



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**February 10, 2023**

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FCAR SOCIAL SHORTCUTS



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

## This Wednesday on Zoom: What Every REALTOR® Needs To Know About Taxes

Join us for a webinar with world-class speaker Linda De Marlor, President of Tax Masters, Inc.



Taxes are complicated and REALTORS® are busy people. Register for this month's free Informe Professionals session for money-saving tax tips and some Q&A time from someone who specializes in tax prep for REALTORS®.

**REGISTER NOW**

## 2022 FCAR Award Nominations

It's time to showcase the best and brightest of our membership from the past year! Submit your nomination **before March 31**, and your shining star might be one of the members honored at the award ceremony in late April.

**SUBMIT YOURS TODAY**



# Membership



## MEET THE BOARD: Secretary Brandi Dillon

Your secretary for 2023 loves both real estate and skydiving!

Brandi Dillon has been volunteering with FCAR for over two years with the Leadership Group, Grievance Committee. Brandi came on board as a Director last year and is thankful to be your Secretary for 2023. She is passionate about fair housing and ethical practices and is excited to continue supporting industry standards.

**BRANDI DILLON**  
2023 SECRETARY



### FEBRUARY NEW MEMBER ORIENTATION

## Welcome, new members!

*Special thanks to **Shore United Bank** for sponsoring this month's orientation.*

Pictured (from left): Tara Gelven, Luis Alvarado, Brent Meda, Temitope (Temi) Daniel, Aaron Gudgeon, Avery Jackson, Julia Brocato, Charity Riggs, Amanda Fishel, Collin Crown, Stephanie Molina, Erinn Robinson Wood, Don Deibler, (sponsor) Cara Draper, and Thomas Claggett.

# News You Can Use

## Big Dates & Deadlines

### Next Late Fee Incurred: February 16 2023 FCAR Dues Late Fees

Late fees will increase from \$175 to \$325 on February 16 for any accounts with unpaid dues.

Thursday, March 2 | 11:30 AM

### March Membership Meeting

Join us for guest speaker Rebecca Layman of the Mental Health Association, critical Frederick County Advocacy updates, legal and lender updates, and important association news.

Friday, March 31

### FCAR Award Nominations

Submit your nominations for the best and brightest of the past year!

[fcar.org/awards](http://fcar.org/awards)

Friday-Saturday, March 18-19

### FCBIA Home Show

Frederick Fairgrounds

Thursday, April 27

### FCAR Award Ceremony

Save the date! Details to come.

May 6-11 in Washington D.C.

### REALTOR® Legislative Meetings

Registration opens February 15.



## Weekly Market Report

Week Ending: February 5, 2023

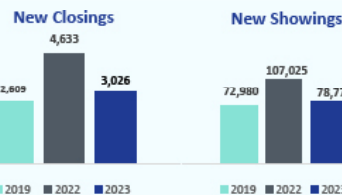


| New Showings                    | New Contracts                  | New Closings                    | New Listings                   | Median DOM, New Contracts | 7-Day Avg. Total Inventory      |
|---------------------------------|--------------------------------|---------------------------------|--------------------------------|---------------------------|---------------------------------|
| <b>78,770</b>                   | <b>4,362</b>                   | <b>3,026</b>                    | <b>5,908</b>                   | <b>17 Days</b>            | <b>52,213</b>                   |
| 73.6% of 2022<br>107.9% of 2019 | 83.1% of 2022<br>85.8% of 2019 | 65.3% of 2022<br>116.0% of 2019 | 99.4% of 2022<br>82.5% of 2019 | 9 in 2022<br>36 in 2019   | 165.5% of 2022<br>96.3% of 2019 |

### Weekly Highlights

More buyers are interesting in touring homes. There was a total of 78,770 showings in the Bright MLS footprint. Showing activity slowed considerably in November and December but has begun to steadily increase. While the number of showings is still below where it was last year, showing activity did increase by 10.6% compared to a week ago.

Sellers might be coming back, as well. We saw buyers begin to come back to the market in January as mortgage rates fall and now there is some evidence that sellers may be ready to jump back in as well. A total of 5,908 new listings came onto the market this week which was about the same number of new listings during the same week last year and is 27.6% higher than a week ago.



### New Showings by State

| State | Count  | % of 2022 | % of 2019 |
|-------|--------|-----------|-----------|
| DC    | 3,036  | 76.6%     | 124.2%    |
| DE    | 4,088  | 74.0%     | 95.6%     |
| MD    | 25,437 | 72.0%     | 136.4%    |
| NJ    | 10,246 | 84.6%     | 98.0%     |
| PA    | 21,382 | 73.1%     | 90.5%     |
| VA    | 13,681 | 68.5%     | 107.7%    |
| WV    | 900    | 103.9%    | 121.1%    |

### New Contracts by State

| State | Count | % of 2022 | % of 2019 |
|-------|-------|-----------|-----------|
| DC    | 178   | 92.7%     | 112.7%    |
| DE    | 256   | 93.8%     | 97.7%     |
| MD    | 1,409 | 87.1%     | 90.8%     |
| NJ    | 435   | 88.1%     | 76.4%     |
| PA    | 1,184 | 78.3%     | 78.6%     |
| VA    | 808   | 75.9%     | 84.7%     |
| WV    | 92    | 100.0%    | 109.5%    |

### New Closings by State

| State | Count | % of 2022 | % of 2019 |
|-------|-------|-----------|-----------|
| DC    | 99    | 60.4%     | 128.6%    |
| DE    | 202   | 70.4%     | 157.8%    |
| MD    | 934   | 66.4%     | 113.5%    |
| NJ    | 347   | 61.9%     | 110.9%    |
| PA    | 836   | 63.7%     | 112.5%    |
| VA    | 548   | 67.8%     | 113.7%    |
| WV    | 60    | 63.3%     | 139.5%    |

