



Newsletter

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

September 30, 2021

Meet the Board

Terry La Scola, President

terry@welcomehomefrederick.com

Tony "C" Checchia, President-Elect

tonyc@veritarealestate.com

Amanda Addington, Immediate Past President

amanda@amandaaddington.com

Amos Martin, Treasurer & Secretary

amos.martin@remax.net

Marie Lagos, Director

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Ashleigh Kiggans, Director

ashleigh@macroltd.com

Kris Alcorn, Director

kaalcorn@live.com

Thomas Campbell, Director

thomas@charisrealty.com

Kevin Carey, Affiliate Director

kevin@careylendingteam.com

Next Thursday, October 7 at Dutch's Daughter

Have you registered for our Annual Membership Meeting?

Election results, budget presentation, and a Mayoral Q&A.

In addition to presenting our 2022 budget and Officer & Director election results, FCAR has invited both parties' candidates—Michael O'Connor (D) and Steven Hammrick (R)—to our October **Membership Luncheon and Mayoral Candidate Preview.**



Each candidate will open with a 2 minute opening statement. We will then host a Q&A on topics of interest to the real estate community including: growth, property rights, property maintenance, and housing supply and affordability. Candidates will each be given 2 minutes to address each question, and will alternate the order of their responses. This will conclude with a 2 minute closing statement for each candidate.

Come listen to hear which candidates support the positions that affect your business! Register today in your [Membership Portal](#).

FCAR SOCIAL SHORTCUTS



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



Silent Auction: Nov. 11

Donate items today through our [Amazon Wishlist](#)

Our annual charity auction returns on Thursday, November 11 from 5:30-9:00 PM. Join us at Dutch's Daughter and place your bids for a good cause.

Membership

Meet Your 2022 Officer and Director Candidates

EXECUTIVE OFFICERS

FOUR POSITIONS



Tony "C" Checchia
President



Amos Martin
President-Elect



Kris Alcorn
Secretary



Greg Phillips
Treasurer

AFFILIATE DIRECTOR

ONE POSITION



Dan Cumberland
Affiliate Director



Meg Gawler
Affiliate Director



Jennifer Marsh
Affiliate Director



Denise Karanikas
Affiliate Director

REALTOR® DIRECTOR

ONE POSITION



Brandi Dillon
Realtor® Director



Hanna Houck
Realtor® Director

This week is your last chance to choose your 2022 leadership.

Log in to your [Membership Portal](#) and vote today! Candidate bios are available in the voting interface.

Elections end Wednesday, October 6 and winners will be announced at our October 7 Membership Meeting.

Every Second Tuesday: Serve at The Soup Kitchen Program

Did you know that the Frederick Community Action Agency's [Soup Kitchen Program](#) has been providing meals every day since the 1980s—even during the pandemic?

If you would like to join the team from FCAR that helps serve dinner every second Tuesday of the month, contact Wendy Friend at wendy@wendyfriend.com.

FCAR Members pictured: Shelley Eyler (second from left) and Wendy Friend (fourth from left)



News You Can Use

Big Dates & Deadlines

Thursday, October 7

Annual Membership Meeting

Join us at Dutch's Daughter from 11:30 AM-1:00 PM for a lunch buffet, election results, budget presentation, and Frederick Mayoral Candidate Debate. Register today in your Membership Portal.

POSTPONED TO 2022

FCAR Trade Show

Returning next year with a new format.

Thursday, November 4

Membership Meeting

Thursday, November 11

FCAR Silent Auction

Our annual charitable auction returns this November. Help support this event by donating a prize for bidding (from [an Amazon wishlist](#)) or a wine bottle for the Wine Pull!

Thursday, December 2

Legislative Breakfast

Details to come.

