



# Newsletter

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

December 2, 2021

## Meet the Board

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*A Party with a Side Helping of Community Service*

## FCAR Holiday Party This Tuesday, Dec. 7

[Register today](#) for a festive (and free) lunch at FCAR.



We are providing the main course and encouraging members to bring either a dessert to share or **Bags of Care** donations to support the Frederick Rescue Mission and the communities they serve.

Donations can include warm hats, gloves, socks, underwear, and toiletries like soap, shampoo, toothbrushes. Items are being collected through Friday, December 10 and can be dropped off at FCAR or participating brokerages.

### FCAR SOCIAL SHORTCUTS



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



### Get more out of your membership: Join a committee!

[Sign Up on our website at fcar.org/committees](https://fcar.org/committees)

We are accepting positions for 2022 committees of all kinds, but especially Membership & Events.

# Membership

## As an Affiliate Member, you have a lot to offer. We can help.

**The Affiliates' Corner** is a new column we're providing as an added membership value. It's a place for you to showcase your industry knowledge while also putting yourself in front of our 1,300+ membership. (Did we mention that it's free?) Let us know you're interested in taking advantage of this great opportunity by contacting [joe@fcar.org](mailto:joe@fcar.org).



## DID YOU KNOW:

Beginning January 1, 2022, NAR will no longer offer free zipForms. To ensure no disruption of service or inconvenience to our membership, **FCAR will provide free access to forms through LoneWolf.** This is just another value added benefit of FCAR membership.



**April 30, 2022**

**Our 100th Anniversary Celebration**

**Contact [hugh@fcar.org](mailto:hugh@fcar.org) to secure your spot.**

## Time is running out to secure your Platinum Jubilee Gala Sponsorship.

**Sponsorship Deadline: December 31, 2021**

**Gold sponsorship includes a host of digital and in-person event benefits such as:**

- Reserved Gala Seating at a table for ten (10)
- Recognition in Visual Presentation
- Branding on Save the Date
- Branding on Gala Invitation
- Recognition in the Gala Event Program (logo)
- Pre and Post Event Social Media Posts
- Year-long Name Presence on Event web page, Name listed in Event Slideshow, Name listed in Newsletter
- Listed in Event E-mail Sponsor List

# News You Can Use

## Big Dates & Deadlines

### Thursday, December 2 Legislative Breakfast

### Tuesday, December 7 FCAR Holiday Party (free)

Bring a dessert or donated bags with toiletries to support our Bags of Care initiative, benefiting the Frederick Rescue Mission. Free today in your Membership Portal.

### 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!

### Friday, December 31 Gala Sponsorship Deadline

Learn more at [fcar.org/jubilee](http://fcar.org/jubilee).

### Thursday, January 6 Presidential Installation

Installation of the President, Officers, and Directors for 2022. This event will be held at the Arc of Frederick County and also function as our January Membership Meeting. Registration will open soon.

### Payable Through January 16 FCAR 2022 Dues

Annual dues provide a multitude of member benefits, including FCAR covering the cost for forms in 2022 and beyond through LoneWolf.

## bright MLS Weekly Market Report

Week Ending: November 28, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
53,706	5,435	4,600	3,175	12 Days	43,367
81.8% of 2020 104.3% of 2019	94.3% of 2020 126.3% of 2019	95.7% of 2020 97.5% of 2019	84.2% of 2020 103.8% of 2019	12 in 2020 29 in 2019	104.2% of 2020 79.2% of 2019

### Weekly Highlights

- End of month closing volume tracked lower than the week of Thanksgiving in both '20 and '19.
- While showing volume fell compared to the week of Thanksgiving in '20, it gained versus '19.
- New listing levels saw seasonal Thanksgiving week declines in line with the past two years.

### New Showings by State 2021 versus 2020 / 2019

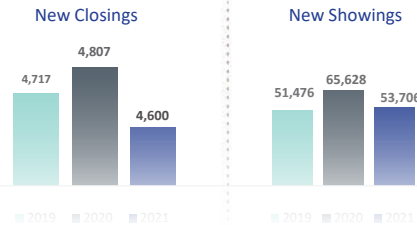
DC	1,526	65.8%	81.9%
DE	2,734	85.5%	93.9%
MD	18,524	80.4%	105.9%
NJ	6,581	81.1%	100.6%
PA	15,288	86.5%	102.7%
VA	8,425	78.7%	114.8%
WV	628	114.4%	143.8%

### New Contracts by State 2021 versus 2020 / 2019

DC	178	97.3%	119.5%
DE	298	90.6%	141.2%
MD	1,768	93.8%	127.1%
NJ	535	80.5%	110.9%
PA	1,554	97.4%	125.0%
VA	1,008	99.4%	133.5%
WV	94	98.9%	132.4%

### New Closings by State 2021 versus 2020 / 2019

DC	131	95.6%	100.8%
DE	296	112.5%	114.7%
MD	1,580	98.3%	108.0%



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

## RIS Media: 2021 Legislative Year in Review

From tax credits to Fair Housing wins, you won't want to skip this year's Legislative Review.

