



Newsletter

Frederick County Association of REALTORS®
The Voice of Real Estate in Frederick County

April 1, 2021

Meet the Board

Terry La Scola, President
terry@welcomehomefrederick.com

Tony Checchia, President-Elect
tonyc@veritarealestate.com

Amanda Addington, Immediate Past President
amanda@amandaaddington.com

Amos Martin, Treasurer & Secretary
amos.martin@remax.net

Marie Lagos, Director
marie.lagos@penfedrealty.com

Ashleigh Kiggans, Director
ashleigh@macroltd.com

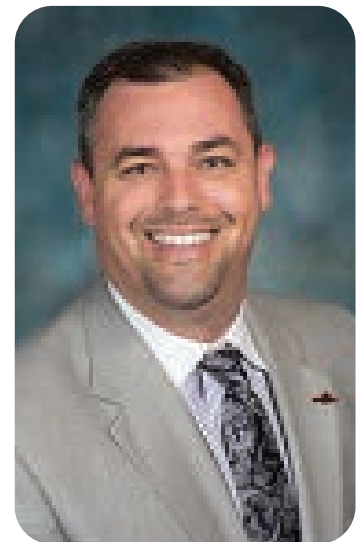
Kris Alcorn, Director
kaalcorn@live.com

Thomas Campbell, Director
thomas@charisrealty.com

Kevin Carey, Affiliate Director
kevin@careylendingteam.com

Get to Know Your Board: Kevin Carey

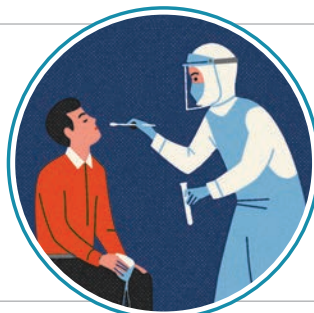
With 19 years in the mortgage business, my focus is on educating my customers with regard to the best mortgage for their particular situation. Specifically, I will work with you to select a mortgage that compliments your short and long term financial goals, a mortgage that works within your budget. In order to take this holistic approach, I use the tools available to me through my Certified Mortgage Planning Specialist (CMPS) designation. This difficult to achieve designation, held by less than 1% of mortgage originators nationwide, brings consideration of financial, tax, and estate planning into the crafting of your mortgage. My network of related financial professionals in these areas serve as a team of advisors to insure you choose the right mortgage, one that compliments your financial goals.



Kevin Carey, Affiliate Director

Stay in the Loop

Follow FCAR on social media



FCAR COVID-19 Info Site

Visit our COVID-19 page the latest association information and links to local, state and national websites offering more information about COVID-19. Click [HERE](#) to view the website.

VOLUNTEER FEATURE:

Get to Know Tracy Grubb



Tracy Grubb
Forms and Professional
Standards Committee Member

I've been a licensed REALTOR for 29 years. My husband, Kevin, who is also a licensed REALTOR, tricked me into getting my license, saying, 'we can work together'. Then he had a successful career as a Police Officer and I became an active REALTOR.

I'm a graduate of JMU (*Go Dukes!*). We are the parents of three boys who are now 20-somethings. I've always been involved in the community—PTA, Athletic Boosters, Certified Mediator for CALM, volunteer for Child Advocacy Center, Children of Incarcerated Parents Partnership, Women's Council of Realtors, and IMPACT Club of Frederick.

I love being a REALTOR as I love what 'Home' represents to people. We are with people in the happiest and most difficult times of their lives—through marriages/births/divorces/deaths/upsizing/downsizing—and I think it's an honor to walk through this process and those milestones with them. If I weren't a REALTOR, I would be a gardener or a calligrapher.

"I like meeting other Realtors that I might not meet otherwise. I'm always impressed with the level of commitment and knowledge of the other Realtors and Affiliates on the committees. I always learn something."

