



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**November 13, 2024**

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### FCAR SOCIAL SHORTCUTS



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

## Have you completed your NAR Code of Ethics requirements?



Don't forget! As required for REALTOR® membership, you must complete your Code of Ethics training by December 31, 2024!

Why wait? Visit **NAR** to check your status and view training options today!

**CHECK NOW**

**Cycle 7 Deadline: December 31, 2024**

## Supporting RPAC and a chance at a free membership? **That's a win/win.**



# RPAC RAFFLE



— INVEST TODAY FOR A CHANCE TO WIN —

**WIN A FREE 2025  
FCAR\* MEMBERSHIP**

**(\$349 VALUE)**

\*DOES NOT INCLUDE NAR OR  
MARYLAND REALTOR® DUES.

OCT. 3 - DEC. 3, 2024 | WINNER TO BE DRAWN AT INSTALLATION

**\$25** FOR ONE  
TICKET

**\$50** FOR TWO  
(MAXIMUM OF TWO)

**VIEW RAFFLE PAGE**

# Membership

## Can we call it Newvember?



**Let's give a warm welcome to the dozen or so REALTORS® and Strategic Partners who attended this month's New Member Orientation.**

**Pictured (left to right):** Sponsor Chuck Via, instructor Kelly Malagari (Team Bonnie and Maureen with RE/MAX Realty Plus), Kaitlyn Christoff (Keller Williams Realty Centre), Camille Elizabeth Dixon (RE/MAX Centre Realty), Aaron Matty (Primary Residential Mortgage Maryland), Eraldo Quintanilla (Welcome Home Realty Group), Lexi Sassi (Middle Creek Realty, LLC), Natalie Winter (Primary Residential Mortgage), Matthew Hinkle (Century 21 Redwood Realty), Nathaniel Grodzicki (C21RedwoodRealty), Chan Trau (Krop Team, of Keller Williams Realty Centre), Sandra LaJoie-Maleson (C21RedwoodRealty), Niang Lian (KWRC), and instructor Maureen Nichols (Team Bonnie and Maureen with Re/max Realty Plus).

# News You Can Use

## Big Dates & Deadlines

**Thru Jan. 15 in your Membership Portal**  
**2025 Dues Payable Early**  
FCAR: \$349; MR: \$237; NAR: \$201

**Thursday, November 14**  
**FCARe Charity Auction**  
*Get Groovy and Give* to benefit Sleep in Heavenly Peace!

**Friday, November 28-29**  
**Office Closed (Thanksgiving)**

**Tuesday, December 3**  
**2025 FCAR Installation & Holiday Breakfast**  
9:00-11:00 AM at Holly Hills Golf Club

**Friday, January 6**  
**Legislative Breakfast**  
with State and Local Representatives

**Deadline: December 31**  
**NAR Code of Ethics Deadline**  
View our Fact Sheet: [go.fcara.org/cycle7](https://go.fcara.org/cycle7)

**Thursday, January 9**  
**Membership Meeting**  
with Brandi Snowden, Director of NAR Member and Consumer Research

**SAVE THE DATE: Wednesday, April 9**  
**2025 FCAR Trade Show**

## Housing Market Statistics

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



## bright<sup>TM</sup> WEEKLY STATS MLS

Bright MLS service area

**Week ending: November 10, 2024**

	Week ending 11/10/2024	Compared to a year ago	Compared to a week ago
Showings	71,977	+ 3.9%	+ 1.2%
New purchase contracts	5,449	+ 6.2%	+ 0.3%
Median time to contract	25 days	+ 1 day	0 days
New listings	4,895	+ 6.6%	+ 1.7%
Median list price	\$395,000	+ 6.8%	+ 1.2%
Active listings	37,071	+ 13.6%	0.0%
% active listings w/ a price decrease	8.3%	+ 0.8 pp	+ 0.4 pp
Canceled listings	473	+ 27.5%	+ 10.8%

