



**April 30, 2025**

## 2025 FCAR Board of Directors

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[kalcornfcar@gmail.com](mailto:kalcornfcar@gmail.com)

**Terez Dorsey, President-Elect**

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**Julie Larson, Secretary**

[julielarson@live.com](mailto:julielarson@live.com)

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[ktgrubb@comcast.net](mailto:ktgrubb@comcast.net)

**Soraya Gillespie, Director**

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**Hanna Houck, Director**

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**Christopher Highland, Director**

[chris@chrishighland.com](mailto:chris@chrishighland.com)

**Tom Mitchell, Director**

[tom@whrgcommercial.com](mailto:tom@whrgcommercial.com)

**Bill Armstrong, Director Emeritus**

[billarmstrong77@gmail.com](mailto:billarmstrong77@gmail.com)

**Dan Cumberland Jr., Strategic Partner Director**

[dan@moyerandsons.com](mailto:dan@moyerandsons.com)

## Meet the Board: Tom Mitchell, Director



Tom Mitchell is a real estate professional with over 20 years of experience, specializing in commercial sales, leasing, and property management. Licensed in California and Maryland, he spent 16 years as an independent broker and now serves as an Associate Broker with the commercial division of Welcome Home Realty Group (WHRG). He has been an active member of the FCAR Commercial Committee for three years, serving as chair for the last two. Tom has

also contributed to his community through various City of Upland committees and as chair of the city council advisory council, as well as serving on the board of Adonai, a charity supporting families of children with cancer. He lives in Jefferson with his wife Sheila and has three children and three grandchildren.

## THE FCAR AWARDS CEREMONY

WED., MAY 7 | 4-6 PM | DUTCH'S DAUGHTER

**Hurry! Ticket Sales End Monday, May 5.**

FCAR SOCIAL SHORTCUTS



Happy hour, heavy hors d'oeuvres, and networking—join us as we recognize your fellow members in over 12 categories!

**PURCHASE TIX**





# Membership

## The FCAR Trade Show and After Party



**Sponsors:** Melanie Meyer & Joe O'Connell of Edge Home Finance | Friends Title & Escrow | Village Settlements





# News You Can Use

## Big Dates & Deadlines

**Wednesday, May 7**  
**FCAR Awards Ceremony**  
 4-6PM at Dutch's Daughter

**Monday, May 26**  
**FCAR Office Closed**  
 Observing Memorial Day

**May 31-June 5**  
**NAR Legislative Meetings**  
 Trade Expo: June 2-3 (Mon-Tue)  
 Walter E. Washington Convention Center