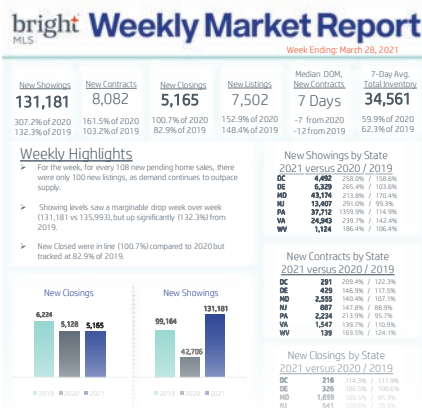
Get more out of your membership. Volunteer for one of our FCAR committees!

We are looking for as many members as possible to join.
Visit the link [HERE](#) to sign up and learn more about the following committees:

Advocacy, Budget & Finance, Commercial, Community Service,
Education, Membership Events, Forms, Grievance,
Professional Standards, Young Professionals Network Advisory

News You Can Use

Bright Steps Weekly Market Update



Click the image above to view the summary, or [view the full report](#) on the Bright MLS site.

License Renewals & CE due June 15

If you're currently practicing with your license on extended status, your updated renewal date is coming up on **June 15, 2021**.

For more information and additional resources, view the Maryland Real Estate Commission's [licensing page](#) or their [latest update](#) on COVID-related license extensions.

If you would prefer to speak to someone at FCAR with questions about your license or the requirements, please contact Hugh Gordon at the FCAR Office (301-663-0757) or email hugh@fcar.org.



SentriLock: All New Users Now App-Only

No foolin'—as of April 1, new SentriLock users will no longer be given physical SentriCards as the company draws closer to its transition to the SentriKey Real Estate app.



When SentriLock first announced its plan last year to retire the card-based lockboxes in favor of an app-based solution, January 2022 seemed far away. However, as the date grows closer, it's becoming clear that users would benefit from getting ahead of the change. Existing users can continue to access lock boxes through SentriCards, but all new users are required to use the app.

So, if you haven't used the SentriKey Real Estate app yet, save

yourself some last minute headaches by downloading the app and getting acquainted.

To help users make the switch, SentriLock created a special website called the SentriKey App School. Visit www.SentriLock.com/AppSchool to access and complete a brief education module on transitioning from the smart card to the app. It features how-to videos, helpful hints and more. You can even print a certificate to commemorate completing the module.

News You Can Use

FCAR Offices Closed tomorrow, April 2

In observance of holidays and to allow our staff to have time with their families, FCAR offices will be closed on **Friday, April 2, 2021**.

Newsletter Sponsors:

- CopyDoc Business Solutions
- Village Settlements
- Salisbury McLister & Foley

FCAR 2021 Ambassadors Program

Are you a member of the following organizations?

The Asian American Real Estate Association (AREAA)

The National Association of Hispanic Real Estate Professionals (NAHREP)

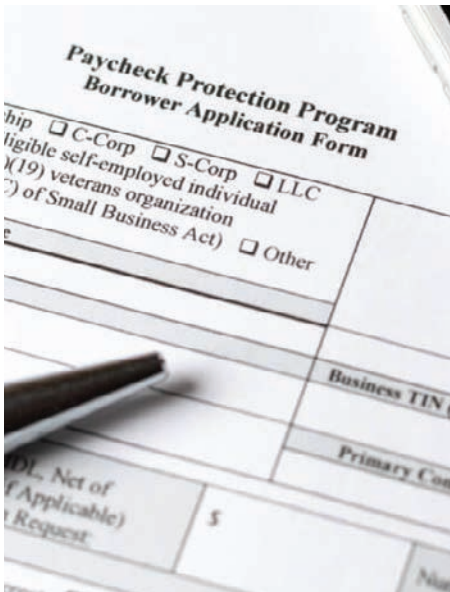
The National Association of Real Estate Brokers (NAREB)

The National Association of Gay and Lesbian Real Estate Professionals (NAGLREP)?

FCAR would like to have one Ambassador to each of these organizations, either at the national level or local level. If you are already a member or interested in joining, FCAR will pay the annual membership dues for one member to each organization. We ask that you are willing to provide regular feedback and updates to FCAR leadership, so that we can share the information with FCAR members.

Contact Hugh Gordon at (301) 663-0757 or email at hugh@fcar.org if you are interested in becoming an Ambassador!