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.

bright MLS Weekly Market Report

Week Ending: September 26, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
103,642	7,816	6,296	7,016	11 Days	50,157
88.9% of 2020 128.5% of 2019	91.9% of 2020 116.8% of 2019	89.7% of 2020 102.4% of 2019	90.5% of 2020 103.8% of 2019	10 in 2020 24 in 2019	110.7% of 2020 90.6% of 2019

Weekly Highlights

- Showings continued to slow as buyer demand declines compared to the market seen earlier in 2021.
- Overall daily inventory has tracked higher than '20 for the past two months.
- However, there are signs of demand ticking up: the week had 111 new pending sales for every 100 new listings - the second week in a row new pending sales outpaced new listings.

New Showings by State 2021 versus 2020 / 2019

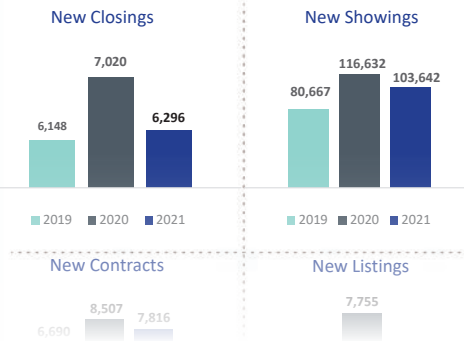
DC	3,717	90.2%	132.1%
DE	5,787	89.8%	109.5%
MD	34,284	87.2%	159.5%
NJ	12,068	87.0%	111.4%
PA	27,926	87.8%	108.9%
VA	18,751	96.7%	135.9%
WV	1,109	117.4%	137.4%

New Contracts by State 2021 versus 2020 / 2019

DC	247	98.0%	104.2%
DE	434	78.1%	113.6%
MD	2,495	93.6%	124.5%
NJ	902	92.5%	108.9%
PA	2,157	90.4%	109.3%
VA	1,452	94.2%	123.6%
WV	129	99.2%	141.8%

New Closings by State 2021 versus 2020 / 2019

DC	137	66.2%	90.7%
DE	349	86.2%	106.7%
MD	1,989	92.3%	106.6%
NJ	660	87.1%	94.6%
PA	1,855	91.5%	98.9%
VA	1,175	87.1%	104.4%
WV	131	111.9%	124.8%



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

September is REALTOR® Safety Month

NATIONAL ASSOCIATION of REALTORS®

When listing a vacant commercial property, advise emergency response organizations (e.g., fire, police, etc.) that your building is unoccupied. Provide them with keys and contact information in the event of an emergency.

REALTOR SAFETY PROGRAM

For more safety tips from NAR, visit NAR.realtor/safety

News You Can Use

FORMS CORNER

Maryland Realtors® Statewide Forms

October 2021 Updated Forms PDF [Available Here](#)

New Forms:

- Solar Panel Addendum to Exclusive Right to Sell Residential Brokerage Agreement
- Solar Panel Addendum to the Residential Contract of Sale

Revised Forms:

- Residential Contract of Sale
- Unimproved Land Contract of Sale
- Property Inspections Addendum
- On-Site Sewage Disposal System (OSDS) Inspection and Test Addendum
- Water Yield Test Addendum
- Escrow Agreement between Buyer, Seller, and Escrow Agent

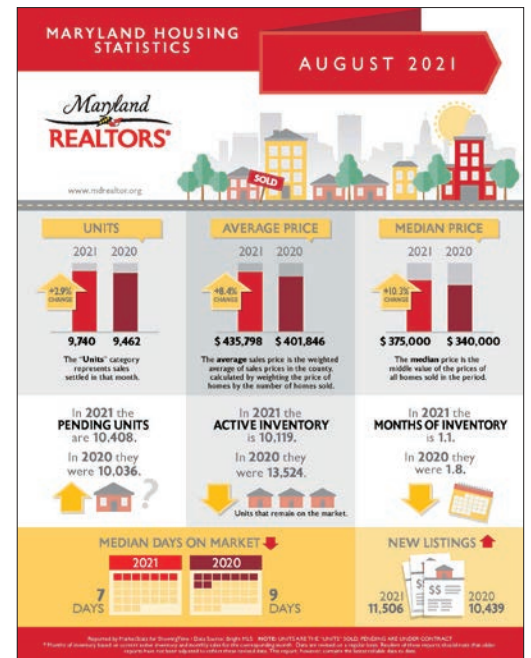
Revised Brokerage Agreements:

