



Newsletter

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

May 19, 2021

Meet the Board

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The FCAR Awards: Submit Your Nominations by May 24

Our annual awards opened May 6 and are [still open](#) to receive your nominations! If you know someone who excelled in 2020 in the areas below, **fill out an online nomination by this Monday, May 24.**



REALTOR® of the Year

Affiliate of the Year

Rookie of the Year

Community Service Award

Charles S.V. Sanner Award

Janet McKinney Award

REALTOR® Shining Star

Affiliate Shining Star

REALTOR® Lifetime Achievement

Affiliate Lifetime Achievement

RPAC Hall of Fame

FCAR SOCIAL SHORTCUTS



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

Applicants must be a primary, dues-paying member in good standing with the Frederick County Association of REALTORS® during the award year, from January 1 to December 31. Judging for all awards will be done by the FCAR Membership Events Committee. [Submit yours today.](#)

Membership

Affiliate Forum Discusses Future, Creates Task Force

In a May 18 Affiliate Forum on Zoom, President Terry La Scola, FCAR Staff, and over 20 Affiliate Members met to discuss current association happenings, future events, and to address any suggestions or concerns that might be raised.

To lead things off, FCAR CEO Hugh Gordon announced that staff is working on expanding the Affiliate Directory on the association website as a benefit to both members and visitors in their search for high quality service contacts. Further improvements were suggested by members, including the possible addition of industry-specific licenses and other information to distinguish FCAR

Affiliates from the field. The resulting message was clear: Affiliate members are recognized and utilized for their breadth of contribution to FCAR and the industry, including expertise, resources, volunteer and financial support. The association wants to promote the value that Affiliate and Agent Members can gain from working together with the message: **“Use a Member First.”**

Details of next April’s Platinum Jubilee—FCAR’s 100th anniversary celebration—were discussed. Affiliates were notified of exclusive partnership opportunities in advance of their availability to other Frederick businesses and organizations.

Lastly, in an effort to capitalize on the positive momentum gained in the forum, a Task Force was created to collaborate on additional ways to add value for our Affiliate Members. This team includes Affiliate Director Kevin Carey, Nita Young, Rich Stewart, Meg Gawler, and Dan Cumberland.

All Affiliate Members are invited to connect at our next Affiliate Forum on Thursday, September 23.

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

News You Can Use

Upcoming Deadlines

Monday, May 24:

The FCAR Awards

Submit your nominations before the deadline to honor a member who excelled in 2020.

Monday, May 31:

Spring RPAC Raffle

Time is running out to invest in RPAC and be entered to win one of three great prize packages!

Tuesday, June 15:

License Renewals & Continuing Education

If you're currently practicing with your license on extended status, your updated renewal date is coming up on **June 15, 2021**.

bright MLS Weekly Market Report

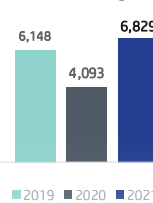
Week Ending: May 16, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
140,606	8,829	6,829	10,567	7 Days	41,674
173.9% of 2020 134.6% of 2019	130.1% of 2020 107.9% of 2019	166.8% of 2020 111.1% of 2019	176.4% of 2020 149.5% of 2019	17 in 2020 17 in 2019	73.6% of 2020 73.5% of 2019

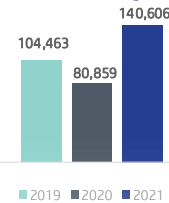
Weekly Highlights

- The market saw consecutive weeks of improved inventory levels, with active inventory remaining at nearly 75% of 2019 / 2020 levels
- New listing volume remained above new pending sales, giving a glimmer of hope in the inventory imbalance.
- Buyer demand stayed strong as showings rose 5.5% week to week.

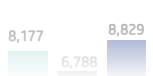
New Closings



New Showings



New Contracts



New Listings



New Showings by State

State	2021	2020	2019
DC	4,251	135.2%	149.9%
DE	7,166	133.8%	117.1%
MD	46,516	128.1%	181.8%
NJ	15,317	114.2%	110.8%
PA	41,355	1,318.3%	118.1%
VA	24,715	135.3%	124.6%
WV	1,286	104.9%	102.9%

New Contracts by State

State	2021	2020	2019
DC	283	115.5%	117.4%
DE	462	105.5%	110.8%
MD	2,735	114.6%	107.4%
NJ	962	116.9%	98.2%
PA	2,436	184.9%	107.3%
VA	1,805	125.8%	111.9%
WV	146	101.4%	135.2%

New Closings by State

State	2021	2020	2019
DC	250	211.9%	113.1%
DE	327	152.1%	108.3%
MD	2,176	161.4%	120.5%
NJ	673	139.0%	85.3%
PA	1,805	207.5%	103.2%
VA	1,514	153.4%	125.0%
WV	84	118.3%	120.0%

Bright Steps Weekly Market Report

Click the image above to view the summary, or [view the full report](#) on the [Bright Steps](#) site.

Your Association Needs Your Expertise

Your direct involvement in FCAR committees, classes, and functions not only helps better connect you to fellow members, but also raises the bar for value for everyone else involved. Please consider volunteering your time to help in one of the listed areas. If you're ready to help, contact Hugh Gordon at hugh@fcar.org.

