



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

May 22, 2024

## 2024 FCAR Board of Directors

Kris Alcorn, President  
[kalcornfcar@gmail.com](mailto:kalcornfcar@gmail.com)

Amos Martin, Immediate Past President  
[amos@vcre.com](mailto:amos@vcre.com)

Brandi Dillon, President-Elect  
[brandi.d@theagencyre.com](mailto:brandi.d@theagencyre.com)

Terez Dorsey, Secretary  
[realtorterezdorsey@gmail.com](mailto:realtorterezdorsey@gmail.com)

Garrett Gillespie, Treasurer  
[garrettgillespie54@aol.com](mailto:garrettgillespie54@aol.com)

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)

Julie Larson, Director  
[julielarson@live.com](mailto:julielarson@live.com)

Dan Cumberland Jr., Strategic Partner Director  
[dan@moyerandsons.com](mailto:dan@moyerandsons.com)

## Catch Up on State and National Issues That Affect Your Business

## Need CE? We have you covered.

### FCAR SOCIAL SHORTCUTS



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

# Membership

## May YPN Happy Hour



[VIEW ON FACEBOOK](#)

This month's FCAR Young Professionals Network (YPN) Happy Hour packed out the Brewer's Alley rooftop with new faces, free drinks & apps, and gift card giveaways. The casual networking event was held in cooperation with the FCAR Commercial Committee and sponsored by **Friends Title & Escrow** and **MacRo Commercial Real Estate**. Drone photo provided by Paul Barrios of Shore United Bank.

## Bright MLS Lunch & Learn

Bright MLS Chief Economist Lisa Sturtevant recently shared her insights on the housing market and economy with FCAR members at a recent lunch & learn.

The session was sponsored by **Jeff Stempler** of First Home Mortgage (pictured, right).



[VIEW POWERPOINT](#)



# News You Can Use

## Big Dates & Deadlines

**Thursday, May 23**

### RPAC Major Investor Dinner

Cucina Massi, Downtown Frederick

**Thursday, May 30**

### Spring Brokers Meeting

with Chuck Kasky and Lisa May

**Thursday, June 6**

### Membership Meeting

Chris Hill, 2024 Maryland REALTORS® President

**September 1-30**

### FCAR Board Elections

**September 9-14**

### FCAR Membership Week

Free CE, Store Discounts, and more

**September 16-19**

### MD Realtors® Conference

Ocean City Convention Center

**November 8-11**

### NAR NXT Conference

**Thursday, November 14**

### FCARe Charity Auction

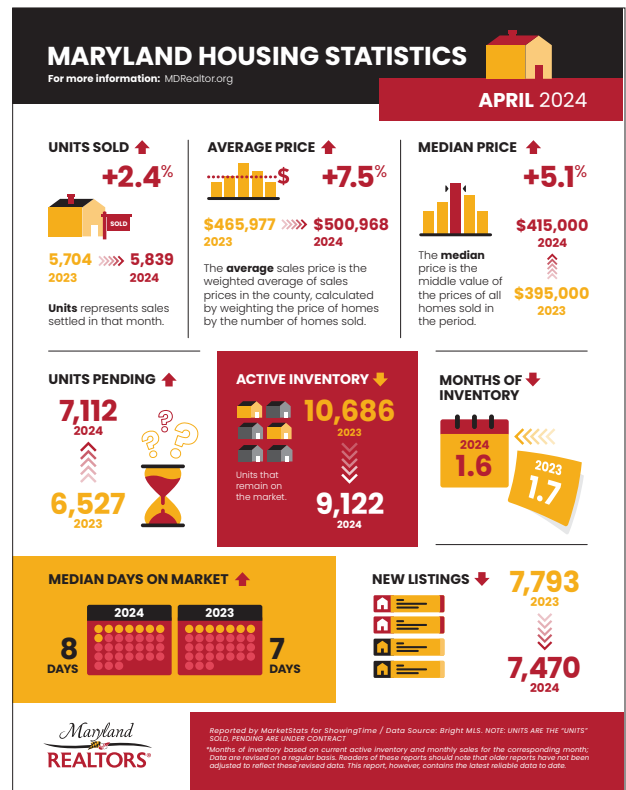
**Deadline: December 31**

### Code of Ethics Cycle 7 Ends

View our Fact Sheet: [go.fcar.org/cycle7](https://go.fcar.org/cycle7)

## Housing Market Statistics

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



## NAR SETTLEMENT DETAILS:

### Get Hip to "Written Buyer Agreements"

As a part of the recent settlement, NAR has agreed to require MLS participants working with buyers to enter into written agreements with their buyers before touring a home. What does that mean for you as a REALTOR®? Learn more by checking out NAR's Frequently Asked Questions (FAQ) at [facts.realtor](https://facts.realtor). Questions 46-62 specifically deal with the issue of Written Buyer Agreements.

