



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

February 22, 2023

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FCAR SOCIAL SHORTCUTS



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

This week's REALTOR® Safety events could help you save a life.

RSVP for either of these free events online: fcar.org/events



March 2 Membership Meeting

Guest Speaker Rebecca Layman on Mental Health and Critical Frederick County Advocacy Updates

Mental health is health, and it's time to take it seriously. Join us Thursday, March 2 at Dutch's Daughter for guest speaker Rebecca Layman of MHA Frederick. In addition to legal and lender updates, your association leadership has critical Frederick County advocacy updates to share.



Membership



MEET THE BOARD: Treasurer Darren Ahearn

I have been a full time REALTOR® since 2003 and have been associated with Remax Results in Frederick.

My qualifications include teaching the Dave Ramsey Financial Peace university course to others and I have served as Treasurer for FCAR in the past for 3 years. Married for 24 years and have 6 boys. I love to race boats, snow ski, and travel. I would like to serve once again to ensure the association has clear and stable direction for the current and future members.

DARREN AHEARN
2023 TREASURER



IN REVIEW

YPN Happy Hour

*Special thanks to **Woodsboro Bank** for sponsoring this month's event.*

February's Young Professionals Network (YPN) Happy Hour at **Gambrill Mountain Food Co.** brought out a good crowd in spite of the rain! YPN's next event is coming up on Thursday, March 16 at Steinhardt Brewing Company on Carroll Creek. Free registration for this casual networking event is available on our website. YPN Happy Hours are also open to non-members, so invite your friends!

News You Can Use

Big Dates & Deadlines

Last Step: Membership Termination 2023 FCAR Dues Late Fees

Any remaining members with unpaid dues will be terminated after 3/15.

Thursday, March 2 | 11:30 AM Membership Meeting

Join us for guest speaker Rebecca Layman of MHA Frederick and critical Frederick County Advocacy updates from association leadership.

Submit yours by Friday, March 31 FCAR Award Nominations

fcar.org/awards

Friday-Saturday, March 18-19 FCBIA Home Show

Frederick Fairgrounds

Save the Date: Thursday, April 27 FCAR Award Ceremony

Save the Date: Thursday, May 4 Commercial Symposium

Maryland Live! Casino and Hotel

May 6-11 in Washington D.C. REALTOR® Legislative Meetings

Registration now open: legislative.realtor



Weekly Market Report

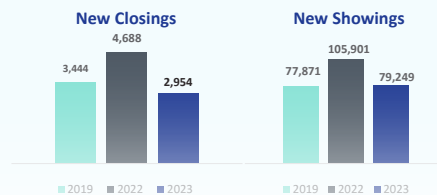
Week Ending: February 19, 2023



New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
79,249	4,104	2,954	6,182	15 Days	52,925
69.6% of 2022 101.8% of 2019	72.0% of 2022 76.0% of 2019	63.0% of 2022 85.8% of 2019	92.8% of 2022 90.4% of 2019	8 in 2022 31 in 2019	165.2% of 2022 96.5% of 2019

Weekly Highlights

- New contracts edge downward.** Last week mortgage rates increased by 0.2 percentage points to 6.32%. Unlike the three preceding weeks when new purchase contracts exceeded 4,300, the week ending February 19 had 4,104 across the Bright MLS footprint. The consensus is mortgage rates will not surpass 7% as they did in November 2022, yet even small changes impact consumers and their purchase decisions.
- Buyer interest remains solid.** Although showing activity is down year-over-year and week-over-week, the week ending February 19 is now the third week in a row where showing activity in the Mid-Atlantic region surpassed 2019 levels, which represents a more typical market than last year. Maryland and DC had 30% and 10% growth in showings compared to the same week in 2019, respectively.



New Showings by State

2023 versus 2022/ 2019

State	2023	2022	2019
DC	2,710	78.4%	110.4%
DE	4,704	74.5%	90.1%
MD	25,309	66.5%	130.6%
NJ	10,150	79.3%	98.1%
PA	22,330	74.1%	88.2%
VA	13,195	59.9%	98.1%
WV	851	76.5%	92.5%

New Contracts by State

2023 versus 2022/ 2019

State	2023	2022	2019
DC	138	69.0%	74.6%
DE	260	74.9%	79.5%
MD	1,324	74.7%	80.9%
NJ	435	82.5%	69.3%
PA	1,099	68.2%	70.9%
VA	781	68.9%	78.3%
WV	67	62.9%	85.9%

New Closings by State

2023 versus 2022/ 2019

State	2023	2022	2019
DC	105	50.2%	104.0%
DE	173	65.5%	89.6%
MD	904	60.0%	85.0%
NJ	301	65.4%	78.2%
PA	806	60.3%	79.7%
VA	597	72.4%	93.7%

For the full report, click the image above or visit Bright's website.

