



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

June 25, 2024

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FCAR SOCIAL SHORTCUTS



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

The FCAR Commercial Seminar Series



Featuring instruction from knowledgeable local commercial experts, this series helps REALTORS® learn the basics of commercial real estate in just a few short sessions.

RSVP FOR FREE



Summer Donation Drive Benefits Children of Incarcerated Parents Partnership (COIPP)



Membership

Lunch & Learn with Delegate Kris Fair



Maryland State Delegate Kris Fair headlined a recent Lunch & Learn that covered best practices for supporting LGBTQ+ clients in the real estate market.

***Pictured (left to right):** FCAR CEO Hugh Gordon, FCAR Director Julie Larson, 2024 FCAR President Kris Alcorn, Delegate Kris Fair, Director Soraya Gillespie, Strategic Partner Director Dan Cumberland Jr., Director Christopher Highland, and Director Terez Dorsey.*

Keep it Reel with FCAR Social Media

Okay, that was lame, but we promise you it's worth following us on Facebook and Instagram.

We work hard to keep you informed through creative ways on social media. ([@fcarmd](#))



News You Can Use

Big Dates & Deadlines

September 1-30

FCAR Board Elections

Thursday, September 5

Membership Meeting

Featuring Police Chief Jason Lando

September 9-13

FCAR Membership Week

Free CE, Store Discounts, and more

September 9-13

YPN Cornhole Tournament

Utica Park | Sponsorships Available

September 16-19

MD Realtors® Conference

Ocean City, MD

November 8-11

NAR NXT Conference

Boston, MA | narnxt.realtor

Thursday, November 14

FCAR Charity Auction

Theme: *Get Groovy and Give*

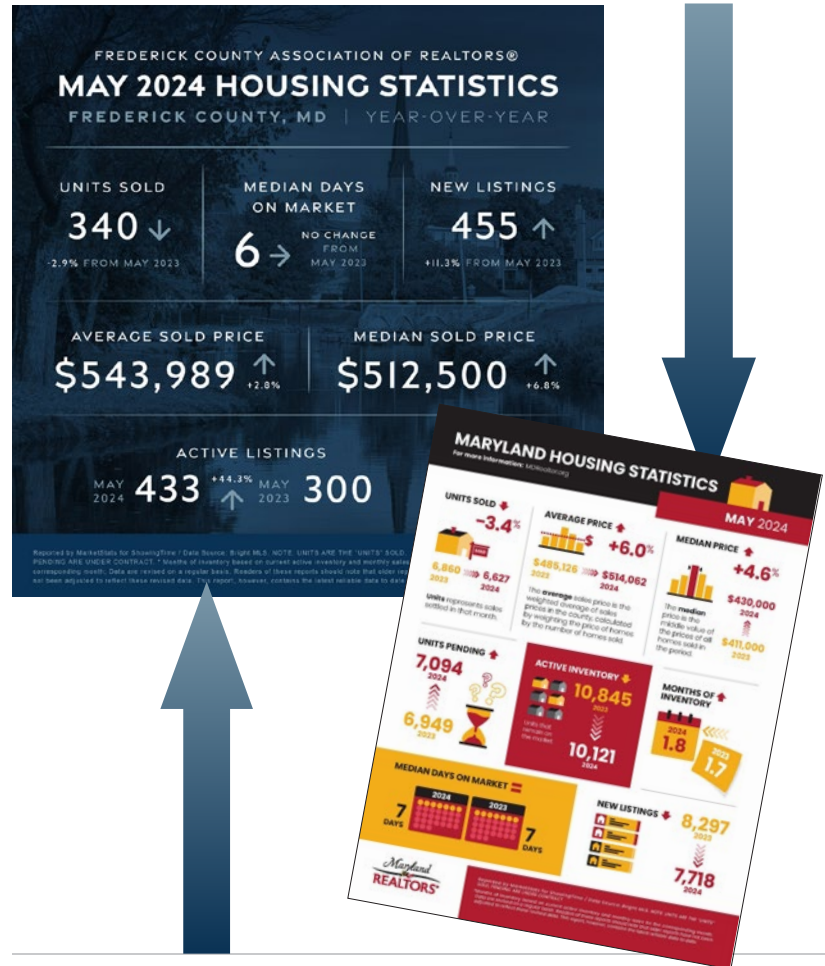
Deadline: December 31

Code of Ethics Cycle 7 Ends

View our Fact Sheet: go.fcar.org/cycle7

Housing Market Statistics

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



	WEEK ENDING June 23, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
New Purchase Contracts	6,359	+1.6%	-3.8%
Median Time to Contract	18 days	+0 days	+0 days
New Listings	6,216	+11.7%	+0.4%
Median List Price	\$425,000	+3.9%	+0.0%
Active Listings	33,590	+23.4%	+3.1%
% Active Listings with a Price Decrease	9.0%	+1.6 pp	+0.0 pp
Canceled Listings	425	+49.1%	+16.4%

pp = percentage points



For more weekly insights, visit BrightMLS.com/MarketUpdate.

