



March 26, 2025

2025 FCAR Board of Directors

Brandi Dillon, President

brandi.d@theagencyre.com

Kris Alcorn, Immediate Past President

kalcornfcar@gmail.com

Terez Dorsey, President-Elect

realtorterezdorsey@gmail.com

Julie Larson, Secretary

julielarson@live.com

Tracy Grubb, Treasurer

ktgrubb@comcast.net

Soraya Gillespie, Director

soraya@mytptm.com

Hanna Houck, Director

homesbyhannahouck@gmail.com

Christopher Highland, Director

chris@chrishighland.com

Tom Mitchell, Director

tom@whrgcommercial.com

Bill Armstrong, Director Emeritus

billarmstrong77@gmail.com

Dan Cumberland Jr., Strategic Partner Director

dan@moyerandsons.com

FCAR SOCIAL SHORTCUTS

Meet the Board: Hanna Houck, Director



Frederick County native and REALTOR® since 2018, Hanna Houck has a family background in real estate and construction.

With a Bachelor's in Economics from Mount St. Mary's, she's passionate about homeownership, especially for underserved communities. She is active in several FCAR committees, our board of directors, and the Women's Council of REALTORS®, focusing on advocacy and inclusive leadership. Hanna aims to increase multicultural

representation, support dual-career agents, and improve the REALTOR® public image. Certified in PSA, AHWD, C2EX, and RENE, she is dedicated to helping others achieve the dream of homeownership.

LAST CALL for FCAR Award Nominations: Due This Friday, March 28

Do you know a colleague who knocked it out of the park in 2024? These awards honor association members who have gone above and beyond in one of thirteen categories.

SEND US YOURS

Membership

March YPN Happy Hour: Bushwaller's Pub



The luck of the Irish flowed at this month's Young Professionals Network (YPN) Happy Hour. Around 50 REALTORS® and other real estate industry professionals packed out Bushwaller's Pub in Downtown Frederick for their monthly dose of low pressure networking.

Congratulations to Blake Gatewood for winning the gift card giveaway courtesy of our your local team at **Edge Home Finance**. *Photos courtesy Paul Barrios - Lifestyle Media.*

[VIEW ON FACEBOOK](#) 

News You Can Use

Big Dates & Deadlines

Friday, March 28: Deadline
FCAR Award Nominations

Tuesday, April 8
Maryland REALTORS®
Regional Roundtable
Hilton Garden Inn, Frederick, MD

Wednesday, April 9
2025 FCAR Trade Show
Showcasing the services of our Strategic Partners with the theme "Camp FCAR"

Friday, April 18
FCAR Office Closed

Wednesday, May 7
FCAR Awards Ceremony

Monday, May 26
FCAR Office Closed

May 31-June 5
NAR Legislative Meetings
Trade Expo: June 2-3 (Mon-Tue)

Housing Market Statistics

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



Bright MLS service area

Week ending: March 23, 2025



	Week ending 3/23/2025	Compared to a year ago	Compared to a week ago
Showings	94,816	- 2.6%	+ 1.6%
New purchase contracts	6,298	- 0.8%	+ 3.2%
Median time to contract	19 days	0 days	+ 1 day
New listings	6,353	+ 9.9%	+ 4.4%
Median list price	\$449,000	- 6.9%	0.0%
Active listings	33,238	+ 22.8%	+ 1.9%
% active listings w/ a price decrease	8.3%	+ 0.9 pp	+ 0.2 pp
Canceled listings	347	- 3.6%	+ 0.9%

VIEW BRIGHT MLS WEEKLY STATS



News You Can Use

Maryland Piedmont Reliability Project (MPRP)

If you are looking to keep up with the controversial Maryland Piedmont Reliability Project (MPRP) power lines, we can help! Click the button on the right to view the presentation shared by Mark Faris, a representative from Stop MPRP, at our March Membership Meeting.



[VIEW PRESENTATION](#)

Licensed after October 2023? You need specific CE for your first license renewal.

Did you receive your initial license on or after 10/1/2023? Is this the first time EVER that you are renewing your license? If so, you will need specific CE for that first renewal. The good news is that both FCAR and The CE Shop can help you.

Professionalism as It Relates to MD Code of Ethics*

Tue., Apr. 22 | 1-2:30PM at FCAR
with Marie Lagos, Brianne Paugh

Contract Writing for the Newly Licensed*

Tue., May 6 | 1-4PM at FCAR
with Marie Lagos

OR do it online at:
go.fcar.org/ce-new

CAMP FCAR

FCAR TRADE SHOW 2025

Wednesday, April 9 | 11AM-2PM | Frederick Fairgrounds

Free Mission BBQ | Giveaways | Camp-Themed Displays

REALTORS® ATTEND FREE. REGISTER TODAY!

FCAR.ORG/EVENTS

Commercial Development Seminar Thursday, Apr. 3 | 1-3 PM at FCAR

Catch the vision for “Frederick County into the next 50 years” with local development experts.

