



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

July 24, 2024



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### FCAR SOCIAL SHORTCUTS



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

## New Building Update: Progress Continues at 490 Monocacy Blvd.



[SEE MORE](#)

## Time is Running Out to Help COIPP



**Our Summer Donation Drive ends August 1! Donate today and help Children of Incarcerated Parents Partnership (COIPP).**



# Membership

## YPN Happy Hour at The Garage



Last week's Young Professionals Network (YPN) Happy Hour had The Garage abuzz with activity! Sponsored by Philip Shaidenfish of ACE Relocation Systems, attendees enjoyed free appetizers, cupcakes, and laid-back networking.

**Pictured, bottom row** (left to right): Giveaway winner Katie Patton (Legacy House Title) and event sponsor Philip Shaidenfish; YPN Committee Chair Houston Darling (Sandy Spring Bank) and giveaway winner Kenny McClain (Six, McClain & Associates).

# News You Can Use

## Big Dates & Deadlines

**Tuesday, August 13 (tentative)**  
**FCAR Office Move**

**September 1-30**  
**FCAR Board Elections**

**Thursday, September 5**  
**Membership Meeting**  
Featuring Police Chief Jason Lando

**September 9-13**  
**FCAR Membership Week**  
Free CE, Store Discounts, and more

**September 9-13**  
**YPN Cornhole Tournament**  
Utica Park | Sponsorships Available

**September 16-19**  
**MD Realtors® Conference**  
Ocean City, MD

**November 8-11**  
**NAR NXT Conference**  
Boston, MA | [narnxt.realtor](https://narnxt.realtor)

**Thursday, November 14**  
**FCARe Charity Auction**  
Theme: *Get Groovy and Give*

**Deadline: December 31**  
**Code of Ethics Cycle 7 Ends**  
View our Fact Sheet: [go.fcar.org/cycle7](https://go.fcar.org/cycle7)

## Bright MLS Policy Change Webinar

Don't miss the **August 14** webinar covering the latest and upcoming Bright MLS updates aimed at ensuring NAR settlement compliance and enhancing transparency for homebuyers and sellers.

**REGISTER TODAY AT BRIGHT MLS**

Previously Available

→ Concession fields at close

\*Concessions Y/N

Yes

\*Concessions Amount

\$3,000

\*Concessions Recipient

Buyer

Now Available

→ Seller Concession Y/N available at listing entry and a field for an amount (\$ or %) should they choose to enter that information

Concessions in the MLS may not be limited to or conditioned on the retention of or payment to a cooperating/buyer broker; they are subject to negotiation between a buyer and seller. Bright has a zero-tolerance policy for misuse of these funds.

Seller Concessions Y/N

☒ Yes ☐ No



	WEEK ENDING July 21, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	70,165	-24.0%	-22.7%
New Purchase Contracts	6,431	+2.1%	+9.1%
Median Time to Contract	21 days	+2 days	+0 days
New Listings	5,866	+7.2%	-8.6%
Median List Price	\$425,000	+6.5%	+0.0%
Active Listings	34,644	+25.3%	+0.5%
% Active Listings with a Price Decrease	8.6%	+0.6 pp	-1.0 pp
Canceled Listings	489	+44.7%	-6.7%

pp = percentage points



For more weekly insights, visit [BrightMLS.com/MarketUpdate](https://BrightMLS.com/MarketUpdate).



# News You Can Use

## HAVE QUESTIONS?

### Don't Forget About the Maryland REALTORS® Legal Hotline

Maryland REALTORS® Legal Hotline Hours have changed for the summer months. Mon.-Wed. hours remain the same but Fri. hours are from 10:00 AM-1:00 PM. Know that you can always e-mail your questions in and one of their legal associates will get back to you. (443-716-3502)

[www.mdrealtor.org/Legal-Resources/Legal-Hotline](http://www.mdrealtor.org/Legal-Resources/Legal-Hotline)



## REALTORS® & LENDERS NEEDED:

### Help Teach the First-Time Homebuyer Course

DID YOU KNOW that FCAR has partnered with the City of Frederick to teach a seminar aimed at assisting first-time homebuyers? Participating in this seminar will not only allow you to share your expertise but also position you in front of potential buyers who may not yet be represented. This is a fantastic opportunity for FCAR to continue being a go-to resource for real estate needs in our community. **Contact Terez Dorsey** ([realtorterezdorsey@gmail.com](mailto:realtorterezdorsey@gmail.com)) to learn more about helping to facilitate this workshop. This monthly class is held each third Tuesday on Zoom.