**VIEW BRIGHT MLS WEEKLY STATS**



# News You Can Use

## #MEMBERSHIPHACKS

### Join a 2025 Committee

FCAR Committees are a great way to make connections, make a difference, and grow your business community. **Join one today!**

[VIEW COMMITTEES](#)



## LOCKBOX UPDATE

### SentriLock Billing Policy Changes



**Starting December 1, 2024, SentriLock will no longer waive reactivation or late fees for agent-billed customers.**

This change ensures consistency across our customer base and standardizes our business practices. Our current agreements allow SentriLock to charge agents these fees, and while we have previously offered waivers, this practice has proven labor-intensive and inconsistent.

#### How to Avoid Fees:

1. Login to your SentriKey account.
2. Navigate to Account Settings by clicking the down arrow next to your profile photo and selecting "My Settings."
3. Select "Account Settings," then "Enable Recurring Payments" or "Add Card."
4. Complete the payment setup and follow the prompts, which will redirect you to NAR's legacy recurring payment page.

## Sponsor a Meal at The Community Table



Your support helps the City of Frederick DHHS provide hot meals to local residents in need.

**Did you know that the FCAR Community Service Committee arranges a team to serve at the Community Table each month?** Formerly known as The Soup Kitchen, The Community Table serves an evening meal, seven nights a week, 365 days a year. To learn how you or your business could sponsor and staff a monthly soup kitchen team, [view the guide](#) or contact Community Service Committee member [Susan Houck](#). These teams receive great social media visibility while supporting a vital local nonprofit.

# FCAR.ORG/EVENTS

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## YPN Happy Hour: Dutch's Dungeon **Thursday, Nov. 14** | 3:30-5:30 PM

Get your (early) happy hour on before the FCARe Charity Auction! Sponsored by **LegacyHouse Title**. We will meet on the **Dragon's Den** deck in good weather and Dutch's Dungeon in the event of cold or rain.

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## 2024 FCARe Charity Auction

**Thursday, Nov. 14** | 5:30-8:30 PM at Dutch's Daughter

Raising money for the local chapter of Sleep in Heavenly Peace.

**Attire:** Groovy costume or business cocktail attire. Best Dressed for the groovy theme wins a prize.

FULL EVENT INFO



NO KID SLEEPS  
ON THE FLOOR  
IN OUR TOWN!



## Commercial Seminar: Financing & Appraisals **Tuesday, Nov. 19** | 1:00-3:00 PM

Featuring instruction from knowledgeable local commercial experts, this series is designed to help REALTORS® learn the basics of commercial real estate in just a few short sessions.

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## Foundation Issues Lunch & Learn **Wednesday, Nov. 20** | 12:00-1:00 PM

Take a deep dive into foundation issues with **Fortress Foundation Solutions**. This free Informed Professionals Lunch & Learn is open to non-members.

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## 2025 Installation & Holiday Breakfast

**Tuesday, Dec. 3** | 9:00-11:00 AM at Holly Hills

**Register today** for the Installation of our 2025 officers & directors at Holly Hills Country Club! (\$30, mimosa included)

## January Membership Meeting **Thursday, Jan. 9** | 11:30 AM-1:00 PM

**Brandi Snowden**, Director of NAR Member & Consumer Research, will be sharing a 2025 market outlook.

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# 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.*

## Fair Housing

Thu., Nov. 14 | 9:00-10:30 AM

Instructor: MD REALTORS®

## Legal & Legislative Update

Thu., Nov. 21 | 9:00 AM-12:00 PM

Instructor: MD REALTORS®

## MREC Agency-Commercial\*

Thu., Dec. 12 | 1:00-4:00 PM

Instructor: Ed Stanfield



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## WEDNESDAY, DECEMBER 11

Bright MLS Basics: Getting Started | 10:00-11:00 AM on Zoom

MLS-Touch: An On-the-Go Mobile App | 2:00-3:00 PM on Zoom

## A cornucopia of course savings.



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# Special Thanks

## *to our Newsletter Sponsors*



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