



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**January 26, 2024**

## 2024 FCAR Board of Directors

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**Brandi Dillon, President-Elect**

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**Dan Cumberland Jr., Strategic Partner Director**

[dan@moyerandsons.com](mailto:dan@moyerandsons.com)

FCAR SOCIAL SHORTCUTS



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

## Meet the Board: Amos Martin, Immediate Past President



Amos became engaged with FCAR early in his real estate career and became an active member of the Informed Professionals Committee. This active participation led to the opportunity to serve as Chair of the Informed Professionals Committee and also serving on the FCAR Leadership Support Forum. Amos was recognized

as FCAR's Rookie of the Year in 2017 and is a graduate of the Maryland Realtors Leadership Academy Class of 2020.

Amos has a passion for finance, and his experience in running small business and business management prior to his real estate career has helped him prepare to take on the various leadership roles with FCAR.

## Thursday, Feb. 1: Get the scoop on City and County Redevelopment!

**February Membership Meeting**

Thursday, Feb. 1 | 11:30 AM

Dutch's Daughter Restaurant

*Member cost: \$30 (includes lunch)*

**Guest Speakers:** Richard Griffin (City) and Jodie Bollinger (County)

**REGISTER TODAY**



# Membership

IN CASE YOU MISSED IT:

## January Young Professionals Network (YPN) Happy Hour



Did you know that FCAR's YPN offers a free monthly Happy Hour? The January event was held at Fourth Dimension Fun Center. Appetizers were provided by the sponsor, Joe O'Connell of Edge Home Finance. Our next event is coming up on Thursday, February 15 at Rockwell Brewing's new Riverside location.

2023  
FCAR  
AWARDS



REALTOR® of the Year  
Strategic Partner of the Year  
Rookie of the Year  
Community Service Award  
Community Activist of the Year  
Charles S.V. Sanner Award  
Diversity, Equity, and Inclusion

Janet McKinney Award  
REALTOR® Shining Star  
Strategic Partner Shining Star  
REALTOR® Lifetime Achievement  
Strategic Partner Lifetime Achievement  
RPAC Hall of Fame

## Send us your FCAR Award Nominations by January 31!

Our annual awards are almost here and it's your chance to highlight your peers who excelled in 2023. **Submit your nomination in one of our 13 categories by Wednesday, January 31.** The Awards Ceremony will take place on February 28 at McClintock Distilling. Tickets will go on sale soon.

Learn more: [fcar.org/awards](https://fcar.org/awards)

# News You Can Use

## Big Dates & Deadlines

**DEADLINE: January 31**

### Award Nominations & Committee Sign-ups

**Thursday, February 1**

### Membership Meeting

Submit your nominations in January!

**Wednesday, February 14, 2024**

### Maryland REALTORS® Legislative Day

**Wednesday, February 28**

### FCAR Awards Ceremony

McClintock Distilling

**Wednesday, April 10**

### 2024 FCAR Trade Show

Our Wild, Wild West-themed event returns to the Frederick Fairgrounds. REALTOR® registration and Strategic Partner table and booth reservations are now open!

**Saturday-Thursday, May 4-9**

### REALTOR® Legislative Meetings

Walter E. Washington Convention Center

**Monday-Tuesday, May 6-7**

### NAR Trade Expo in D.C.

## Housing Market Statistics

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



	WEEK ENDING January 21, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	66,668	-27.5%	-11.3%
New Purchase Contracts	4,656	-8.9%	+4.6%
Median Time to Contract	26 days	-5 days	-3 days
New Listings	3,672	-10.2%	-11.8%
Median List Price	\$399,000	+5.3%	+2.3%

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



# News You Can Use

LET'S GET REEL:

## Engage with FCAR Social Media Update Videos

Did you know that we publish regular video updates on [Facebook](#) and [Instagram](#)? Follow us and share this content with your business peers!

WATCH NOW



NO GOOD DEED GOES UNPUBLISHED:

## Sponsor a Meal at The Community Table



Your support helps the City of Frederick DHHS provide hot meals to local residents in need.

