



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

July 11, 2023

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amos@vcre.com

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kaalcorn@live.com

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tonyc@veritarealestate.com

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darrenahearn@gmail.com

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soraya@mytptm.com

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chris@chrishighland.com

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meg.gawler@communitytn.com

FCAR SOCIAL SHORTCUTS



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

Now Open:



Support REALTOR® Party advocacy for a chance to win!

Whether it’s on the national, state, or local level, an investment in RPAC is an investment in protecting your rights as a homeowner and a REALTOR®.

This year’s annual RPAC Raffle has begun and features the grand

prize of a Yeti “Tundra Haul” wheeled cooler (valued at \$450). Tickets are available through September 6 at the low cost of \$5 for 1, \$25 for 10, or \$50 for 20.

Learn more: go.fcar.org/raffle

Free Lunch & Learns This Week: Tiny Homes and Loan Prep

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JOIN US FOR AN EXCLUSIVE REALTOR PRESENTATION

As a manufacturer of prefabricated homes for hospitality, we are excited to announce our offering to various real estate professionals to individual, non-commercial customers.

If you are an experienced agent looking to offer your clients a innovative real estate solution, we have an exclusive offer for our next Realtor Lunch & Learn event for more details on our program, whether viewing details on the website and products, our engagement models and partner commission structures. We desire to meet with you!

WHEN: Thursday June 15th, 12:00pm - 1:30pm
WHERE: Frederick County Association of Realtors 428 Ringgold Road, Frederick, MD 21701
RSVP: Followed by tour of a model unit of 12:45pm

QR code and photos of speakers: Tom Hester, Greg, Tom Hester, and Greg.

FCAR INFORMED PROFESSIONALS LUNCH & LEARN

GETTING BORROWERS LOAN READY

NEW TIME!

FRIDAY, JULY 14
12:30-1:30 PM AT FCAR
WITH J.P. BERGAS, UQUAL REGIONAL MANAGER

SPONSORED BY GEORGE MAKRIDES, CSM MORTGAGE

REGISTER TODAY



Membership

SHIP-ping Supplies



Pictured (left to right): FCAR Community Service Members Melanie Meyer, Susan Houck, Frederick Genau, Dan Cumberland Jr. (Chair), and Shelley Eyler-Whysall

Members of the FCAR Community Service Committee recently volunteered to help organize supplies for the Student Homelessness Initiative Partnership (SHIP).

SHIP builds capacity in students to reduce housing insecurity, homelessness, and their impact by breaking the systemic barriers facing Frederick County youth. Keep your eye on the FCAR newsletter for more volunteer opportunities.

News You Can Use

Big Dates & Deadlines

July 1 - September 6

Annual RPAC Raffle

Deadline: Friday, July 14

Maryland REALTORS® Committee Deadline

Sign up and volunteer at the state level.

Thursday, September 7

Membership Meeting

REALTOR® Safety with Jonathan Schultz

September 11-15

FCAR Membership Appreciation Week

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

Friday, September 15

YNP Cornhole Tournament

Sponsorship and registration now open.

September 19-21

All In! Maryland REALTORS® Annual Conference

Thursday, November 9

FCARe Charity Auction

Now accepting donations and sponsors.

Thursday, November 30

Holiday Party / Installation

Weekly Snapshot



Week Ending: July 2, 2023

Weekly Highlights

- Weekly new listings down in advance of the 4th of July holiday.** Listing activity is down seasonally and remains well below where it was a year ago. Potential sellers are sitting tight as the number of weekly new listings is down 23.7% compared to the same time a year ago. New listing activity will remain low as elevated mortgage rates are keeping many sellers locked into their current mortgage.
- The market remains competitive.** With no change from last week's median time to contract of 15 days, the few homes that are available continue to sell quickly. Homes typically take a little longer to sell in the summer compared to the spring, but this year the median days to contract has been holding relatively steady.
- Buyers are active this summer.** The number of new contracts was up 2.9% increase compared to last week but was 18.1% lower than a year ago. A lack of inventory is the primary constraint on sales activity. List prices continue to increase, as sellers hold the advantage in most markets. The median list price this week was up 3.4%. The week-to-week dip in list prices reflects a typical seasonal pattern.

	WEEK ENDING July 2, 2023	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	81,404	-13.8%	-19.5%
New Purchase Contracts	6,424	-18.1%	+2.9%
Median Time to Contract	15 days	+7 days	+0 days
New Listings	5,206	-23.7%	-6.5%
Median List Price	\$398,000	+3.4%	-4.1%



For more weekly insights, visit BrightMLS.com/MarketUpdate.