**Thursday, June 19 | Friday, July 4**  
**FCAR Office Closures**  
 Juneteenth & Independence Day

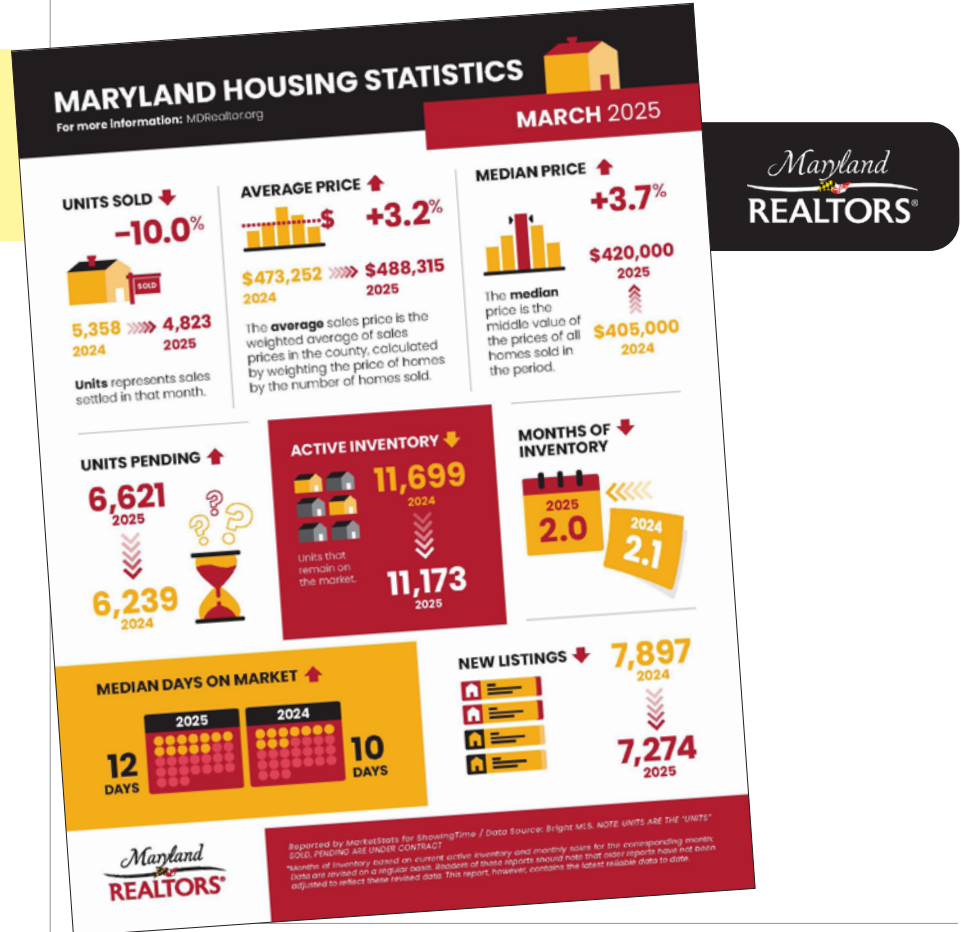
**Thursday, September 4**  
**RPAC Raffle Deadline**  
 Win free registration and hotel stay to this year's Maryland REALTORS® Conference in Ocean City, MD! [go.fcar.org/raffle25](https://go.fcar.org/raffle25)

**September 8-12**  
**Membership Week**  
 Discounts and special events to celebrate our members.

**Thursday, November 20**  
**FCARe Charity Auction**  
 Union Mills Public House

## Housing Market Statistics

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



Bright MLS service area

Week ending: April 27, 2025

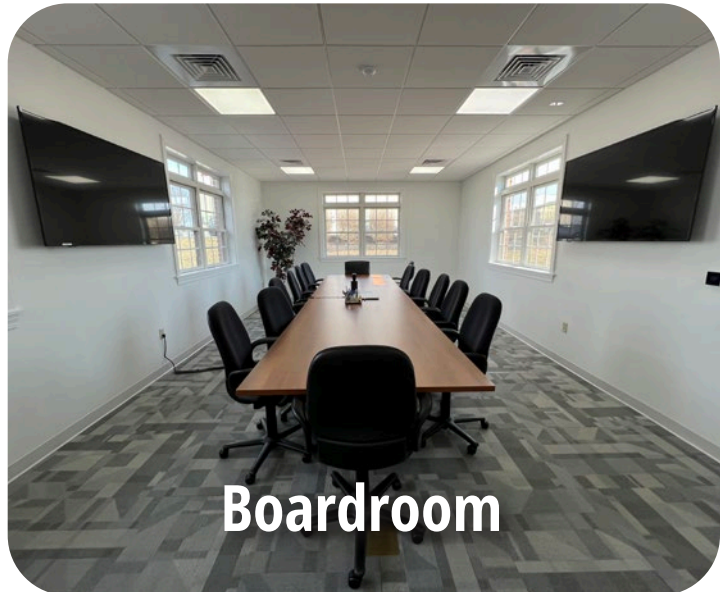
**bright**<sup>™</sup>  
 MLS

|                                       | Week ending 4/27/2025 | Compared to a year ago | Compared to a week ago |
|---------------------------------------|-----------------------|------------------------|------------------------|
| Showings                              | 101,676               | + 3.5%                 | + 29.4%                |
| New purchase contracts                | 6,199                 | + 8.1%                 | + 3.6%                 |
| Median time to contract               | 21 days               | + 3 days               | + 2 days               |
| New listings                          | 7,196                 | + 12.2%                | + 12.4%                |
| Median list price                     | \$469,250             | + 6.9%                 | + 4.3%                 |
| Active listings                       | 38,162                | + 31.8%                | + 5.7%                 |
| % active listings w/ a price decrease | 9.0%                  | + 1.0 pp               | + 1.6 pp               |
| Canceled listings                     | 463                   | + 29.7%                | + 13.5%                |