Did you know that the FCAR Community Service Committee arranges a team to serve at the Community Table each month? Formerly known as The Soup Kitchen, The Community Table serves an evening meal, seven nights a week, 365 days a year. To learn how you or your business could sponsor and staff a monthly soup kitchen team, [view the guide](#) or contact Community Service Committee member [Susan Houck](#). These teams receive great social media visibility while supporting a vital local nonprofit.

Berkshire Hathaway Home Services - PenFed Realty

## JOIN A COMMITTEE BY JAN. 31

JOIN TODAY

- Advocacy
- Budget & Finance
- Commercial
- Communications
- Community Service
- Diversity, Equity, and Inclusion (DEI)
- Education
- Events
- Forms
- RPAC Subcommittee
- YPN Advisory

# FCAR.ORG/EVENTS

## February Membership Meeting

Thursday, February 1 | 11:30 AM-1:30 PM

Join us at for a commercial project & development update from City of Frederick and Frederick County officials.

**Pictured:** Jodie Bollinger (Frederick County), Richard Griffin (City of Frederick)



## YPN Happy Hour

Thursday, February 15 | 4-6 PM

Get your casual networking in at Rockwell Brewing's new Riverside location. Sponsored by Sandy Spring Bank.

## Quantum Loophole Lunch & Learn

Wednesday, February 21 | 12:00-1:00 PM

Rich Paul-Hus, Quantum Loophole's Senior Vice President of Sales & Development, presents about an exciting new infrastructure project coming to Frederick County.

2023  
FCAR  
AWARDS



## The FCAR Awards Ceremony

Wednesday, February 28, 2024

Save the date! It's time to honor the best of the best from the last year. **Your award nominations are due by January 31.**

TRADE 2024  
SHOW



*Wild, Wild West*

**Save the Date: The FCAR Trade Show** Wednesday, April 10, 2024

Our annual trade show returns! ([Event flyer](#)) To view the table and booth registration form, [click here](#).

# FCAR CONTINUING EDUCATION

**PLEASE NOTE: All winter classes (Jan.-Feb.) are virtual.**

Please use your [Membership Portal](#) to sign up. Visit [fcar.org](http://fcar.org) and click the login button or visit [go.fcar.org/login](http://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.

## Wells/Water Quality and Septic Elective

Tue., Jan. 30 | 10:00-11:30 AM

Instructor: Andy Lazur,  
State Water Quality Specialist

## New Member Orientation

Wed., Feb. 6 | 5:00-6:30 PM

In-Person at FCAR  
Instructor: Brandi Dillon

## Foundations Elective

Thu., Feb. 8 | 11:00 AM-12:30 PM

Instructor: Jon Burger,  
Fortress Foundation Solutions

## Legal & Legislative Update

Thu., Feb. 15 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS®

## MD Code of Ethics

Tue., Mar. 5 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS®

## New Member Orientation

Tue., Mar. 5 | 9:30-11:00 AM

*\*In-person at FCAR*  
Instructor: Kris Alcorn

## MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 5 | 1:00-4:00 PM

Instructor: Maryland REALTORS®

## Contracts Law Elective

Tue., Mar. 12 | 9:00-10:30 AM

Instructor: Maryland REALTORS®

## Fair Housing

Tue., Mar. 19 | 9:00-10:30 AM

Instructor: Maryland REALTORS®

## NON-CE EDUCATIONAL RESOURCES



REGISTER ONLINE

Instructor: Steve Hoover, Bright MLS Customer Success Coach

### Understanding Bright MLS Reports

Tue., Feb. 20 | 10:00-10:45 AM on Zoom

### Creating a Comparative Market Analysis (CMA)

Tue., Feb. 20 | 2:00-3:00 PM on Zoom



## DON'T MISS THE GRI 100 & 200 SERIES:

GRI 100 Feb. 6-22 | [Details](#)

GRI 300 Apr. 2-11 | [Details](#)

GRI 200 Feb. 29-Mar.13 | [Details](#)

GRI 400 May 5-11 | [Details](#)



# Special Thanks

*to our Newsletter Sponsors*



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