



# Newsletter

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

November 19, 2021

## Meet the Board

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Kevin Carey, Affiliate Director  
[kevin@careylendingteam.com](mailto:kevin@careylendingteam.com)

## FCARe Charity Auction Raises \$16,919 for Wounded Veteran Cause

Benefiting Terra Firma Retreat Center, a Lone Survivor Foundation Project being developed in Weverton, MD.

The second floor of Dutch's Daughter was abuzz with energy last Thursday night for the FCARe Charity Auction. Nearly 130 FCAR members and guests enjoyed an evening split between silent and live auctions, fabulous prizes, and Dutch's fine food and drink.

Brian Mokricky kept the event on schedule and Dana Dudley lent her auctioneering expertise to coax competitive bids out of the attendees.

Special thanks for the event's sponsors for making it possible: Caliber Home Loans, CLIMB Properties, Presidential Bank Mortgage, and Ruppert Properties. Event photos are available on FCAR's Facebook page.



### FCAR SOCIAL SHORTCUTS



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



### 2022 Dues Invoices Available

**Posted and payable in your Membership Portal**

When it comes to the \$25 Fair Share Investment item on this year's dues form, your RPAC Committee peers encourage you to "Keep the Box Checked."

# Membership

## Affiliates' Corner: Old Republic Home Protection



**Marlene Campini**  
Senior Account Executive

### Homeowner's Insurance vs Home Warranty

Together they can offer invaluable budget protection

**Homeowners Insurance** covers loss and damage to your home's structure and your personal belongings caused by perils like fire, wind, flood, theft, etc. A homeowner's insurance policy is often required as a condition of granting a mortgage loan.

**Home Warranties** are a service contract that helps reduce the cost of home systems and appliance failures caused by normal wear and use, covering items like: kitchen appliances, plumbing and electrical systems, HVAC systems and ductwork, pool and spa equipment, clothes washers and dryers, and more!

Homeowner's insurance and home warranties work together to offer homeowners peace of mind and invaluable budget protection when covered breakdowns happen.

*"Homeowner's insurance and home warranties work together to offer homeowners peace of mind..."*



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### Now Accepting 2022 Committee Positions

We are looking for as many members as possible to join the following committees.

- Advocacy | Budget & Finance | Commercial | Community Service
- Education | Membership Events | Forms | Grievance
- Professional Standards | Young Professionals Network Advisory

# News You Can Use

## Big Dates & Deadlines

**Payable Through January 16**

### FCAR 2022 Dues Payable

Your dues cover a multitude of member benefits, including forms provided through LoneWolf

**Thursday, December 2**

### Legislative Breakfast

**Tuesday, December 7**

### Holiday Party

**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! Your current CoE status can be checked in your profile at [nar.realtor](http://nar.realtor).

**Tuesday, January 6**

### Presidential Installation

Installation of the President, Officers, and Directors for 2022. This event will be held at the Arc of Frederick County.

## bright MLS Weekly Market Report

Week Ending: November 14, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
<b>93,374</b>	<b>7,344</b>	<b>5,887</b>	<b>5,920</b>	<b>12 Days</b>	<b>45,306</b>
95.6% of 2020 114.5% of 2019	100.3% of 2020 122.3% of 2019	93.8% of 2020 116.2% of 2019	97.2% of 2020 114.3% of 2019	11 in 2020 28 in 2019	104.3% of 2020 77.9% of 2019

### Weekly Highlights

- Average daily inventory has declined over the past two months compared to 2020, down -14% from the end of September.
- Showing volumes continued to contract, down -14% from September.
- Over the past month, average week new pending sales are similar to 2020 (-1.1%).

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

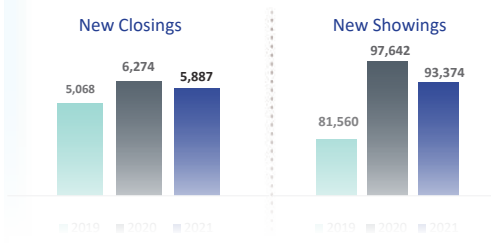
State	2021	2020	2019
DC	3,433	99.2%	116.7%
DE	5,244	106.9%	121.3%
MD	30,543	91.3%	111.5%
NJ	10,468	90.6%	106.0%
PA	26,265	97.6%	111.3%
VA	16,491	100.3%	131.1%
WV	930	103.3%	110.6%

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

State	2021	2020	2019
DC	237	106.8%	107.7%
DE	418	92.1%	136.2%
MD	2,352	100.0%	127.7%
NJ	778	102.1%	117.2%
PA	2,123	100.1%	116.8%
VA	1,326	103.4%	127.1%
WV	110	85.9%	85.9%

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

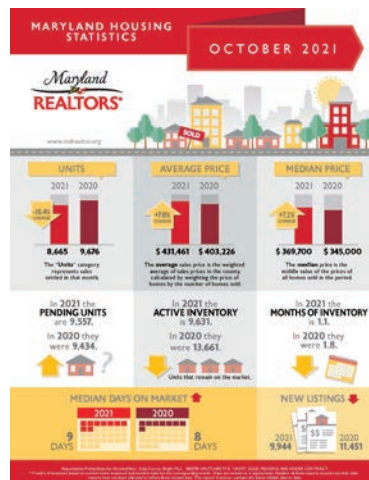
State	2021	2020	2019
DC	176	103.5%	106.7%
DE	350	95.4%	116.3%



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

## Need more housing stats?

We've got you covered on our [housing statistics](#) page.