Housing Market Statistics

More market statistics are available on our housing statistics page.



Frederick City Rental Licensing Ordinance

The proposed legislation is not final, but we are making membership aware of the current proposal for the City of Frederick's Rental Licensing Ordinance. [Learn more.](#)

Have a suggested topic or speaker for our Informed Professionals Series? *Let us know!*

Your FCAR Education Committee works hard to bring you Continuing Education and monthly non-CE sessions on important topics. To suggest your own, contact heathernahrrealestate@gmail.com. Join us for this month's session on [Stress Management](#) with Landon Morrison on March 15.

“What’s in a name?” FCAR Affiliate Members are now “Strategic Partners”

As part of our 2023 strategy to add increased value for non-REALTOR® members, we are reflecting that with a name change. Stay tuned for more opportunities for our Strategic Partners to get visibility in public and member-facing events and charitable projects.

Help Spread the Word About ADUs

Accessory Dwelling Units (ADUs) provide a common-sense approach that can help more Marylanders—young professionals, seniors, service personnel, and more—find homes. What is needed is legislation that would make ADUs a viable option, no matter where you live in the state. Please share the video below to help your local leaders understand how ADUs can play a vital role in our current housing crisis.



FCAR CALENDAR

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

For virtual events, Zoom links are listed on our calendar at www.fcar.org.



Hands-Only CPR Training

This Thursday, Feb. 23

TWO 30-MINUTE TRAININGS

1:00 and 1:30 PM at FCAR



REALTOR® Safety with Jonathan Schultz

This Friday, Feb. 24

1:00-2:00 PM at FCAR

Sponsors Needed for 2023: The Soup Kitchen Project

Every Second Tuesday | 4:30-7:00 PM | Aug. 8, Sept. 12, Oct. 10, Nov. 14, Dec. 12

Your \$250 sponsorship feeds local residents and is a great team-building experience. Contact Community Service Committee member Susan Houck at soldbysusanhouck@gmail.com. View the details in this [online PDF](#).



Informed Professionals: Stress Management

Wednesday, Mar. 15 | 1:00-2:30 PM on Zoom

Tired of being stressed out? Join us for lunch! Guest speaker Landon Morrison (Ritter Mortgage Group) will help you discover the science behind different types of stress, how to manage it, and even how to leverage it for your benefit.

YPN Happy Hour: Steinhardt Brewing Company

Thursday, Mar. 16 | 5:00-7:00 PM

Good drinks, great food, and casual networking. What's not to love? Non-members are welcome to attend, so invite your business colleagues!



April Membership Meeting Thursday, Apr. 6 | 11:30 AM-1:00 PM

Save the date! Fair Housing takes center stage at next month's meeting.

REALTOR® Legislative Meetings May 6-11 | Washington, D.C.

Help advance important real estate issues. Registration is now open!

FCAR CONTINUING EDUCATION

Please note: Beginning in March, all classes are back 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.

Fair Housing

Wed., Feb. 22 | 1:00-2:30 PM

Instructors: Kevin Yungmann and
Meg Gawler [on Zoom](#)

Legal & Legislative Update

Thu., Feb. 23 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth [on Zoom](#)

MD Code of Ethics

Tue., Feb. 28 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth [on Zoom](#)

MREC RE Brokerage Relationships & Disclosures

Tue., Feb. 28 | 1:00-4:00 PM

Instructor: Kathleen Dartez [on Zoom](#)

Well & Septic Overview

Wed., Mar. 8 | 1:00-2:30 PM

Instructor: Tracy Leach, Maryland
Land Services

Buying and Selling Properties with Solar Systems

Tue., Mar. 21 | 10:00-11:30 AM

Instructor: Augustine Conti

New Member Orientation

Tue., Mar. 8 | 5:00-6:30 PM

Instructor: Terry La Scola

Buying and Selling Properties with Solar Systems

Tue., Mar. 21 | 10:00-11:30 AM

Instructor: Pamela Powers,
Maryland Clean Energy Center

Understanding the Contract of Sale

Wed., Mar. 22 | 1:00-4:00 PM

Instructor: Beau Pichon

Legal & Legislative Update

Fri., Mar. 24 | 10:00 AM-1:00 PM

Instructor: Mary Chieppa

2023 GRI COURSE DATES

Series 200: March 1, 2, 7, 21, 23, 28 | Series 300: April 4, 18, 20, 25

Series 400: May 2, 4, 11, 16



bright[®]
MLS

IN-PERSON BRIGHT MLS TRAINING

Tue., Mar. 16 | 11:00 AM-12:00 PM | Manage and Monitor Listing Activity

Tue., Mar. 16 | 1:00-2:00 PM | Using Market Reports to Educate Your Buyers

Instructor: Neal Feinberg, Bright MLS Customer Success Coach

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