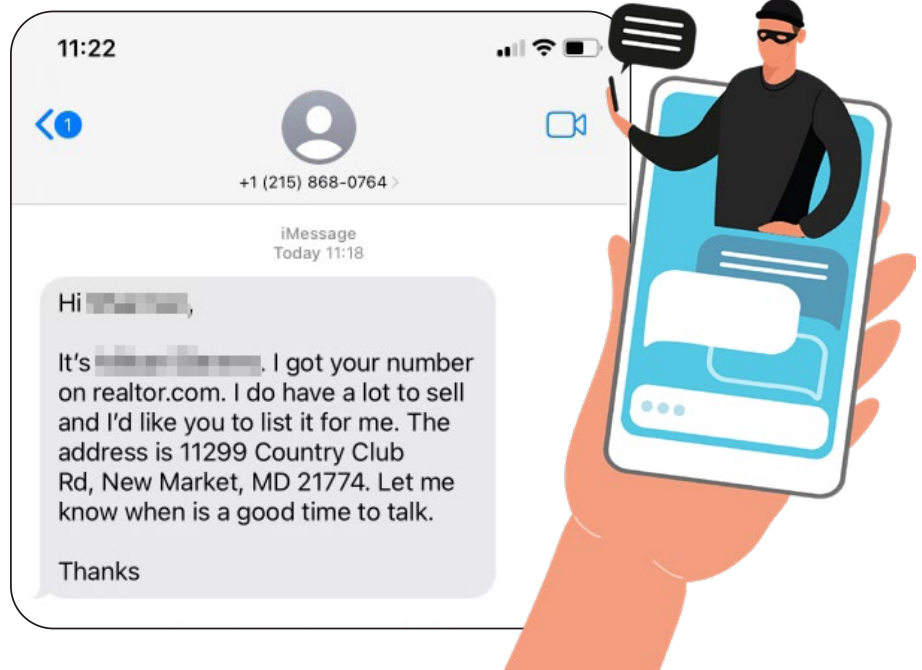
[VIEW NAR SETTLEMENT FAQ](#)

## STAY SMART:

### Local Property Text Scam

BE ADVISED: Multiple FCAR members have received the following text from an individual posing as the legitimate owner of a lot for sale.

If you receive this text, please report it to your Broker, FCAR, and the Frederick Police Department via the non-emergency line (301-600-2101).



## COE CYCLE 7 ENDS DECEMBER 31:

### NAR's Code of Ethics Deadline Approaches

Have you completed your Code of Ethics requirements for the current cycle? The deadline is coming up on Dec. 31. Failure to complete training during any cycle will lead to suspension of membership for the January and February immediately following the cycle deadline, with termination of membership starting March 1 after the cycle deadline. To help you get up-to-speed on this issue, we have created a handy [Code of Ethics Fact Sheet](#). You can also check your CoE status directly on the [NAR website](#).

[VIEW OUR CODE OF ETHICS FACT SHEET](#)

# FCAR.ORG/EVENTS

## RPAC Major Investor Dinner

**Thursday, May 23** | 5:30-8:00 PM at Cucina Massi

Learn more about how your RPAC investment fights for your right to conduct business in real estate! Past, current, and prospective RPAC Major Investors are invited to for dinner, gift card giveaways, and a presentation from NAR RPAC Liaison **Brenda Small**. To learn more, contact [natalie@fcar.org](mailto:natalie@fcar.org).



## Spring Brokers Meeting **Thursday, May 30** | 11:30 AM-1:00 PM

Maryland REALTORS® Advocacy and Public Policy Director **Lisa May** joins our quarterly meeting in addition to a Forms Update from past FCAR Director **Marie Lagos**. Lunch is provided by Nita Young of CLA Title & Escrow.