**VIEW BRIGHT MLS WEEKLY STATS**

## News You Can Use

# Did You Know: FCAR Members Can Rent Our Classroom or Boardroom for FREE



LEARN MORE ABOUT FCAR ROOM RENTAL



## New CE Reqs. for First-Time License Renewal

Did you receive your initial license on or after 10/1/2023? Is this the first time EVER that you are renewing your license? If so, you will need specific CE for that first renewal. The good news is that both FCAR is hosting several relevant courses.

### Contract Writing for the Newly Licensed

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

### Principles of Real Estate Practice

Wed., May 14 | 1-4PM at FCAR  
with Allison Zerr

### Real Estate Financing for the Newly Licensed

Wed., Jun. 11 | 10:30AM-12PM at FCAR  
with George Makrides

SEE MORE FCAR CONTINUING EDUCATION



Have questions? Learn more at DLLR: [go.fcar.org/new-license-ce](https://go.fcar.org/new-license-ce)

# FCAR.ORG/EVENTS

## FCAR Awards Ceremony

Next Wednesday, May 7 |

4-6 PM at Dutch's Daughter

**Will you be there?** Join us as this year's winners are revealed in 13 award categories. Tickets available now.



## Frederick Center Site Visit Wednesday, May 14 | 10-11 AM

Join the FCAR Diversity, Equity, and Inclusion Committee to tour The Frederick Center.



## YPN Happy Hour Thursday, May 15 | 4:30-6:30 PM at Frederick Social

This month's happy hour networking event is sponsored by JK Moving.



## Buyer Assistance Lunch & Learn Wednesday, May 21 | 12-1:30 PM at FCAR

Attendees will learn about the Maryland Mortgage Program and related grants. Sponsored by Jeff Stempler.

## REALTOR® Legislative Meetings

May 31-June 5 | Washington, D.C.

Visit the Walter E. Washington Convention Center to stay up-to-date on the latest legislative items. The Trade Expo also takes place on June 2-3 (Mon-Tue). **Register online at [legislative.realtor](https://legislative.realtor).**



CONFERENCE: MAY 31-JUNE 5  
TRADE EXPO: JUNE 2-3

# 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](http://fcar.org) and click the login button or visit [go.fcar.org/login](http://go.fcar.org/login).

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

## Contract Writing for the Newly Licensed\*

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

## MD Code of Ethics

Tue., May 13 | 1-4PM on Zoom  
with MD REALTORS®

## Principles of Real Estate Practice\*

Wed., May 14 | 1-4PM at FCAR  
with Allison Zerr

## Contracts Law Review

Thu., May 15 | 10-11:30AM on Zoom  
with MD REALTORS®

## Legal & Legislative Update

Thu., May 22 | 9AM-12PM on Zoom  
with MD REALTORS®

## MREC RE Brokerage Relationships & Disclosures

Tue., May 27 | 10AM-1PM on Zoom  
with MD REALTORS®

## MREC Required Supervision

Thu., May 29 | 10AM-1PM on Zoom  
with MD REALTORS®

## Real Estate Financing for the Newly Licensed\*

Wed., Jun. 11 | 10:30AM-12PM at FCAR  
with George Makrides



REGISTER ONLINE

## FREE BRIGHT MLS ONLINE TRAINING

*Instructor: Steve Hoover, Bright MLS Customer Success Coach*

### *New Listing Submission in Bright MLS*

Wed., May 14 | 10:00-11:00 AM on Zoom

### *Nestfully Mobile App*

Wed., June 25 | 10:00-10:30 AM on Zoom



VIRTUAL  
TRAINING

REGISTER ONLINE

## EVERY MONDAY & WEDNESDAY

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

## EVERY TUESDAY

SentryKey Showing Service | 11 AM-12 PM on Zoom



# SPECIAL THANKS

*to our Newsletter Sponsors*

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