



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

June 9, 2023

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FCAR SOCIAL SHORTCUTS



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

June 20: Free Bias Override CE Course at FCAR

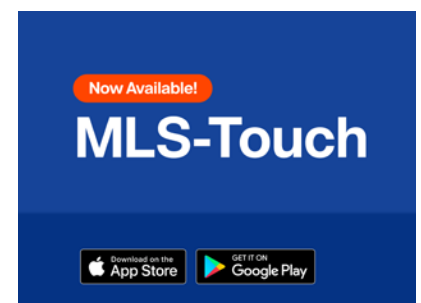
Learn to overcome entrenched stereotypical thinking and provide equal professional service to every client.



Goodbye, HomeSnap. Hello, MLS-Touch!

Effective June 30: Bright MLS will remove HomeSnap as a core offering. MLS-Touch—Bright MLS’ app solution for the short term—is available in your app store.

Learn more: go.fcjar.org/mls-touch



Membership

June Membership Meeting



Here's what you missed:

Patty Aiken of Exacta Land Surveyors educated your fellow members about house location drawings, easements, and a host of other survey-related topics that can affect their clients' property use and value.

Legal and Lender updates were given by Carey Aquilina, Esq. (Lawyers Signature Settlements, LLC) and Dana Dudley (FitzGerald Financial Group), and the door prize was sponsored by Melissa LeClair (Highland Title & Escrow). FCAR Association Executive Hugh Gordon also caught everyone up on current discussions with the Maryland Department of Energy in regard to the ongoing sewage issues.

Monthly Membership Meetings are on summer break for July and August, but save the date for **Thursday, September 7!** We will return with a dynamic REALTOR® Safety presentation by REALTOR® and Frederick Police Department Corporal Jonathan Schultz.

[LEGAL AND LEGISLATIVE UPDATE SUMMARY](#)

Big Dates & Deadlines

Tuesday, June 20 (in-person at FCAR)

FREE Implicit Bias Course

NAR's new Bias Override course meets the CE Fair Housing credit requirement for new REALTORS®.

Saturday, June 17

MD Homeownership Expo

Wayne K. Curry Sports & Learning Center

Deadline: Friday, July 14

Maryland REALTORS® Committee Deadline

Sign up and contribute at the state level.

Thursday, September 7

Membership Meeting

September 11-15

FCAR Membership Appreciation Week

Get ready for 50% store discounts, free CE courses, free food trucks, discounted headshots, and more!

Friday, September 15

YNP Cornhole Tournament

Free food, drinks, and casual competitive cornhole.

Thursday, November 9

FCAR Charity Auction

Now accepting donations for this year's event—"Be a Superhero."

Weekly Snapshot



Week Ending: June 4, 2023

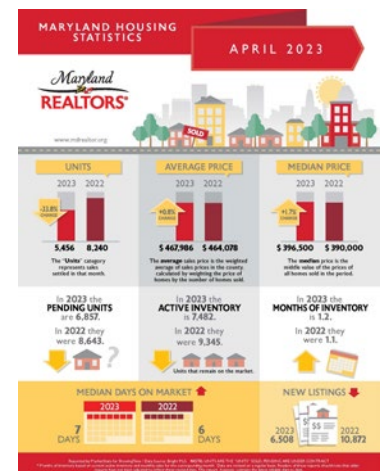
Weekly Highlights

- Dip in new contracts.** As expected, there was a decline in new contract activity in the Mid-Atlantic for the week ending June 4, 2023. After the lower showing traffic last week, fewer offers and acceptances followed. In good news, that means a rebound is anticipated next week. But contracts continue to lag their 2022 peers as interest rates now flirt with 7% and inventory tightness limits activity.
- Showings and listings have weekly gains.** Showings in the Mid-Atlantic increased 11.6% compared to last week and new listings improved 4.0%. Showing activity has hovered around the levels seen in 2019 indicating buyers are still interested in spite of market hurdles. On the other hand, sellers are holding their cards (and homes) closer to their chest with their coveted low interest rates. New listings are significantly below last year and 2019.
- Is relief in pace coming soon?** For the week ending June 4, the median time to contract bumped up one day to 15 days. One day and one week's increase does not make a trend, but past years show June as a turning point for spring market tightness. Many are looking for the Fed to pause rate hikes. Mortgage rate movement will impact demand while the lack of inventory should keep the market competitive for buyers.

	WEEK ENDING June 4, 2023	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	101,702	-12.9%	+11.6%
New Purchase Contracts	5,730	-21.2%	-15.9%
Median Time to Contract	15 days	+8 days	+1 day
New Listings	5,567	-22.9%	+4.0%
Median List Price	\$419,900	+2.4%	+5.0%

Housing Market Statistics

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



New: Summer Hours at the FCAR Office

FCAR staff is now operating from 8AM-4:30 PM Mon-Thu and 8AM-2PM on Fridays.

