



Newsletter

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

November 24, 2021

Meet the Board

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terry@welcomehomefrederick.com

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tonyc@veritarealestate.com

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Thomas Campbell, Director
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Kevin Carey, Affiliate Director
kevin@careylendingteam.com

Supporting the Frederick Rescue Mission

How to Donate to Bags of Care

Now accepting donations and inviting brokerages to participate through Friday, December 10.



Our Community Service Committee is inviting brokerages to support the Frederick Rescue Mission through the Bags of Care initiative.

Get Involved: Contact natalie@fcar.org to learn how to get your own donation box, then encourage your agents to donate!

How it works: Donate new or gently-used backpacks or purses—*that's the bag part*—and stuff them with non-perishables and toiletry items (hats, gloves, toothbrushes, toothpaste, deodorant, socks, gloves, etc.).

FCAR SOCIAL SHORTCUTS



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



2022 Dues Invoices Available

Posted and payable in your Membership Portal

When it comes to the \$25 Fair Share Investment item on this year's dues form, your RPAC Committee peers encourage you to "Keep the Box Checked."

Membership

Looking to get more out of your membership? Volunteer for one of our FCAR committees.

We are looking for as many members as possible to join.
Click [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

DID YOU KNOW:

Beginning January 1, 2022, NAR will no longer offer free zipForms. To ensure no disruption of service or inconvenience to our membership, FCAR will provide free access to forms through LoneWolf. This is just another value added benefit of FCAR membership.

As an Affiliate Member, you have a lot to offer. We can help.

The Affiliates' Corner is a new column we're providing as an added membership value. It's a place for you to showcase your industry knowledge while also putting yourself in front of our 1,300+ membership. (Did we mention that it's free?) Let us know you're interested in taking advantage of this great opportunity by contacting joe@fcar.org.



Big Dates & Deadlines

Payable Through January 16

FCAR 2022 Dues

Annual dues provide a multitude of member benefits, including FCAR covering the cost for forms in 2022 and beyond through LoneWolf.

Thursday, December 2

Legislative Breakfast

Tuesday, December 7

FCAR Holiday Party

Bring a dessert or donated bags with toiletries to support our Bags of Care initiative, benefiting the Frederick Rescue Mission. Free registration is requested to help estimate catering number.

Friday, December 31

Code of Ethics Cycle Ends

Make sure to complete your required 2.5 hours of training (and notify us) before this current cycle ends! Your current CoE status can be checked in your profile at nar.realtor.

Tuesday, January 6

Presidential Installation

Installation of the President, Officers, and Directors for 2022. This event will be held at the Arc of Frederick County and also function as our January Membership Meeting. Registration will open soon.

bright MLS Weekly Market Report

Week Ending: November 21, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
85,157	7,033	7,173	5,410	12 Days	44,304
92.8% of 2020 111.5% of 2019	97.9% of 2020 114.8% of 2019	93.7% of 2020 119.5% of 2019	95.3% of 2020 113.7% of 2019	12 in 2020 28 in 2019	103.2% of 2020 78.8% of 2019

Weekly Highlights

- Average daily inventory has steadily declined over the past two months compared to 2020, at about 2,000 fewer active listings from a year ago.
- After gaining week-to-week, this week saw show volume declined -13.3%, and tracked at 92.8% compared to 2020.
- Over the past month, new listing volume declined -2.5% from a year ago.

New Showings by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	2,944	80.1%	99.4%
DE	4,703	108.3%	120.6%
MD	27,795	87.1%	106.0%
NJ	9,608	87.9%	105.8%
PA	24,357	98.0%	112.5%
VA	14,803	96.7%	125.9%
WV	947	129.2%	114.4%

New Contracts by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	233	106.9%	118.3%
DE	386	100.0%	121.4%
MD	2,233	100.0%	127.7%
NJ	800	89.5%	111.4%
PA	2,026	99.1%	108.9%
VA	1,240	92.1%	116.1%
WV	115	109.5%	111.7%

New Closings by State 2021 versus 2020 / 2019

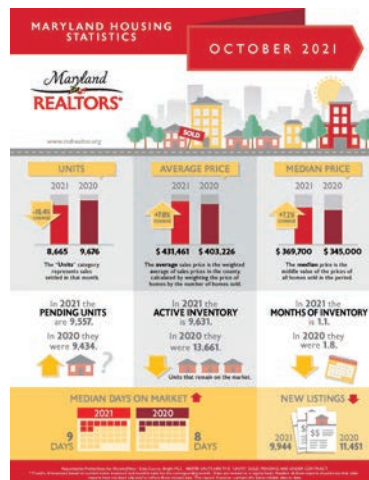
State	2021	2020	2019
DC	228	88.4%	106.5%
DE	431	95.1%	126.0%



Click the image above or visit the [Bright Steps Weekly Market Update](#).

Need more housing stats?

We've got you covered on our [housing statistics](#) page.