## June Membership Meeting **Thursday, June 6** | 11:30 AM

**REGISTER EARLY:** 2024 Maryland REALTORS® President **Chris Hill**

headlines our last Membership Meeting before summer with an update on state and national industry issues.



## Lunch & Learn: The Challenge of Pronouns

**Wednesday, June 19** | 12:00-1:00 PM

Maryland **State Delegate Kris Fair** joins us for an Informed Professionals Lunch & Learn for a presentation on the use of pronouns and professionalism in the real estate industry. Non-members welcome!

## June YPN Happy Hour **Thursday, June 20** | 4:00-6:00 PM

*New month, new venue!* Come check out the Southern-styled, music-focused (and soon-to-be-opened) **Bentztown** restaurant at 6. S. Bentz St. This casual networking event features free appetizers and gift card giveaways. Sponsored by **Melanie Meyer of Edge Home Financing**.

# FCAR.ORG/CLASSES

Unless otherwise noted (\*), all of our classes are now in 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: Bias Override Course\***

Thu., May 23 | 10:00 AM-1:00 PM

Instructor: Maryland REALTORS®

## **MD Code of Ethics**

Thu., May 28 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS

## **MREC RE Brokerage**

### **Relationships & Disclosures**

Thu., May 28 | 1:00-4:00 PM

Instructor: Maryland REALTORS

## **Legal & Legislative Update**

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

Instructor: Maryland REALTORS

## **Entities, Estate & Trusts**

Thu., June 13 | 1:00-2:30 PM

Instructor: Beau Pichon

## **Alliance Certified Ally Course**

Mon., June 24 | 1:00-3:00 PM

Instructor: Alex Cruz (only \$15)

## **FREE: Accredited Buyer's Representative (ABR) Designation**

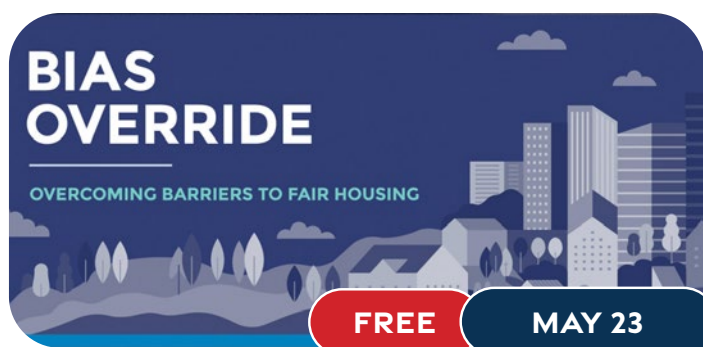
June 24-26 | 4:00-8:30 PM

Instructor: Tara Houston

## **FREE: Housing Opportunity Certification (HOC)**

Tue., June 25 | Four Courses

## LOOKING FOR AFFORDABLE CONTINUING ED?



**BIAS  
OVERRIDE**

OVERCOMING BARRIERS TO FAIR HOUSING

**FREE** **MAY 23**



**ally.** alliance  
certified

Non-Members Welcome **\$15** **JUNE 24**



**★ ABR**

**FREE** **JUNE 24-26**



**HOC**  
HOUSING OPPORTUNITY  
CERTIFICATION

**FREE** **JUNE 25**



# Special Thanks

## *to our Newsletter Sponsors*



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



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

Patrick F. McLister  
John P. Foley, IV



**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

**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

**Celebrating  
20 Years in  
Business**

Mention This Ad For

**\$200 Off  
Your Next  
Settlement**



**Home Inspections  
with Quality.**

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

Mark Long  
Principal



**PEACE OF MIND**  
Home Inspections

MD HI License # 30090

www.pomhi.net

301-614-8243 mark@pomhi.net

**IRON  
VALLEY**  
REAL ESTATE®

**OF CENTRAL MD**

**FREDERICK COUNTY ASSOCIATION OF REALTORS®**

*The Voice of Real Estate in Frederick County*

478 PROSPECT BLVD. | FREDERICK, MD 21701 | 301-663-0751 | [WWW.FCAR.ORG](http://WWW.FCAR.ORG)