2023 RPAC Progress Update

Thanks to our Major Investors and a REALTOR® participation rate of 47.19%, we have collected \$27,700 (80.5%) toward our total goal of \$34,401 for the year.

Major investors for 2023 include Kris Alcorn, Jessica Almovodar, Bill Armstrong, Hugh Gordon, Maureen Nichols, FCAR, Sue Kelly, Soraya Gillespie, Hanna Houck,



Susan Houck, and Maureen Nichols. FCAR members can support the work of defending their businesses and homeowner rights by supporting the REALTOR® Party.

REALTORS® Needed to Teach City of Frederick First Time Homebuyer Workshop

Lend your expertise to help make first time homebuyers dreams come true

Do you have a passion for first time homebuyers and the knowledge to back it up? If so, **contact Terez Dorsey** (realtorterezdorsey@gmail.com) to learn more about helping to facilitate this workshop for the City of Frederick.

FCAR Sponsorships Keep You Top of Mind

Our new sponsorships get your business in front of FCAR membership and Frederick community.

As part of our 2023 strategy to add increased value for non-REALTOR® members, a [new Sponsorship Guide](#) has released. Brokerages and Strategic Partner members are invited to take a look at an entire year's worth of event sponsorships keep your businesses top of mind.



UPCOMING EVENTS



YPN Happy Hour **Thursday, June 15 | 4:00-6:00 PM**
Join us at **Brewer's Alley** in Downtown Frederick and bring your business cards! We'll be picking several winners for free Alive@Five tickets. Sponsored by Fox Mountain Property Inspections.

Informed Professionals Lunch & Learn: Agricultural Financing & Development

Wednesday, June 21 | 12:00-1:30 PM

This free Informed Professionals Lunch & Learn features guest speaker a panel of four experts on the topic: Anne Bradley, Elizabeth Benitez, Stephen McHenry, and Nicole Milbourne. Lunch is sponsored by Horizon Farm Credit. Non-members are welcome to attend.



Informed Professionals Lunch & Learn: Getting Borrowers Loan Ready

Friday, July 14 | 11:30 AM-1:00 PM

This free Informed Professionals Lunch & Learn features guest speaker J.P. Bergas, Regional Manager for Uqual. Lunch is sponsored by George Makrides of CBM Mortgage. Non-members are welcome to attend.

YPN Cornhole Tournament

Friday, Sept. 15 | 12:00-4:00 PM

Grab a partner and form a team! Our Young Professionals Network is hosting its second annual YPN Cornhole Tournament at Utica Park. Lunch is at noon and bags fly at 1 PM. This free event is open to both members and non-members. **Sponsorships are still being accepted.**



FCAR CONTINUING EDUCATION

Please note: All classes have returned to a hybrid format.

Please use your [Membership Portal](#) to sign up. Visit fcar.org and click the login button or visit go.fcar.org/login. For hybrid and virtual courses, Zoom links will be sent out the day before the class to the registered e-mail address.



FREE CE: Bias Override

Tuesday, June 20 | 1:00-4:00 PM at FCAR
This **in-person** course meets the Fair Housing credit requirement for new REALTORS®.
Instructors: Kathleen Dartez and Colette Massengale of Maryland REALTORS®



REGISTER ONLINE

IN-PERSON BRIGHT MLS TRAINING

Thu., June 15 | 11:00 AM-12:00 PM | Getting Started with Bright MLS

Thu., June 15 | 1:00-2:00 PM | Bright MLS Search

Instructor: Steve Hoover, Bright MLS Customer Success Coach

Fair Housing

Thu., June 22 | 9:30-11:00 AM

Instructor: Maryland REALTORS®

Legal & Legislative Update

Tue., June 27 | 1:00-4:00 PM

Instructor: Mary Chieppa

MREC RE Brokerage

Relationships & Disclosures

Thu., June 29 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS®

MREC Required Supervision

Thu., June 29 | 1:00-4:00 PM

Instructor: Kathleen Dartez of Maryland REALTORS®

New Member Orientation

Tue., July 11 | 9:30-11:00 AM

Instructors: Maureen Nichols, Kelly Malagari

The 10 Most Common Home Defects

Wed., July 12 | 9:30-11:30 AM

Instructor: Richard Leonard, Fox Mountain Property Inspections

COMMERCIAL SEMINAR SERIES

REGISTER ONLINE

Financing/Appraisal

Fri., Aug. 25 | 9:00-11:00 AM

Michael Pugh, Houston Darling, PW Shaffer

Commercial Contracts/Leases

Tue., Sept. 12 | 9:00-11:00 AM

Brianne Paugh

Commercial Agency (CE)

Thu., Dec. 14 | 1:00-4:00 PM

Ed Stanfield (3.0 Credits)

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