



March 12, 2025

2025 FCAR Board of Directors

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Dan Cumberland Jr., Strategic Partner Director

dan@moyerandsons.com

FCAR SOCIAL SHORTCUTS

Meet the Board: Tracy Grubb, Treasurer



A REALTOR® for 32 years, Tracy graduated from James Madison University (Go Dukes!).

Active in her community, Tracy has served as PTA President of Tuscarora ES, Treasurer of Tuscarora HS Sports Boosters, Chair of THS Safe and Sane, and a member of the Friends of the Child Advocacy Center and the Impact Club.

As a master gardener and house nerd, she loves educating buyers and sellers so they feel good about their decisions. Tracy serves on the FCAR

Forms and Budget & Finance Committees, and is the upcoming Chair of the Maryland REALTORS® Professional Standards Committee.

SEND US YOUR BEST:

Send Us Your FCAR Award Nominations Before March 28

Do you know a colleague who knocked it out of the park in 2024? These awards honor association members who have gone above and beyond in one of thirteen categories.

SEND US YOURS

Membership

IN REVIEW:

March Membership Meeting



[VIEW ON FACEBOOK](#)

Nearly 100 members attended our March meeting with guest speakers covering hot local development topics.

Mark Faris of Stop MPRP, Inc. informed attendees of what they can do to voice their concerns over the controversial MPRP project, and **Richard Griffin**, Director of Economic Development for The City of Frederick, delivered exciting news about the incoming Downtown Frederick hotel, business development via FITCI, and more.

Members of our Events Committee posted with staff

in their shirts to promote Camp FCAR: The 2025 FCAR Trade Show coming up on Wednesday, April 9, at the Frederick Fairgrounds.

Legal and Lender updates were given by Jim Savitz of C.L.A. Title & Escrow and George Makrides of CBM Mortgage. The door prize was sponsored by Stephanie Libby of Iron Valley Real Estate of Central MD, and the winner of our Bring-a-Friend initiative was Nita Young (C.L.A. Title & Escrow).

Photos courtesy Paul Barrios - Lifestyle Media.

News You Can Use

Big Dates & Deadlines

Monday, March 17
Unpaid Accounts Inactivated

Thursday, March 20
Maryland REALTORS® Commercial Symposium

Tuesday, April 1: Deadline for FCAR Award Nominations

Tuesday, April 8
Maryland REALTORS® Regional Roundtable
Hilton Garden Inn, Frederick, MD

Wednesday, April 9
2025 FCAR Trade Show
Showcasing the services of our Strategic Partners with the theme "Camp FCAR"

Friday, April 18
FCAR Office Closed

Wednesday, May 7
FCAR Awards Ceremony

Monday, May 26
FCAR Office Closed

May 31-June 5
NAR Legislative Meetings
Trade Expo: June 2-3 (Mon-Tue)

Housing Market Statistics

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



Bright MLS service area

Week ending: March 9, 2025



	Week ending 3/9/2025	Compared to a year ago	Compared to a week ago
Showings	90,515	+ 5.5%	+ 9.8%
New purchase contracts	5,762	+ 3.1%	+ 8.8%
Median time to contract	21 days	+ 2 days	- 1 day
New listings	6,347	+ 14.3%	+ 10.9%
Median list price	\$439,900	+ 6.0%	+ 1.1%
Active listings	31,597	+ 20.2%	+ 3.3%
% active listings w/ a price decrease	7.7%	+ 0.4 pp	+ 0.2 pp
Canceled listings	341	+ 10.0%	+ 10.5%

VIEW BRIGHT MLS WEEKLY STATS



News You Can Use

CAMP FCAR

FCAR TRADE SHOW 2025

Wednesday, April 9 | 11AM-2PM | Frederick Fairgrounds

Free Mission BBQ | Giveaways | Camp-Themed Displays

LEARN MORE

Reminder: Do Not Share Your SentiLock Code with Clients for Unmonitored Showings

DID YOU KNOW: Sharing SentiLock codes and allowing clients to view a home without your presence can land you in hot water? FCAR received a complaint where a member did this and it resulted in a stolen property report from the sellers.

