



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**April 11, 2023**

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[meg.gawler@communitytn.com](mailto:meg.gawler@communitytn.com)

## This Week: New Home Construction Lunch & Learn

It's the second of this month's Informed Professionals double header! Learn how to help your clients navigate the new construction process with Samantha Schweinhart, New Home Specialist.

**Wednesday, April 12**  
12:00-1:00 PM at FCAR

**REGISTER TODAY**



## Maryland REALTORS® Fair Housing PDF

Need a refresher? The state association has released a new 4-page PDF that summarizes the do's and don'ts of Fair Housing in Maryland.



FCAR SOCIAL SHORTCUTS



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

# Membership

IN REVIEW:

## Community Service Spring Donation Drive

Your fellow members went above and beyond to help local women and children in need.

The Frederick Rescue Mission's **Faith House** was bustling with activity this week as FCAR's Community Service Committee dropped off Easter baskets and donations from dozens of our REALTOR® and Strategic Partners.

We are proud to see our members supporting the vital work Faith House does to support local women and children.



*Pictured (from left): FCAR 2021 President Terry La Scola, Terez Dorsey, FCAR Association Executive Hugh Gordon, FCAR Director of Operations Natalie McLister, Susan Houck, Lori Reeder, Joseph Frank, two members of the Faith House staff, Don Diebler, and Community Service Committee Chair Dan Cumberland, Jr.*



# News You Can Use

## Big Dates & Deadlines

Thursday, April 19

### MR Regional Roundtables

Holly Hills Golf Club

Thursday, April 27 | 5:00-8:00 PM

### FCAR Award Ceremony

Union Mills Public House in  
Downtown Frederick

Thursday, May 4

### Commercial Symposium

Maryland Live! Casino and Hotel

Thursday, May 4 | 11:30 AM

### Membership Meeting

Save the date for a double header meeting with speakers from the Frederick County Public Library and the Frederick County Chamber of Commerce.

May 6-11 in Washington D.C.

### REALTOR® Legislative Meetings

Walter E. Washington Convention Center  
Register today: [legislative.realtor](https://legislative.realtor)



## Weekly Market Report

Week Ending: April 2, 2023

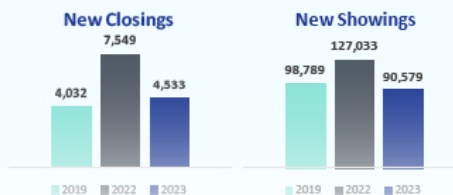


bright MLS

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
90,579	5,092	4,533	5,065	10 Days	56,257
71.3% of 2022 91.7% of 2019	76.3% of 2022 69.8% of 2019	60.0% of 2022 112.4% of 2019	60.0% of 2022 46.5% of 2019	7 in 2022 20 in 2019	152.6% of 2022 101.4% of 2019

### Weekly Highlights

- End-of-month spring in closed sales. There's a push to close at the end of the month. The week ending April 2, 2023, demonstrated that jump, up 41.3% compared to a week ago. Closed sales still remain significantly below last year, as buyers face higher interest rates and a dearth of inventory.
- New purchase contracts grow week over week. If new purchase contracts are an indication of sales in April, the Mid-Atlantic region should expect growth in close sales in the coming weeks. New purchase contracts have seen week-over-week improvement for 6 weeks in a row. New purchase contracts are unsurprisingly lower than the past two years, yet are showing the upward trend of spring buying.



### New Showings by State

State	2023	2022	2019
DC	2,941	72.0%	103.8%
DE	4,384	74.7%	71.8%
MD	28,390	68.6%	112.3%
NJ	11,294	79.2%	83.6%
PA	26,906	72.7%	82.8%
VA	15,621	67.2%	89.2%
WV	1,043	85.2%	98.8%

### New Contracts by State

State	2023	2022	2019
DC	172	76.4%	71.7%
DE	261	72.1%	74.4%
MD	1,609	78.6%	74.2%
NJ	479	76.0%	59.9%
PA	1,444	76.8%	65.4%
VA	1,023	72.3%	71.9%
WV	104	87.4%	98.1%

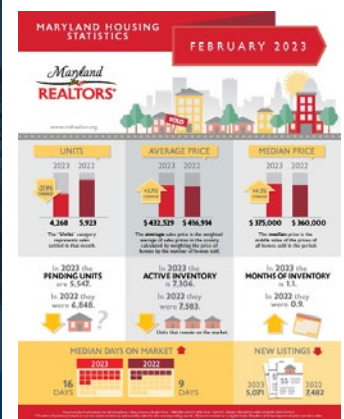
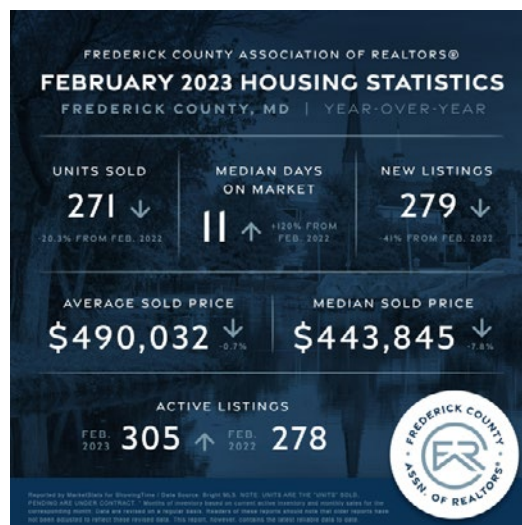
### New Closings by State

State	2023	2022	2019
DC	158	57.9%	108.2%
DE	286	66.1%	129.4%
MD	1,354	58.4%	115.5%
NJ	456	59.7%	95.4%
PA	1,375	64.9%	126.0%
VA	829	54.4%	95.5%

For the full report, click the image above or visit [Bright's website](https://www.brightmls.com).