## Learn more about Realtor.com's Seller's Marketplace

Seller's Marketplace is a Realtor.com® experience where consumers can learn about and evaluate their home selling options, including iBuying/iOffers, sale-leaseback programs, funding to buy before they sell, and listing on the open market while reinforcing the value of working with a real estate agent.

It offers both education and tools to support sellers as they navigate their path to selling their home. These include:

- The ability to connect with an agent to list on the open market.
- High-level selling comparison that helps sellers assess the potential financial and timing implications of listing a home on the open market, selling to an iBuyer, or considering a sale-leaseback program.
- Marketplace to view estimated offer ranges and request and receive offers from various instant funding providers, where available (varies by market).

### How does Seller's Marketplace help agents, brokers and others in the real estate industry?

Agents must be aware of and knowledgeable about every option available to their clients in today's environment, and that includes the myriad alternatives for selling a home.

Seller's Marketplace providers like EasyKnock and Knock provide solutions that can help you deliver more value and confidence to home sellers and clients. Sellers also want the opportunity to explore and learn more about iOffers and iBuyers, and Seller's Marketplace gives them the chance to learn about and evaluate those options alongside listing on the open market with an agent.

Agents who demonstrate an understanding of iBuying options can set themselves apart, and Seller's Marketplace can help you do just that.

iBuyers only appeal to a certain segment of sellers who focus on transaction speed or certainty, and most home sellers want to sell for the highest price. Our data shows that the vast majority of visitors to Seller's Marketplace come for information about iBuyers and other selling models but ultimately choose to list their home with an agent.

The Seller's Marketplace experience also helps us capture leads from potential home sellers who may not already be on an iBuyer site. We can then direct many of these leads to an agent who can best help them. Realtor.com® generates more than 15 listing leads for agents for every one lead sent to a Seller's Marketplace provider. Since we launched the marketplace in July 2020, more than half of the people who submitted an inquiry chose to connect with an agent

Learn more at [realtor.com/sell/sellers-marketplace](https://realtor.com/sell/sellers-marketplace)

# 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.fcar.org](http://www.fcar.org).

## Holiday Party

TUESDAY, DECEMBER 7 | 11:00 AM-1:00 PM

### Legislative Breakfast

Thu., December 2

8:00-10:00 AM

### Events Committee

Thu., December 2

3:00-4:00 PM

### FCAR Holiday Party

Tue., December 7

11:00 AM-1:00 PM

Join us for a free holiday luncheon. We're also inviting members to bring a dessert OR backpacks/bags and toiletries to donate for the Frederick Rescue Mission Bags of Care initiative.

### Commercial Committee

Thu., December 9

11:30 AM-12:30 PM

### Commercial Lunch & Learn

Tue., December 14

11:00 AM-12:00 PM

### Serve at the Soup Kitchen

Tue., December 14

5:00-7:00 PM

Give back to the local community. No dish washing required (seriously). Contact [wendy@wendyfriend.com](mailto:wendy@wendyfriend.com) to learn more.

### Advocacy Committee

Thu., December 16

11:00 AM-12:00 PM

### Budget & Finance Committee

Mon., December 20

9:00-10:00 AM

### Presidential Installation

Thu., January 6, 2022

8:30-10:30 AM

Held at the Arc of Frederick County. This will also function as our January Membership Meeting. Registration will open soon.

### Platinum Jubilee Gala

Sat., April 30, 2022

Celebrating FCAR's many contributions to the fabric of Frederick County history. Tickets will go on sale in 2022. Partner with us for this historic event. More info available at [fcar.org/jubilee](http://fcar.org/jubilee).

# 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.

## Fair Housing

Fri., Dec. 3 | 1:00-4:00 PM

Instructor: Beau Pichon

## Legal & Legislative Update

Thu., Dec. 9 | 1:00-4:00 PM

Instructor: Mark Feinroth, Colette Massengale

## New Member Orientation

Tue., Dec. 14 | 1:00-2:30 PM

Instructor: Amos Martin

Contact [kelley@fcar.org](mailto:kelley@fcar.org) to sponsor this class.

## Did you know:

Affiliate Members can sponsor  
New Member Orientations for  
FREE? Contact [kelley@fcar.org](mailto:kelley@fcar.org)  
to learn more.

In-person, hybrid, and virtual classroom protocols are available online:


[fcar.org/continuing-education](https://fcar.org/continuing-education)

# 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.](#)

# Special Thanks

*to our Newsletter Sponsors*



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