Maryland REALTORS® Regional Roundtable Tuesday, Apr. 8 | 10 AM-2 PM

Join your state association for a day of conversation, networking, and industry discovery. (Hilton Garden Inn, Fredrick)

Camp FCAR: The 2025 Trade Show Wednesday, Apr. 9 | 11 AM-2 PM

Showcasing the best of our Strategic Partner services. REALTORS® attend free! RSVP today for Mission BBQ, giveaways, over 60 exhibitors worth of networking, and a best-dressed prize for the theme "Camp FCAR."

Trade Show After Party Wednesday, Apr. 9 | 3-5 PM at Idiom Brewing

This month's happy hour networking event is sponsored by Town & Country Movers and Staged & Sold LLC.

Homebuying Assistance Programs Thursday, Apr. 10 | 6:30-7:30 PM at FCAR

Attendees will learn about the local, county, and state programs that can help with down payment and closing costs.

Lunch & Learn: Affordable Housing Wednesday, Apr. 16 | 12-1 PM at FCAR

Attendees will learn about the local, county, and state programs that can help with down payment and closing costs.

Bring a Broom Saturday, Apr. 26 | 8:30-11:30 AM in Downtown Frederick

FCAR's Community Service Committee has created a team for you to join so our members can serve together.

FCAR Awards Ceremony Wednesday, May 7 | 4-6 PM at Dutch's Daughter

Frederick Center Site Visit Wednesday, May 14 | 10-11 AM

Join the FCAR Diversity, Equity, and Inclusion Committee to tour The Frederick Center.



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.

MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 25 | 10AM-1PM on Zoom
with MD REALTORS®

Legal & Legislative Update

Thu., Mar. 27 | 9AM-12PM on Zoom
with MD REALTORS®

Fair Housing

Thu., Apr. 3 | 10AM-12PM at FCAR
with Beau Pichon

Professionalism as It Relates to MD Code of Ethics*

Tue., Apr. 22 | 1-2:30PM at FCAR
with Marie Lagos, Brianne Paugh

Preparing Buyers and Sellers for Home Inspections*

Tue., Apr. 29 | 1-3PM at FCAR
with Dan Deist

Maryland Mortgage Program*

Wed., Apr. 30 | 10-11:30AM at FCAR
Hybrid with Latoya Harris

Contract Writing for the Newly Licensed*

Tue., May 6 | 1-4PM at FCAR
with Marie Lagos



VIRTUAL
TRAINING

REGISTER ONLINE

EVERY MONDAY & WEDNESDAY

SentriLock Lockbox | 11 AM-12PM or 3-4 PM on Zoom

EVERY TUESDAY

SentriKey Showing Service | 11 AM-12 PM on Zoom



GRADUATE,
REALTOR®
INSTITUTE

REGISTER ONLINE

MARYLAND REALTORS®

GRI 400 SERIES DATE

GRI 400 April 1 | [Details](#)



Amp up your career
at C2EX.realtor



NATIONAL
ASSOCIATION OF
REALTORS®

SPECIAL THANKS

to our Newsletter Sponsors

**SALISBURY
McLISTER
& FOLEY SM&F**
REAL ESTATE LAW SINCE 1978

Patrick F. McLister

John P. Foley, IV

100 W Church Street
Frederick, MD 21701
301-694-7235
www.fredericktitle.com

VILLAGE SETTLEMENTS, INC.
PARKER, SIMON,
HAHN & DELISI, LLC
Real Estate Attorneys

OUR ATTORNEYS
ALWAYS CONDUCT
THE SETTLEMENT

5283 Corporate Drive, Suite 301
Frederick, MD 21703
Phone: (301) 698-9300
www.villagesettlements.com

Mention this ad for a \$100 reduction of the settlement fee in connection with a real estate settlement conducted by Village Settlements, Inc.

United
TITLE SERVICE, LLC

Celebrating
22 Years in
Business

New Location, Same Great Service!
Real Estate Professional Center
617 W. Patrick Street Suite 100
Frederick, MD 21701
Phone: 301-631-2900
Fax: 301-631-2911
www.UnitedTitleService.com

Mention This Ad For
\$200 Off
Your Next
Settlement

Home Inspections with Quality. Mention FCAR Get \$25 Off

NEXTDAY INSPECT

46179 Westlake Dr, Suite 200B,
Sterling, VA 20165
Call: (703) 450-6398
Text: (703) 350-4118
Email: info@nextdayinspect.com

Visit Our Website
nextdayinspect.com

We offer top-notch home inspection & environmental testing services

FREDERICK COUNTY ASSOCIATION OF REALTORS®

The Voice of Real Estate in Frederick County

490 MONOCACY BLVD. | FREDERICK, MD 21701 | 301-663-0757 | WWW.FCAR.ORG