Paycheck Protection Program (PPP Loans) Extended Again: Now Through May 31



If your business qualifies to benefit from the Paycheck Protection program, the previous deadline of March 31 has been extended through **Monday, May 31**.

Unfamiliar with the Paycheck Protection Program? The US Small Business Administration (SBA) launched the PPP in 2020 to provide financial assistance to businesses impacted by the COVID-19 pandemic. Unlike loans through standard SBA programs, PPP loans are forgivable, meaning borrowers who meet certain criteria don't have to pay back the money.

Unfortunately, numerous applicants were turned down last year, and many small businesses lost the chance to access funding before the program closed.

We'll keep you updated as more details continue to emerge.

Want to learn more? [Click here.](#)

Need to apply? Contact your local financial institution.

Looking for additional resources in regard to PPP Loans? Contact Hugh Gordon at 301-663-0757.

FCAR Calendar

Sign up for these upcoming events using your FCAR Member Portal. Please note that **all of our meetings are being held virtually** until further notice. The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

Introduction to Commercial Real Estate: Lunch & Learn

Wednesday, April 13

12:00 - 1:00 PM

Join us for a valuable hour with guest speaker Ed Stanfield. Both residential and commercial agents are welcome to attend!

New Member Orientation

Thursday, April 15

5:00 - 6:30 PM

Board Director Kris Alcorn will welcome our newest members at this in-person event.

Membership Meeting

Thursday, May 6

10:00 AM - 11:30 AM

Guest speakers: Richard Griffin & Beth Woodring



Click the raffle flier to learn more!

To purchase tickets, enter your NRDS ID and pay by credit card.



Frederick County Association of REALTORS®

RPAC Raffle

— SPRING 2021: APRIL 1-MAY 31 —

ENTER TO WIN

Choose your entry in either \$5 or \$25 amounts to support RPAC! The winner will have their choice of one of the following prize packages (valued at \$300):

Air Fryer | Solo Stove Fire Pit | Winery Tour

TO ENTER: Visit fcar.org/RPAC-Raffle-Ticket, click **BUY NOW**, enter your NRDS ID and pay by credit card.

The winner will be announced at our June 3 Membership Meeting.

CONTRIBUTIONS TO RPAC ARE NOT DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES

Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by Maryland RPAC to support state and local candidates. 30% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. This solicitation is intended for REALTORS® only. Nothing herein contained shall be construed as solicitation of contributions from non-members. Personal contributions made by check must be on a personal check, not on a corporate check. Contributions made on a corporate check will be treated as a corporate contribution as permitted under the Maryland Campaign Finance Law. *For contributions made by credit card: You acknowledge that all credit card contributions are subject to the usual requirements of law applicable to RPAC contributions. The charge applied to the account as a result of the contribution must be paid with the personal funds of the individual(s) by whom the contribution is made. Authority: Beverly Rasmussen, Treasurer

Continuing Education

Don't delay! If you're operating under a license extension, your renewal is due **June 15, 2021**. Make sure you have the required education before the deadline arrives.

Legal & Legislative Update

Tuesday, April 6

1:00 - 4:00 PM

Instructor: Mark Feinroth

Maryland Code of Ethics

Thursday, April 8

1:00 - 4:00 PM

Instructors: Kathleen Dartez
and Colette Massengale

MREC RE Brokerage

Relationships & Disclosures

Tuesday, April 20

9:00 AM - 12:00 PM

Instructor: Kathleen Dartez

How to Sell a HUD Home

Tuesday, April 22

10:00 - 11:30 AM

Instructor: Jim Bass

Fair Housing Course

Thursday, April 22

6:00 - 7:30 PM

Instructor: TBA

Currently, all Continuing Education classes are being offered virtually. A Zoom link will be sent to your registered e-mail address the day before the class. Pursuant to DLLR authorization for online continuing education during the pandemic. To register for any course, visit your member portal at www.fcar.org.

VIRTUAL CLASS INFORMATION

- Arrive early to check-in. The zoom will open 15 minutes prior to class start time.
- Be prepared to show your license to enter the class.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present.
- All virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force.
- There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at www.fcar.org.

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Have questions? info@fcar.org

Find us online: www.fcar.org