Click the image above or visit the [Bright MLS Weekly Market Update](https://BrightMLS.com/MarketUpdate).

Bring In Your New Shoe Donations

Now through Aug. 3: **Collecting for Soles of Love**

- Collecting brand new shoes in sizes for children K-12th grade
- Brand names not important or required; sturdy sneakers preferred
- **Drop off at the FCAR office**
- **No time to shop? Donate cash through Venmo: @ServeOthers20**

Help us collect new shoes for local children in need



Summer Hours at the FCAR Office

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

Montgomery County Recordation Tax Increase

Effective October 1, 2023, MoCo transactions will see a new, increased recordation tax.

The new recordation tax rates apply to any transaction that occurs on or after October 1, 2023. The County will rely on the latter of the date of the document or the last acknowledgement to determine when the transaction occurs. If a document is received October 1, 2023 or later, the new rates will apply. Therefore, we suggest scheduling settlements well in advance of October 1, 2023 to avoid having your clients pay the new, higher rates. [Learn more.](#)

Volunteer: Historic Preservation Commission

The Frederick County Historic Preservation Commission is seeking the representation of FCAR membership in fulfilling their important duties.

This entity meets on the first Wednesday of each month at 7PM

(currently via WebEx) to review nominations to the County Register for Historic Places, nominations to the National Register, applications for the Rural Historic Preservation Grant Program, and more.

If you are interested, submit a

letter of interest and resume to Joyce Grossnickle (jgrossnickle@frederickcountymd.gov).

Questions can be directed to Amanda Whitmore (awhitmore@frederickcountymd.gov).

UPCOMING EVENTS

Informed Professionals Lunch & Learn: Tiny Homes

Thursday, July 13 | 12:00-1:15 PM

Come learn more about custom-built Tiny Homes! This Informed Professionals session begins with lunch at FCAR before moving off-site to a model tiny home. Non-members are welcome to attend. Guest speakers include Chris Osaka, Malcolm Johnson, and Tyler Charles of Tomu, Inc.

Informed Professionals Lunch & Learn: Getting Borrowers Loan Ready

Friday, July 14 | New time: 12:30-1:30 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.

September Membership Meeting **Thursday, Sept. 7 | 11:30 AM-1:00 PM**

Start your REALTOR® Safety Month off with a presentation from Corporal Jonathan Schultz of the FPD.

Membership Appreciation Week **Monday, Sept. 11-Friday, Sept. 15**

Save the date(s) for free CE, 50% REALTOR® Store discount, food trucks, and more!

YPN Cornhole Tournament **Friday, Sept. 15 | 12:00-4:00 PM**

Grab a partner and form a team! 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.**



All In! Maryland REALTORS® Annual Conference **September 19-21**

Save \$100 with Early Bird registration! This year's event is at Live! Casino Hotel in Hanover, MD.



FCARe Charity Auction

Thursday, November 9 | 5:30-8:00 PM

Have a good “experience” item to donate? (sports tickets, spa packages, tee times, etc.) Let us know! This year's Superhero-themed event benefits *I Believe In Me, Inc.*, a mentorship program that helps equip local youth for success.

FCAR CONTINUING EDUCATION

Please note: All FCAR classes are hybrid unless otherwise noted.*

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.

The 10 Most Common Home Defects

Wed., July 12 | 9:30-11:30 AM
Instructor: Richard Leonard, Fox Mountain Property Inspections

Working with Rentals

Wed., July 19 | 9:00-11:00 AM
Instructor: Marie Lagos, BHHS Frederick

MD PRO\$: Oil Heat

Wed., July 26 | 10:00-11:30 AM
Instructor: Susan Janett, Partnership for Realty and Oilheat Success

MREC RE Required Supervision

Wed., Aug. 23 | 1:00-4:00 PM
Instructor: Maryland REALTORS®



VIRTUAL BRIGHT MLS TRAINING

Thu., July 20 | 10:00-10:45 AM | Tracking the Market with Bright MLS

Thu., July 20 | 2:00-2:45 PM | Listing Entry and More!

Instructor: Steve Hoover, Bright MLS Customer Success Coach

[REGISTER ONLINE](#)

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
Brianna Paugh

Commercial Agency (CE)

Thu., Dec. 14 | 1:00-4:00 PM
Ed Stanfield (3.0 Credits)

Special Thanks

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