If that's news to you, be sure to review the SentiLock [User Agreement](#) and [Rules & Regulations](#).



Member Alert: Fraudulent Land Sale

REPORTED THURSDAY, FEBRUARY 6:

Be advised that the lot was listed on realtor.com, but an FCAR member confirmed that the legitimate owner has no plans to sell.

Fraudulent Seller: Daniel Burke

Contact: danielburke525@outlook.com

Property Address: 10855 Garrison Hollow Rd, Clear Spring, MD 21722



FCAR.ORG/EVENTS

Heading Toward Homeownership **Thursday, Mar. 13** | 6:30-7:30 PM at FCAR
Invite your clients for this free Financial Stability Workshop hosted at FCAR!

YPN Happy Hour **Thursday, Mar. 13** | 4-6 PM at Bushwallers Pub
This month's monthly casual networking event is sponsored by Shore United Bank and Salisbury, McLister & Foley.

Build Your Personal Brand & Community Through Social Media Content **Wednesday, Mar. 19** | 12-1 PM at FCAR
Build your personal brand and community through social media content with this free lunch & learn with Meghan Hessler of BeeCat Creative. This session will focus on strategy and engagement rather than basics.



MD REALTORS® Commercial Symposium **Thursday, Mar. 20** | College Park, MD

Camp FCAR: The 2025 Trade Show **Wednesday, Apr. 9** | 11 AM-2 PM
Build your personal brand and community through social media content with this free lunch & learn with Meghan Hessler of BeeCat Creative. This session will focus on strategy and engagement rather than basics.

Homebuying Assistance Programs **Thursday, Apr. 10** | 6:30-7:30 PM at FCAR
Attendees will learn about the local, county, and state programs that can help with down payment and closing costs.

Bring a Broom **Saturday, Apr. 26** | 8:30-11:30 AM in Downtown Frederick
FCAR's Community Service Committee has created a team for you to join so our members can serve together.

FCAR Awards Ceremony **Early May: Date TBA** | Dutch's Daughter

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 and click the login button or visit go.fcar.org/login.

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

Contracts Law Review

Thu., Mar. 13 | 10-11:30AM on Zoom
with MD REALTORS®

Fair Housing

Tue., Mar. 18 | 10AM-12PM on Zoom
with MD REALTORS®

Solar Panels*

Thu., Mar. 20 | 10-11:30AM at FCAR
with Brianne Paugh, Kenny McClain

MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 25 | 10AM-1PM on Zoom
with MD REALTORS®

Legal & Legislative Update

Thu., Mar. 27 | 9AM-12PM on Zoom
with MD REALTORS®

Fair Housing

Thu., Apr. 3 | 10AM-12PM at FCAR
with Beau Pichon

Professionalism as It Relates to MD Code of Ethics*

Tue., Apr. 22 | 1-2:30PM at FCAR
with Marie Lagos, Brianne Paugh

Preparing Buyers and Sellers for Home Inspections*

Tue., Apr. 29 | 1-3PM at FCAR
with Dan Deist

Maryland Mortgage Program*

Wed., Apr. 30 | 10-11:30AM at FCAR
Hybrid with Latoya Harris

Contract Writing for the Newly Licensed*

Tue., May 6 | 1-4PM at FCAR
with Marie Lagos



WEDNESDAY, MARCH 19

Prospecting in Bright's Public Records | 10-11 AM on Zoom

REGISTER ONLINE



VIRTUAL TRAINING

REGISTER ONLINE

EVERY MONDAY & WEDNESDAY IN FEBRUARY

SentriLock Lockbox | 11 AM-12PM or 3-4 PM on Zoom

EVERY TUESDAY IN FEBRUARY

SentriKey Showing Service | 11 AM-12 PM on Zoom

SPECIAL THANKS

to our Newsletter Sponsors



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