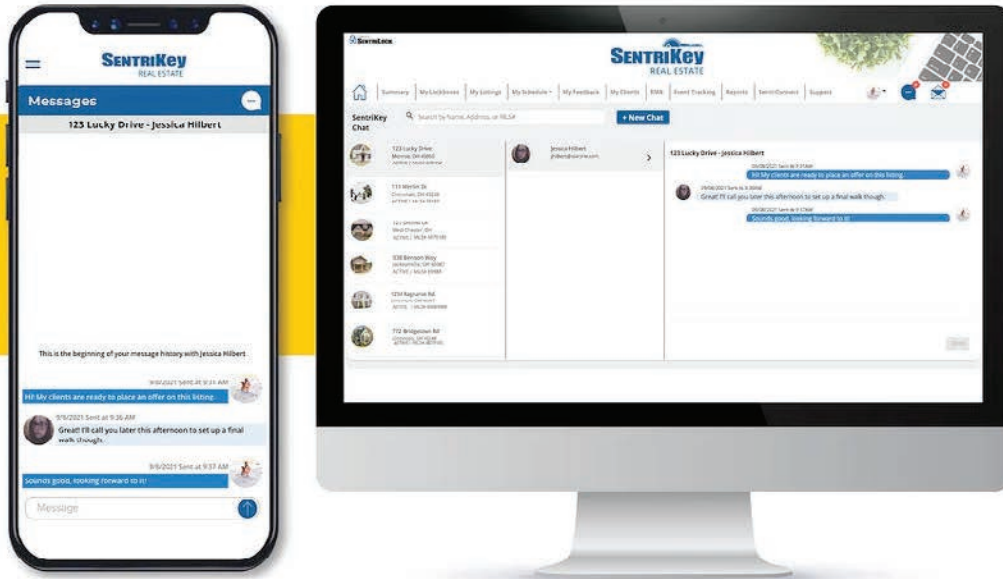
News You Can Use

New SentiKey Showing Service® Chat Feature

Time is money when it comes to managing showings, especially in today's competitive market.

SentiKey® Chat, available at all SentiKey Showing Service® tiers and on both web and app, lets you

connect directly, quickly, and easily on a listing! Never miss an important message again – or waste valuable time tracking down an agent's email or phone number.



HOW TO CREATE A NEW CHAT

From your desktop:

Click on the SentiKey® Chat icon – the blue chat icon with three dots in the center, located in the upper-right of your SentiKey® Real Estate screen. Tap “New Chat.”

Search by listing address, agent name, or MLS #.

Tap the “Start New Chat” button. A window pops up so you can type your message.

Press the “Send” or arrow button. Done!

From your mobile device:

Click the blue chat icon with three dots in the center, located at the bottom of your SentiKey® Real Estate phone screen. Then tap the “+” icon.

Search by listing address, agent name, or MLS #.

Begin typing your message.

(In each scenario, you can type up to 1,000 characters, including emojis.)

HOW TO RESPOND TO A CHAT

From your desktop or mobile device:

The SentiKey® Chat icon – the blue icon with three dots in the center, located at the bottom of your SentiKey® Real Estate phone screen or in the upper-right of your SentiKey® Real Estate screen – displays the number of unread messages.

Click the icon to access. Chats are grouped based on a specific listing, with the most recent chat first. Any unread chats will be highlighted.

If you're the showing agent: You'll only see chats between the listing agent and yourself, not all chats for the specific listing.

If you're the listing agent: You'll see all chats for that listing.

Select the chat, and then type and send your response.

FCAR Calendar

Sign up for these upcoming events using your [FCAR Membership Portal](#).

Please note that most meetings are now being held in a hybrid format unless noted otherwise.

The Zoom links will be listed on the FCAR Calendar at www.fcar.org.



Education Committee

Wed., December 1

9:00-10:00 AM

Community Service Committee

Wed., December 1

11:30 AM-12:30 PM

Legislative Breakfast

Thu., December 2

8:00-10:00 AM

Limited seating available. Contact hugh@fcar.org to learn more.

FCAR Holiday Party

Tue., December 7

11:00 AM-1:00 PM

Join us for a free holiday luncheon. We're also inviting members to bring a dessert OR backpacks/bags and toiletries to donate for the Frederick Rescue Mission Bags of Care initiative.

Events Committee

Mon., December 6

3:00-4:00 PM

Commercial Committee

Thu., December 9

11:30 AM-12:30 PM

Commercial Lunch & Learn

Tue., December 14

11:00 AM-12:00 PM

Serve at the Soup Kitchen

Tue., December 14

5:00-7:00 PM

Give back to the local community. No dish washing required (seriously). Contact wendy@wendyfriend.com to learn more.

Advocacy Committee

Thu., December 16

11:00 AM-12:00 PM

Budget & Finance Committee

Mon., December 20

9:00-10:00 AM

Presidential Installation

Thu., January 6, 2022

8:30-10:30 AM

Held at the Arc of Frederick County. This will also function as our January Membership Meeting. Registration will open soon.

Platinum Jubilee Gala

Sat., April 30, 2022

Celebrating FCAR's many contributions to the fabric of Frederick County history. Tickets will go on sale in 2022. Partner with us for this historic event. More info available at fcar.org/jubilee.

Continuing Education

Unless otherwise noted, all of our classes are now in hybrid format.

Please use your [Membership Portal](#) to sign up and choose whether to attend in-person or remotely via Zoom.

MD Code of Ethics

Tue., Nov. 30 | 1:00-4:00 PM

Instructor: Larry Riggs

MREC RE Brokerage Relationships & Disclosures

Wed., Dec. 1 | 1:00-4:00 PM

Instructor: Carol Kinsey

Fair Housing

Fri., Dec. 3 | 1:00-4:00 PM

Instructor: Beau Pichon

Legal & Legislative Update

Thu., Dec. 9 | 1:00-4:00 PM

Instructor: Mark Feinroth, Colette Massengale

New Member Orientation

Tue., Dec. 14 | 1:00-2:30 PM

Instructor: Amos Martin

Contact kelly@fcar.org to sponsor this class.

In-person, hybrid, and virtual classroom protocols are available online:
fcar.org/continuing-education

Have you completed your Code of Ethics training?

We are currently in Cycle 6, which covers January 1, 2019 through **December 31, 2021**. NAR Code of Ethics training must be completed every three years, regardless of when your license renews. You must complete a required NAR Code of Ethics training during each cycle. [Learn more.](#)

Special Thanks

to our Newsletter Sponsors

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