News You Can Use

BRIGHT MLS CHANGES:

Recent Bright MLS Policy Updates

[VIEW FORM](#)

The first set of NAR Settlement and Bright Policy updates is here. Here are the changes post as of June 12:

New seller concession field at listing entry

These optional, fully negotiable fields are where you can indicate whether or not your seller is willing to offer concessions to the buyer—and if so, how much.

New fields for entering specific concession details after close

Also optional, these editable fields let you enter information about how the actual concessions were paid.

New client disclosure form available

Designed to help clarify marketing options and MLS rules for buyers and sellers, this form is available for you to view and begin to use with your clients. It will be required starting August 14th.

NAR SETTLEMENT DETAILS:

Timeline for the Proposed NAR Settlement

There are a lot of moving parts to the recent NAR settlement, and we wouldn't blame you for feeling confused. Thankfully, NAR has also provided resources to help REALTORS® prepare for how the new regulations affect how they conduct business.

NAR SETTLEMENT TIMELINE*

[VIEW SETTLEMENT FAQ](#)

FCAR.ORG/EVENTS

Commercial Basics Seminar: Commercial Inspections

Wednesday, June 26 | 1:00-3:00 PM at FCAR with Shaun R. O'Neal

Featuring instruction from knowledgeable local commercial experts, this series is designed to help REALTORS® learn the basics of commercial real estate in just a few short sessions.

Lunch & Learn at Rocky Point: Ag Financing & Land Preservation

Wednesday, July 17 | 11:30 AM-1:00 PM at Rocky Point Creamery

This off-site event at Rocky Point Creamery features experts from the Frederick County Office of Agriculture and free lunch and ice cream **sponsored by Horizon Farm Credit.**



YPN Happy Hour

Thursday, July 18 | 4:00-6:00 PM at The Garage

Join us at **The Garage** (near the Airport) for a casual networking event with free appetizers and gift card giveaway. RSVP today for your chance to win free gift card. **Want to sponsor this event? Let us know!**

Did you hear? The FCAR Office is Moving to 490 Monocacy Blvd.

CLOSED for Moving: July 29-Aug. 2 | Reopening Monday, Aug. 5

FCAR will be closed for moving week of July 29, so plan your classroom reservations and REALTOR® Store purchases accordingly! We appreciate your patience during this transition.

September Membership Meeting

Thursday, Sept. 5 | 11:30 AM-1:00 PM at Dutch's Daughter

Join us for a REALTOR® Safety Month presentation from **Jason Lando**, Chief of Police for the City of Frederick.

Membership Appreciation Week

SAVE THE DATE(S): Sept. 9-13 | At our new 490 Monocacy Blvd. location

FCAR.ORG/CLASSES

In-person classes are noted with an asterisk(*), and all other classes are virtual.

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

For virtual courses, Zoom links will be sent out the day before the class to the registered e-mail address.

MD Code of Ethics

Tue., July 2 | 9:00AM-12:00 PM

Instructor: MD REALTORS®

MREC RE Brokerage Relationships & Disclosures

Tue., July 2 | 1:00-4:00 PM

Instructor: MD REALTORS®

Contracts Law Elective

Tue., July 9 | 9:00-10:30 AM

Instructor: MD REALTORS®

MREC Required Supervision

Thu., July 11 | 9:00AM-12:00 PM

Instructor: MD REALTORS®

Fair Housing

Tue., July 16 | 9:00-10:30 AM

Instructor: MD REALTORS®

Legal & Legislative Update

Tue., July 23 | 1:00-4:00 PM

Instructor: MD REALTORS®

New Member Orientation*

Tue., Aug., 13 | 12:00-1:30 PM

Instructor: Terry La Scola,

Welcome Home Realty Group



REGISTER ONLINE

FREE BRIGHT MLS ONLINE TRAINING

Instructor: Steve Hoover, Bright MLS Customer Success Coach

Creating a Comparative Market Analysis (CMA)

Wed., July 10 | 10:00-11:00 AM on Zoom

How to Enter a Listing in Bright MLS

Wed., July 10 | 2:00-3:00 PM on Zoom



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