## COE CYCLE 7 ENDS DECEMBER 31:

### NAR's Code of Ethics Deadline Approaches

Have you completed your Code of Ethics requirements for the current cycle? The deadline is coming up on Dec. 31. Failure to complete training during any cycle will lead to suspension of membership for the January and February immediately following the cycle deadline, with termination of membership starting March 1 after the cycle deadline. To help you get up-to-speed on this issue, we have created a handy [Code of Ethics Fact Sheet](#). You can also check your CoE status directly on the [NAR website](#).

[VIEW OUR CODE OF ETHICS FACT SHEET](#)



# FCAR.ORG/EVENTS

## FCAR Office Move: Limited Availability, Temporary Closure, and Reopening Dates

Limited Availability: July 29-Aug. 9

Closed: Aug. 12-16 | Reopening: Monday, Aug. 19

In preparation for our move to 490 Monocacy Blvd., our office will have limited availability starting July 29. So, please plan your classroom reservations and REALTOR® Store purchases accordingly! If possible, we recommend that you call or e-mail instead of coming into the office. We appreciate your patience during this transition.

Learn more: [fcar.org/moving](https://fcar.org/moving)



## August YPN Happy Hour

Thursday, Aug. 15 | 4:00-6:00 PM

Join us at **Monocacy Crossing** for a casual networking event sponsored by **Friends Title & Escrow**.

## August Lunch & Learn: Renovation Programs

Thursday, Aug. 21 | 12:00 PM at FCAR

Sponsored by **Dennis McCarthy** of PrimeLending.

## September Membership Meeting

Thursday, Sept. 5 | 11:30 AM-1:00 PM at Dutch's Daughter

Join us for a REALTOR® Safety Month presentation from **Jason Lando**, Chief of Police for the City of Frederick.



## Membership Appreciation Week

SAVE THE DATE(S): Sept. 9-13

At our New Office: 490 Monocacy Blvd.

Save the date! Take advantage of free CE courses, free lunch events, 50% REALTOR® Store discounts, and discounted headshots from PicturePerfect LLC.

## YPN Cornhole Tournament

Friday, Sept. 13 | Utica Park, Shelter 2

**Register today!** Our Young Professionals Network is hosting its third annual Cornhole Tournament. Lunch is at noon, and bags fly at 1 PM. Event sponsorships are still being accepted.



# 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.*

## FREE CE COURSES FOR MEMBERSHIP WEEK (SEPT. 9-13)

### Avoiding Settlement Problems

Tue., Aug. 6 | 1:00-2:30 PM

Instructor: Beau Pichon

### MD Code of Ethics

Tue., Sept. 3 | 9:00AM-12:00 PM

Instructor: MD REALTORS®

### MREC RE Brokerage

Relationships & Disclosures

Tue., Sept. 3 | 1:00-4:00 PM

Instructor: MD REALTORS®

### **FREE:** Fair Housing\*

Tue., Sept. 12 | 11:00 AM-12:30 PM

Instructor: Beau Pichon

### **FREE:** 1031 Tax Exchange\*

Tue., Sept. 12 | 1:30-3:00 PM

Instructor: Beau Pichon

## NEW AND REVISED FORMS

### VIRTUAL TRAINING

NEW SETTLEMENT COMPLIANCE FORMS



Fri., July 26 | 11:00AM-12:30 PM | MD Forms

Fri., July 26 | 12:45-2:15 PM | GCAAR Forms

Thu., Aug. 1 | Time TBD | MD Forms

Thu., Aug. 8 | 1:00-2:30 PM | MD Forms

Choose a time  
that works  
for your busy  
schedule!

**brighti**<sup>®</sup>  
MLS **VIRTUAL TRAINING**

**REGISTER ONLINE**

## BRIGHT MLS POLICY CHANGES & NAR UPDATES

Wed., August 14 | 10:00 AM Zoom

*A live webinar covering latest and upcoming Bright MLS updates aimed at ensuring NAR settlement compliance and enhancing transparency for homebuyers and sellers.*

# Special Thanks

## *to our Newsletter Sponsors*



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