



**April 24, 2025**

## 2025 FCAR Board of Directors

**Brandi Dillon, President**

[brandi.d@theagencyre.com](mailto:brandi.d@theagencyre.com)

**Kris Alcorn, Immediate Past President**

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

**Terez Dorsey, President-Elect**

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

**Julie Larson, Secretary**

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

**Tracy Grubb, Treasurer**

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

**Soraya Gillespie, Director**

[soraya@mytptm.com](mailto:soraya@mytptm.com)

**Hanna Houck, Director**

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

**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)

FCAR SOCIAL SHORTCUTS



## Meet the Board:

### Christopher Highland, Director



Chris Highland has been a REALTOR® in Frederick County for over 30 years, calling it home with his wife Karen since 1989. After a sales career at Bell Atlantic, he transitioned to real estate, drawn by its timeless nature.

Throughout his career, Chris has worked with several brokerages, including Bach & Associates, Re/Max, and Keller Williams, where he was a Team Leader. He later served as Sales Manager at Turning Point Real Estate and helped launch

eXp Realty in Maryland, where he's now a Branch Office Manager and Growth Leader. Chris has mentored agents since the late '90s and has served on and chaired multiple FCAR committees.

## Do you have your tickets for the FCAR Awards Ceremony?

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

Join us as we recognize your fellow REALTORS® and Strategic Partners who went above and beyond last year.

**PURCHASE TIX**



# Membership

## FCAR Serves at The Community Table



Members from the FCAR Community Service Committee took this month's shift to serve at The Community Table. Serving hot meals 365 days a year, this project is run by the City of Frederick's Department of Housing and Human Services. It receives sustaining support from community sponsors and volunteer hours.

**Pictured** (left to right): Sarah Sickles (and daughter), Lori Reeder, Kelly Moskala, Frederick Genau, and Christine Moody.



## City of Frederick Fair Housing Proclamation

Members of the FCAR Board of Directors met with Frederick Mayor Michael O'Connor at City Hall to receive the official proclamation for Fair Housing Month 2025.

**Pictured** (left to right): FCAR Director Tom Mitchell, FCAR CEO Hugh Gordon, Mayor Michael O'Connor, and FCAR President-Elect Terez Dorsey.



# 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

**September 2025 (Date TBA)**  
**Membership Week**  
 Discounts and special events to celebrate our members.

**Thursday, November 20**  
**FCAR 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 20, 2025



	Week ending 4/20/2025	Compared to a year ago	Compared to a week ago
Showings	78,561	+ 21.1%	+ 17.9%
New purchase contracts	6,427	- 3.7%	+ 4.2%
Median time to contract	20 days	+ 1 day	+ 1 day
New listings	6,398	+ 1.6%	+ 6.8%
Median list price	\$450,000	- 3.5%	0.0%
Active listings	36,098	+ 26.3%	0.0%
% active listings w/ a price decrease	7.5%	+ 0.8 pp	+ 0.9 pp
Canceled listings	408	+ 46.8%	+ 6.8%

VIEW BRIGHT MLS WEEKLY STATS



# News You Can Use

## 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

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

## Invest in RPAC for your chance to win big!



The advertisement features a background image of a DoubleTree hotel building. On the left, there is a logo for 'Charting New Waters MD REALTORS' ANNUAL CONFERENCE 2025' and a QR code. In the center, the 'FREDERICK COUNTY ASSN. OF REALTORS' logo is displayed. To the right, the text 'RPAC RAFFLE' is written in large, bold, red letters. Below this, a banner reads 'APR. 21-SEPT. 4: WIN A FREE MD REALTORS® CONFERENCE STAY'. At the bottom, the main offer is 'Win a Free Maryland REALTORS® Ocean City Conference Package! (\$700 value) Includes Hotel and Conference Registration (Oct. 19-23): 4-nights at DoubleTree by Hilton Ocean City Oceanfront'. To the right of this offer, it says 'INVEST FOR YOUR CHANCE TO WIN: \$25 FOR FIVE CHANCES' and '\$50 FOR TEN (MAXIMUM OF TEN)'. At the bottom of the ad, it states 'Begins 4/21/25 | NRDS ID# required | Winner announced 9/4/25 | Sponsored by Carlton, Samson Properties, and Terez Dorsey, Properties Done Properly LLC'.

LEARN MORE OR PURCHASE RAFFLE TICKETS

# FCAR.ORG/EVENTS

---

**Bring a Broom** **Saturday, Apr. 26** | 8:30-11:30 AM in Downtown Frederick  
FCAR's Community Service Committee has created a team for you to join so our members can serve together.

---

## FCAR Awards Ceremony

**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** | 3-5 PM at Frederick Social  
This month's happy hour networking event is sponsored by JK Moving.

---

**Lunch & Learn: MMP & Grants** **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).**





# 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.*

## Preparing Buyers and Sellers for Home Inspections\*

Tue., Apr. 29 | 1-3PM at FCAR  
with Dan Deist

## Maryland Mortgage Program\*

Wed., Apr. 30 | 10-11:30AM at FCAR  
with Latoya Harris

## 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



VIRTUAL  
TRAINING

REGISTER ONLINE

### EVERY MONDAY & WEDNESDAY

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

### EVERY TUESDAY

SentriKey Showing Service | 11 AM-12 PM on Zoom



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

# SPECIAL THANKS

*to our Newsletter Sponsors*

**SALISBURY  
McLISTER  
& FOLEY SM&F**  
REAL ESTATE LAW SINCE 1978

Patrick F. McLister

John P. Foley, IV

100 W Church Street  
Frederick, MD 21701  
301-694-7235  
www.fredericktitle.com

**VILLAGE SETTLEMENTS, INC.**  
PARKER, SIMON,  
HAHN & DELISI, LLC  
*Real Estate Attorneys*

OUR ATTORNEYS  
ALWAYS CONDUCT  
THE SETTLEMENT

5283 Corporate Drive, Suite 301  
Frederick, MD 21703  
Phone: (301) 698-9300  
www.villagesettlements.com

Mention this ad for a \$100 reduction of the settlement fee in connection with a real estate settlement conducted by Village Settlements, Inc.

**United**  
TITLE SERVICE, LLC

Celebrating  
22 Years in  
Business

New Location, Same Great Service!  
Real Estate Professional Center  
617 W. Patrick Street Suite 100  
Frederick, MD 21701  
Phone: 301-631-2900  
Fax: 301-631-2911  
www.UnitedTitleService.com

Mention This Ad For  
**\$200 Off**  
Your Next  
Settlement

**Home Inspections with Quality.**

**NEXTDAY INSPECT**

46179 Westlake Dr, Suite 200B,  
Sterling, VA 20165

Call: (703) 450-6398  
Text: (703) 350-4118  
Email: info@nextdayinspect.com

Mention FCAR Get \$25 Off

Visit Our Website  
nextdayinspect.com

We offer top-notch home inspection & environmental testing services

**FREDERICK COUNTY ASSOCIATION OF REALTORS®**

*The Voice of Real Estate in Frederick County*

490 MONOCACY BLVD. | FREDERICK, MD 21701 | 301-663-0757 | [WWW.FCAR.ORG](http://WWW.FCAR.ORG)