## Housing Market Statistics

More market statistics are available on our [housing statistics](https://www.brightmls.com/housing-statistics) page.



## Brokers: Join the 2023 FCAR Roadshow

Let us know when we can join your next team meeting! The Roadshow is a chance for FCAR leadership to speak with members about plans for the year, current events that they

might want to participate in, committee participation, and a chance to educate members on the benefits of making an investment in RPAC. It will only take about 15 minutes.

Please let Natalie McLister ([natalie@fcar.org](mailto:natalie@fcar.org)) know the best date and time for your team.

## Legislative Update: SB 443

**REALTOR® Legislation Approved!**  
Today, the Maryland General Assembly passed Maryland

REALTORS® priority bill SB 443, to provide specific continuing education coursework for new real estate

licensees. Once signed by the Governor, the requirements will take effect on October 1, 2023.

## Have you seen the new Sponsorship Guide?

A new host of ways to get your business in front of our membership and Frederick community.

As part of our 2023 strategy to add increased value for non-REALTOR® members, a [new Sponsorship Guide](#) has released. Brokerages and Strategic Partner members are invited to take a look at an entire year's worth of events to help keep your businesses top of mind.



## Scam Alert: Fake Tree Removal Estimates

A member has made us aware of a recent scam involving tree removal services being sent to listed properties with instructions to get time sensitive estimates. Be vigilant! **Questions:** [hugh@fcar.org](mailto:hugh@fcar.org)

# FCAR CALENDAR

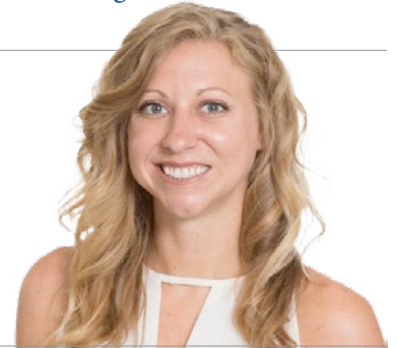
Sign up for these upcoming events using your [FCAR Membership Portal](#).

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

## Informed Professionals Lunch & Learn: New Home Construction

Wednesday, Apr. 12 | 12:00-1:00 PM at FCAR (lunch included)

Guest speaker: Samantha Schweinhart, New Home Specialist



## Maryland REALTORS® Roundtable Wednesday, Apr. 19 | 10:30 AM-2:00 PM

Join Maryland REALTORS® President Yolanda Muckle at Holly Hills Country Club for a discussion on the issues.



## YPN Happy Hour Thursday, Apr. 20 | 5:00-7:00 PM

Networking without the “work” at The Garage restaurant.

## FCAR Awards Ceremony

Wednesday, Apr. 27 | 5:00-8:00 PM

Happy hour, awards ceremony, and networking at Union Mills Public House.

2022  
FCAR  
AWARDS



## Innovate Commercial Symposium Thursday, May 4

Join Maryland REALTORS® at Maryland Live! Casino & Hotel for a one-day educational symposium for real estate agents to get up-to-the-minute information on the hottest local commercial real estate developments and trends.



## REALTOR® Legislative Meetings

May 6-11 | Washington, D.C.

Protecting rights. Expanding access. Building prosperity. Register today!

This year's Trade Expo also runs Monday-Tuesday, May 8 & 9.

# FCAR CONTINUING EDUCATION

**Please note: All classes have returned to a hybrid format.**

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

## New Member Orientation

**Tue., Apr. 18 | 9:30-11:00 AM**

*Instructor: Terry La Scola of  
Welcome Home Realty Group*

## Fair Housing

**Wed., Apr. 19 | 1:00-2:30 PM**

*Instructors: Meg Gawler &  
Kevin Yungmann of Community  
Title Network*

## Fair Housing

**Thu., Apr. 20 | 9:00-10:30 AM**

*Register at the [Women's Council of  
REALTORS® Frederick website](#)*

## MD Code of Ethics

**Tue., Apr. 25 | 1:00-4:00 PM**

*Instructor: Kathleen Dartez of  
Maryland REALTORS®*

## MREC RE Brokerage

### Relationships & Disclosures

**Wed., Apr. 26 | 1:00-4:00 PM**

*Instructor: Terry La Scola of  
Welcome Home Realty Group*

## MD Mortgage Program Elective

**Wed., May 17 | 2:00-3:30 PM**

*Instructor: Latoya Harris*

## 2023 GRI COURSE DATES

Series 400: May 2, 4, 11, 16



## VIRTUAL BRIGHT MLS TRAINING

**Thu., April 20 | 10:00-11:00 AM | Creating a CMA with Bright MLS**

**Thu., April 20 | 2:00-3:00 PM | Bright MLS Search**

*Instructor: Steve Hoover, Bright MLS Customer Success Coach*

[REGISTER ONLINE](#)



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