- Exclusive Right to Sell Residential Brokerage Agreement
- Lock Box Addendum to Exclusive Right to Sell Residential Brokerage Agreement or Exclusive Right to Lease Residential Brokerage Agreement
- Exclusive Buyer/Tenant Residential Brokerage Agreement

Revised Templates:

- Lease Template

Note: ZipForm templates will not automatically update to include the above forms. For additional questions, consult your broker manager.



2022 FCAR Officer & Director Elections: This week is your last chance to vote.

We know your time is valuable, so we've made it easy.

[Click here to log in and make your selections.](#)

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.fcara.org.

Annual Membership Meeting

Thu., October 7

11:30-1:00 PM

Our yearly meeting will feature the 2022 budget and election results as well as a Frederick City Mayoral Candidate debate.

Soup Kitchen Project

Tue., October 12 | 5:00-7:00 PM

Come serve at the Frederick Community Action Agency's Soup Kitchen every second Tuesday of the month. Contact wendy@wendyfriend.com to learn more.

Membership Meeting

Tue., November 4

11:30-1:00 pm

FCAR Silent Auction

Thu., November 11

5:30-9:00 PM

Our annual charity auction will be held at Dutch's Daughter. Looking for ways to support this event? Visit the [Amazon wishlist](#) to donate items to bid on or purchase bottles of wine for the Wine Pull.

REALTORS® Conference & Expo

November 12-15

San Diego, CA

NAR's annual conference returns with options to attend both virtually or in-person.

Legislative Breakfast

Thu., December 2

8:00-10:00 AM

Presidential Installation

Thu., January 6

8:30-10:30 AM

Held at the Arc of Frederick County.

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.](#)

Will you donate items to bid on for the FCAR Silent Auction?

It's easy to help! Just click here, buy an item off the event's Amazon wishlist, and have it shipped to the FCAR office.

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.

New Member Orientation

Tue., Oct. 5 | 5:00-6:30 PM

Instructor: Terry La Scola

*Sponsored by Kelly Keener of
Madison Settlement Services*

Legal & Legislative Update

Fri., Oct. 8 | 1:00-4:00 PM

*Instructors: Mark Feinroth,
Colette Massengale*

MREC RE Brokerage Relationships & Disclosures (Virtual)

Thu., Oct. 21 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth,

MD Code of Ethics

Tue., Oct. 26 | 9:00 AM-12:00 PM

*Instructors: Colette Massengale,
Kathleen Dartez*

How to Successfully Sell a HUD Home

Tue., Oct. 26 | 12:30-2:00 PM

Instructor: Jim Bass

New Member Orientation

Tue., Nov. 16 | 9:30-11:00 AM

Instructor: Marie Lagos

*Affiliates—Contact kelly@fcar.org
to sponsor this event for free!*

VIRTUAL CLASS INFORMATION

- Please arrive early to check in. The Zoom will open 15 mins. prior to class start time.
- Be prepared to show your license to enter the class.
- For safety purposes, absolutely NO driving is allowed while participating in virtual classes.
- Virtual classes should be attended with the same respect as in-person education. Please do not take other phone calls, browse other websites, or be moving around.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present and all virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force. There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at www.fcar.org. For any additional questions, contact Natalie at 301-663-0757.

IN-PERSON CLASS PROTOCOLS

- You are required to bring in your laptop, tablet, or smartphone.
- A face mask is required in common areas of the office. If you are vaccinated, you may take off your mask while seated in the classroom. If you are not, please remain wearing your mask.
- There will be a limit of 15 students who can be in the classroom.
- Tables will be set up so students will be 6 feet apart.
- Phone calls, e-mailing and browsing websites will not be permitted during the class and will result in no credit.

Special Thanks

to our Newsletter Sponsors

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