### New Listings by State

| State | Count | % of 2022 | % of 2019 |
|-------|-------|-----------|-----------|
| DC    | 256   | 87.4%     | 102.4%    |
| DE    | 327   | 102.2%    | 81.5%     |
| MD    | 1,847 | 106.6%    | 88.8%     |
| NJ    | 577   | 92.8%     | 63.5%     |
| PA    | 1,669 | 96.4%     | 80.2%     |
| VA    | 1,115 | 97.6%     | 83.0%     |
| WV    | 117   | 114.7%    | 120.6%    |



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# News You Can Use

## NAR: We Do Not Sell Members Information

The National Association of REALTORS® (NAR) is currently investigating reports of an unauthorized third-party posing as NAR and attempting to fraudulently sell our members health insurance.

If you receive a text message or phone call offering health insurance from NAR, please do not respond or provide any personal or financial information.

Please remember, the National Association of REALTORS® will

never contact you by phone or text to solicit personal or financial information, or to sell any product or service.

NAR has taken steps to identify the entities behind the scam and to protect our members and trade-

marks. They continue to investigate the matter in an effort to stop this scam from continuing to be perpetrated on NAR members.

## Help Spread the Word About ADUs

Accessory Dwelling Units (ADUs) provide a common-sense approach that can help more Marylanders—young professionals, seniors, service personnel, and more—find homes. What is needed is legislation that would make ADUs a viable option, no matter where you live in the state. **Please share the video below** to help your local leaders understand how ADUs can play a vital role in our current housing crisis.



# FCAR CALENDAR

Sign up for these upcoming events using your [FCAR Membership Portal](#).

For virtual events, Zoom links are listed on our calendar at [www.fcar.org](http://www.fcar.org).

## Sponsors Needed for 2023: The Soup Kitchen Project

Every Second Tuesday | 4:30-7:00 PM | July 11, Aug. 8, Sept. 12, Oct. 10, Nov. 14, Dec. 12

FCAR hosts a monthly evening of serving dinner at the Soup Kitchen Project in Downtown Frederick. Your \$250 sponsorship feeds local residents and is a great team-building experience. Contact Community Service Committee member Susan Houck at [soldbysusanhouck@gmail.com](mailto:soldbysusanhouck@gmail.com). View the details in this [online PDF](#).



## Informed Professionals Webinar: What Every REALTOR® Needs to Know About Taxes

Wednesday, Feb. 15 | 1:00-2:30 PM on Zoom

Join us as Linda De Marlor, President of Tax Masters, Inc., presents at this month's Informed Professionals session.

## YPN Happy Hour: Gambrill Mountain Food Co.

Thursday, Feb. 16 | 5:00-7:00 PM

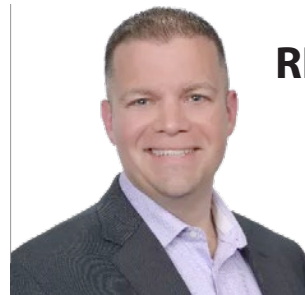
Good drinks, great food, and casual networking. What's not to love? Non-members are welcome to attend, so invite your business colleagues!



## Hands-Only CPR Training

Thursday, Feb. 23

12:00-1:30 PM at FCAR



## REALTOR® Safety with Jonathan Schultz

Friday, Feb. 24

1:00-2:00 PM at FCAR

## March Membership Meeting Thursday, Mar. 2 | 11:30 AM-1:00 PM

Mental Health takes the forefront at this month's with guest speaker Rebecca Layman of MHA Frederick. Critical Advocacy updates will also be shared by FCAR leadership, so you won't want to miss it! Register today in your Membership Portal.

# FCAR CONTINUING EDUCATION

**Please note: All Winter CE courses are virtual unless marked otherwise.\*\***

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).

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

## MREC Required Supervision

Thu., Feb. 16 | 1:00-4:00 PM

Instructor: Larry Riggs

## Fair Housing

Wed., Feb. 22 | 1:00-2:30 PM

Instructor: Kevin Yungmann and  
Meg Gawler

## Legal & Legislative Update

Thu., Feb. 23 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth

## MD Code of Ethics

Tue., Feb. 28 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth

## MREC RE Brokerage Relationships & Disclosures

Tue., Feb. 28 | 1:00-4:00 PM

Instructor: Kathleen Dartez

## New Member Orientation\*\*

Tue., Mar. 8 | 5:00-6:30 PM

Instructor: TBD

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

## Buying and Selling Properties with Solar Systems\*\*

Tue., Mar. 21 | 10:00-11:30 AM

Instructor: Augustine Conti



## BRIGHT MLS VIRTUAL TRAINING

Tue., Feb. 16 | 10:00-10:30 AM | Tools to Get Started with Bright MLS

Tue., Feb. 16 | 2:00-2:30 PM | Prospect with Bright MLS Public Records

Instructor: Neal Feinberg, Bright MLS Customer Success Coach

## PLAN2PASS BROKER COURSE

Feb. 16-March 23 | 9:00 AM-2:00 PM on Zoom | Final exam in-person at FCAR

Instructor: Mary Chieppa | Contact: [here2help@plan2pass.com](mailto:here2help@plan2pass.com)



## 2023 GRI COURSE DATES

Series 200: March 1, 2, 7, 21, 23, 28 | Series 300: April 4, 18, 20, 25

Series 400: May 2, 4, 11, 16

# Special Thanks

*to our Newsletter Sponsors*



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