COMMITTEES

- Budget & Finance Committee
- Community Service Committee

EDUCATION

- Monitors for virtual and in-person classes

MEMBERSHIP MEETINGS

- Legal Updates
- Lender Updates

In Case You Missed It: Winners of the Fair Housing Brokerage Challenge

Last month, all FCAR brokerages were invited to participate in the [Fairhaven](#) real estate simulation from NAR. The program was designed to help REALTORS test their fair housing decision-making skills by navigating several realistic scenarios that spanned the lines of race, social status, gender, and more. After completion, users were given a results page to help them understand more about the subject moving forward. We thank everyone who participated in this

effort and would encourage anyone who has yet to [take it](#) to do so for their own benefit.

We would also like to extend a special thanks to the prize sponsors for this year's event: Kevin Carey of [Caliber Home Loans](#) and Marlene Campini of [Old Republic Home Protection](#).

Without further adieu, the winning brokerages for this year's contest are as follows (and are listed in no particular order):

- [Bach Real Estate](#)
*Donating \$250 to
The Frederick Rescue Mission*
- [Welcome Home Realty Group](#)
*Donating \$250 to
Habitat for Humanity*
- [RE/MAX Realty Plus](#)
& RE/MAX Results (tied)
*Donating \$300 together to
Frederick Community
Action Agency*

2021 Home Buyers and Sellers Generational Trends Report

National Association of REALTORS®
Research Group

[CLICK
for the full
report!](#)

 NATIONAL
ASSOCIATION OF
REALTORS®

FCAR Calendar

Sign up for these upcoming events using your FCAR Member Portal. Please note that **all of our meetings are being held virtually** until further notice. The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

Commercial Lunch & Learn

Thursday, June 8

12:00-1:00 PM

Learn about commercial transactions with Tony Checchia. All residential and commercial agents are welcome.

FCAR Awards Ceremony & June Membership Meeting

Tuesday, June 15

10:00 am-12:00 pm

We'll be announcing the winners of this year's FCAR Awards as well as the RPAC Raffle.

Summer Kickoff Virtual Bingo

Friday, June 25

6:00-8:00 pm

Kick off the summer with a virtual bingo/happy hour! All proceeds will benefit the FCARE fund. For more information or to donate a prize, contact a member of the Community Service Committee.

SAVE THE DATE:

FCAR 2021 Trade Show

Tuesday, October 19

11:00 am-2:00 pm

Event will be held at the Frederick Fairgrounds. Sponsorship and registration coming soon.



Mental Toughness
MT4A
for Agents

Mental Toughness for Agents
Wednesday, June 2 | Register in your Membership Portal



Frederick County Association of REALTORS®

RPAC Raffle

— SPRING 2021: APRIL 1-MAY 31 —

Kickstart your RPAC support!
Enter to win your choice of one of three great prizes:

Cuisinart Air Fryer Solo Stove Fire Pit Vineyard Gift Certificate

Ticket Sales End May 31!

CONTRIBUTIONS TO RPAC ARE NOT DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES

Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by Maryland RPAC to support state and local candidates. 30% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. This solicitation is intended for REALTORS® only. Nothing herein contained shall be construed as solicitation of contributions from non-members. Personal contributions made by check must be on a personal check, not on a corporate check. Contributions made on a corporate check will be treated as a corporate contribution as permitted under the Maryland Campaign Finance Law. *For contributions made by credit card: You acknowledge that all credit card contributions are subject to the usual requirements of law applicable to RPAC contributions. The charge applied to the account as a result of the contribution must be paid with the personal funds of the individual(s) by whom the contribution is made. Authority: Beverly Rasmussen, Treasurer

Continuing Education

We have transitioned from 100% virtual classes to a hybrid model.

Historic Homes from 1780-1980

Thursday, May 20

9:00-10:30 AM

Instructor: Kevin Bradley

Come dig into the details of historic homes, why they are historic and why some are not. This class counts as 1.5 Elective credits (F).

Mental Toughness for Agents

Wednesday, June 2

1:00-2:30 PM

Instructor: Eric Rittmeyer

Mental Toughness trains you how to control your thoughts, feelings and attitudes, before, during and after a performance. Especially under pressure.

Fair Housing

Wednesday, June 8

9:00-10:30 AM

Instructor: Beau Pichon

Legal & Legislative Update

Friday, June 10

9:00 AM-12:00 PM

Instructor: Mark Feinroth

You now have the option to come in to the FCAR Classroom or stay at home and attend via Zoom. Please use your [FCAR Membership Portal](#) to sign up and choose which method you prefer.

Monitors will be present but will also be monitoring any students online. Instructors will have the option to teach in person or virtually. Virtual instructors will be displayed on our classroom projector screen. For live teachers, we will have a video camera facing them so virtual students will still be able to watch. For virtual classes, a Zoom link will be sent to your registered e-mail address the day before the class. Pursuant to DLLR authorization for online continuing education during the pandemic.

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

- A face mask must be worn the entire duration of the class.
- 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.
- To accommodate instances where the instructor is teaching virtually, please bring in your laptop or tablet, if possible.



Special Thanks

to our Newsletter Sponsors

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Have questions? info@fcar.org | Find us online: www.fcar.org