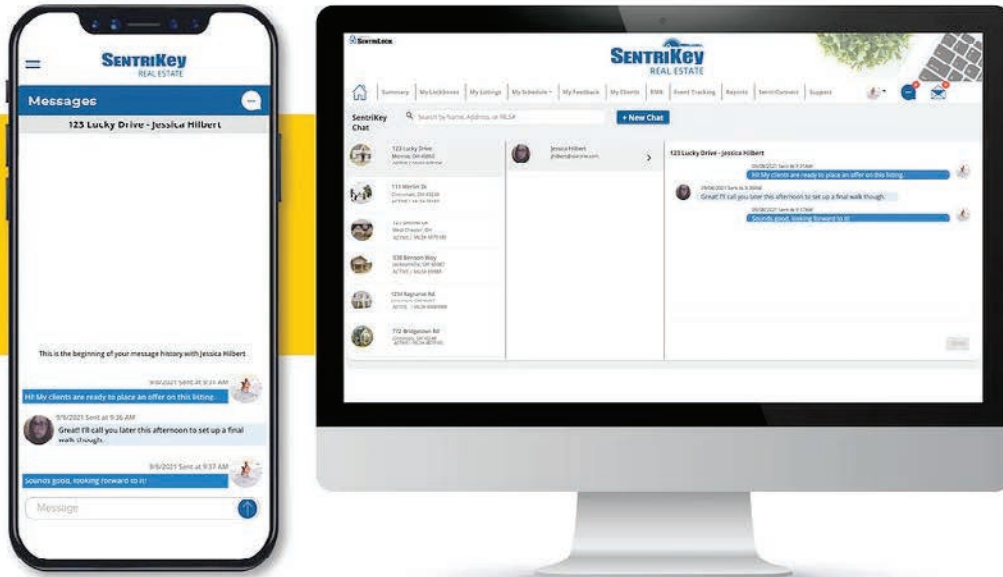
# News You Can Use

## New SentiKey Showing Service® Chat Feature

Time is money when it comes to managing showings, especially in today's competitive market.

SentiKey® Chat, available at all SentiKey Showing Service® tiers and on both web and app, lets you

connect directly, quickly, and easily on a listing! Never miss an important message again – or waste valuable time tracking down an agent's email or phone number.



### HOW TO CREATE A NEW CHAT

#### *From your desktop:*

Click on the SentiKey® Chat icon – the blue chat icon with three dots in the center, located in the upper-right of your SentiKey® Real Estate screen. Tap “New Chat.”

Search by listing address, agent name, or MLS #.

Tap the “Start New Chat” button. A window pops up so you can type your message.

Press the “Send” or arrow button. Done!

#### *From your mobile device:*

Click the blue chat icon with three dots in the center, located at the bottom of your SentiKey® Real Estate phone screen. Then tap the “+” icon.

Search by listing address, agent name, or MLS #.

Begin typing your message.

(In each scenario, you can type up to 1,000 characters, including emojis.)

### HOW TO RESPOND TO A CHAT

#### *From your desktop or mobile device:*

The SentiKey® Chat icon – the blue icon with three dots in the center, located at the bottom of your SentiKey® Real Estate phone screen or in the upper-right of your SentiKey® Real Estate screen – displays the number of unread messages.

Click the icon to access. Chats are grouped based on a specific listing, with the most recent chat first. Any unread chats will be highlighted.

If you're the showing agent: You'll only see chats between the listing agent and yourself, not all chats for the specific listing.

If you're the listing agent: You'll see all chats for that listing.

Select the chat, and then type and send your response.



# 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).



## Women's Council of Realtors® Holiday Pie Fundraiser

Mon., Nov. 22 | 11:00 AM

\$18/ea. to support the Women's Council with a delicious pie.

## Education Committee

Wed., December 1

9:00-10:00 AM

## Community Service Committee

Wed., December 1

11:30 AM-12:30 PM

## Legislative Breakfast

Thu., December 2

8:00-10:00 AM

Limited seating available. Contact [hugh@fcar.org](mailto:hugh@fcar.org) to learn more.

## FCAR Holiday Party

Tue., December 7

11:00 AM-1:00 PM

Join us for a fun and festive holiday lunch! No registration is necessary for this free event.

## Events Committee

Mon., December 6

3:00-4:00 PM

## 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

8:30-10:30 AM

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

# 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., Nov. 19 | 2:30-4:00 PM

Instructor: Beau Pichon

## MREC RE Brokerage Relationships & Disclosures

Wed., Nov. 1 | 1:00-4:00 PM

Instructor: Carol Kinsey

## MD Code of Ethics

Tue., Nov. 30 | 1:00-4:00 PM

Instructor: Larry Riggs

## 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.

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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## Frederick County Association of REALTORS®

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