING PROGRAMS

HB 480 is scheduled for a Feb. 15 hearing in the House Ways and Means Committee. This bill would allow first-time homebuyers in the state to receive the homestead property tax credit for a newly purchased home through the use of a homestead credit carryover amount.

RENT CONTROL

Maryland HB 551 is scheduled for a February 15 hearing in the House Environment and Transportation Committee. This bill would prohibit landlords from increasing rent on restricted units by more than two percent each year, and more than one percent every six months for units on a month-to-month lease.



Legislative Update

Coming Up at the Council

The Frederick County Council began its 2022 Legislative Session in January with six bills and one carryover from 2021. The FCAR Advocacy Committee is tracking new legislation as it's introduced and following two bills which are currently under consideration:

- [21-13](#) - to remove the income-based needs test for uniformed service members, and raise the home value threshold to \$500,000 to qualify for the uniformed service members property tax credit
- [22-01](#) - to require electric vehicle charging infrastructure for new residential structures

To read more about all the bills, visit the [Council Bills](#) website. County meetings will be streamed through the [County website](#).

February Meeting Dates

Tuesday, Feb. 15, 5:30 PM

County Council Meeting

Tuesday, Feb. 22, 5:30 PM

County Council Workshop

Tuesday, Feb. 22, 7:00 PM

County Council Public Hearing

State Legislation Update

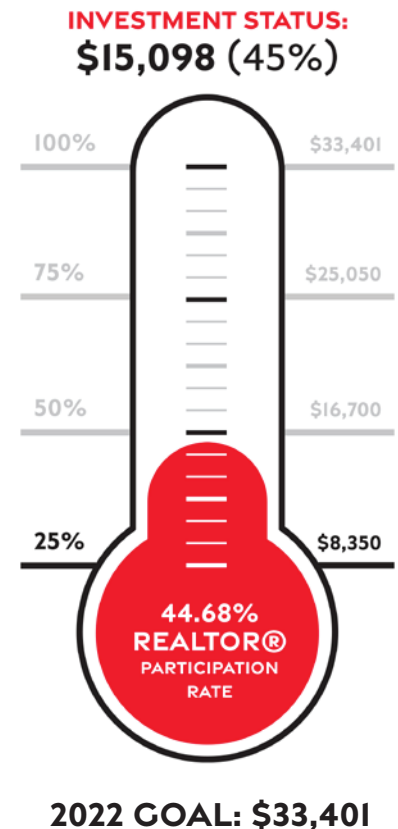
The 444th Legislative Session of the Maryland General Assembly kicked off on January 12, and FCAR is working closely with the Maryland REALTORS® Legislative Committee to monitor legislation that could affect your business. To read up on the bills we've already reviewed please view the [Maryland Realtors Legislation Status Report](#). A few of the noteworthy bills that the state is opposing include:

- [HB 298/SB 223](#) - to increase, from not more than \$8 to not more than \$73, the surcharge that the District Court is required to assess per civil case for summary ejectment, tenant holding over, or breach of lease that seeks a judgment for possession of residential property against a residential tenant and requiring the District Court to assess the surcharge against a landlord
- [HB 361/SB 320](#) - to establish uniform standards for mold assessment and remediation and authorizing a tenant to deposit rent in an escrow account if mold is found in the home
- [SB 52](#) - to require a homeowner who does not have a mortgage to maintain homeowner's insurance coverage on the property with liability coverage of at least \$100,000 for bodily or personal injury occurring on the property

RPAC Spotlight

RPAC – the REALTORS® Political Action Committee – works in conjunction with the FCAR Legislative Committee to affect legislation and initiatives that affect homeownership. RPAC pools the contributions of fellow Realtors® in Frederick County, in the state of Maryland, and from across the country to elect candidates who understand you and your business. These candidates recognize the important role homeownership plays in our society, defend private property rights, and oppose costly mandates that keep buyers from realizing the American Dream.

Protect your business in 2022 by investing in RPAC today!



FCAR Calendar

Sign up for these upcoming events using your [FCAR Membership Portal](#).

For virtual events, Zoom links are listed on the FCAR Calendar at www.fcar.org.



Informed Professionals Webinar

Wed., Feb. 16 | 12:00-1:00 PM on Zoom

Do you use video to promote your business and engage with potential clients? Pick up some quick tips to speed up your process at this month's Informed Professionals virtual session! Guest speaker Jon Prettyman will be reviewing how to edit videos in Adobe Premiere.

Register today in your Membership Portal.

RPAC Subcommittee

Mon., Feb. 14 | 9:00 AM

Informed Professionals

Wed., Feb. 16 | 12:00-1:00 PM

Advocacy Committee

Thu., Feb. 17 | 11:00 AM

Budget & Finance Committee

Mon., Feb. 21 | 9:00 AM

YPN Happy Hour

Thu., Feb. 24 | 5:00-7:00 PM

Frederick Social (50 Citizens Way)

March Membership Meeting

Thu., Mar. 3 | 11:30 AM on Zoom

Guest Speaker: Eric Soter
of Rogers Consulting

Serve at the Soup Kitchen

Tue., Mar. 8 | 5:00-7:00 PM

Contact wendy@wendyfriend.com
to learn more about serving.

Maryland Realtors® Regional Roundtable

Mon., Mar. 28 | 10:30 AM-12:00 PM

Ramada Plaza, Hagerstown, MD

2022 Maryland Realtors® Commercial Symposium

Thu., Mar. 31 | 8:00 AM-5:30 PM

Live! Casino & Hotel, Hanover, MD

FCARe 5K

Sat., Apr. 24 | TBD

Lace up your sneakers for a 5K and
Fun Run in Baker Park to support
the FCARe Fund.

VIP Evening on the Creek

Wed., Apr. 27 | TBD

FCAR's official 100th anniversary
proclamation and awards ceremony.



Platinum Jubilee Gala

Sat., Apr. 30 | 5:00-10:00 PM

Celebrating 100 years of FCAR
with a grand gala to remember.

Continuing Education

Note: All FCAR Classes Are Currently Virtual-Only

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

Zoom links will be sent out the day before the class to their registered e-mail address.

Entities, Estates & Trusts

Tue., Feb. 15 | 10:00-11:30 AM

Instructor: Beau Pichon

(F) Elective Credit

Legal and Legislative Update

Thu., Feb. 17 | 1:00-4:30 PM

Instructor: Beau Pichon

(A) Federal, State, or Local

Legislative Issues Credit

Differences in Contract: GCAAR vs. MR

Thu., Feb. 24 | 1:00-2:30 PM

Instructor: Marie Lagos

(F) Elective Credit

New Member Orientation

Tue., Mar. 8 | 12:30-2:00 PM

Mental Toughness for Agents

Tue., Mar. 8 | 9:30-11:30 AM

Instructor: Eric Rittmeyer

(F) Elective Credit

RENE
Real Estate
NEGOTIATION EXPERT

Women's Council of
REALTORS®
Frederick

When: February 23rd 8:30-12:30PM
February 25th 8:30-12:30PM
February 28th 8:30-12:30PM

Where: LIVE VIA ZOOM
Instructor: Mary Chieppa

\$199 members
\$299 non-members

\$50 RENE Refresher Audit
(available only to those that currently hold their RENE certification.
You must bring your own book, one will not be provided)

Hello Non-Members! Join WCR now and save \$100 off class price!!

DEAL

Join us for the 3 day
Real Estate Negotiation Expert Certification
course that gives you the tools you need to be a skillful
advocate for your clients!

In-person, hybrid, and virtual classroom protocols are available online:

fcar.org/continuing-education

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