



# Newsletter

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

September 23, 2021

## Meet the Board

Terry La Scola, President  
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Kevin Carey, Affiliate Director  
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*2022 Officer and Director Elections End Oct. 6*

**Take part in your association  
and let your voice be heard.**

Log in to your [Membership Portal](#) and vote today!



FCAR SOCIAL SHORTCUTS



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



## New Column: Legislative Watch

We're looking out for our members by keeping them informed about relevant legislation. This week's links include important notes about private wells and zones of dewatering influence. See page 4 for details.

# Membership

## Meet Your 2022 Officer and Director Candidates

### EXECUTIVE OFFICERS

FOUR POSITIONS



**Tony "C" Checchia**  
President



**Amos Martin**  
President-Elect



**Kris Alcorn**  
Secretary



**Greg Phillips**  
Treasurer

### AFFILIATE DIRECTOR

ONE POSITION



**Dan Cumberland**  
Affiliate Director



**Meg Gawler**  
Affiliate Director



**Jennifer Marsh**  
Affiliate Director



**Denise Karanikas**  
Affiliate Director

### REALTOR® DIRECTOR

ONE POSITION



**Brandi Dillon**  
Realtor® Director



**Hanna Houck**  
Realtor® Director

## Choose which of your peers will lead the association in 2022.

Log in to your [Membership Portal](#) and vote today! Candidate bios are available in the voting interface.

Elections end Wednesday, October 6 and winners will be announced at our October 7 Membership Meeting.

## Every Second Tuesday: Serve at The Soup Kitchen Program

Did you know that the Frederick Community Action Agency's [Soup Kitchen Program](#) has been providing meals every day since the 1980s—even during the pandemic?

If you would like to join the team from FCAR that helps serve dinner every second Tuesday of the month, contact Wendy Friend at [wendy@wendyfriend.com](mailto:wendy@wendyfriend.com).

FCAR Members pictured: Shelley Eyler (second from left) and Wendy Friend (fourth from left)



# News You Can Use

## Big Dates & Deadlines

**Thursday, October 7:**

### Membership Meeting

Our monthly in-person meetings continue from 11:30 AM-1:00 PM at Dutch's Daughter restaurant. Join us for a buffet lunch, budget presentation, and the 2022 Officer & Director election results. Register today in your Membership Portal.

**POSTPONED TO 2022:**

### FCAR Trade Show

Returning next year with a new format.

**Thursday, November 4:**

### Membership Meeting

**Thursday, November 11**

### FCAR Silent Auction

Our annual charitable auction returns this November. Help support this event by donating a prize for bidding (from [an Amazon wishlist](#)) or a wine bottle for the Wine Pull!

**Thursday, December 2**

### Legislative Breakfast

Details to come.

**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).

## bright MLS Weekly Market Report

Week Ending: September 19, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
102,640	8,172	6,909	7,477	10 Days	50,216
85.1% of 2020 124.2% of 2019	94.9% of 2020 122.0% of 2019	95.2% of 2020 123.5% of 2019	95.9% of 2020 105.7% of 2019	10 in 2020 24 in 2019	111.3% of 2020 91.8% of 2019

### Weekly Highlights

- Overall inventory has tracked higher than '20 for the past two months.
- New contracts saw a significant jump from the week prior and outpaced new listings by 9.3%.
- Showings remained steady with levels seen over the past month and continued to run below last fall.

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

DC	3,647	83.5%	122.5%
DE	5,744	86.7%	107.7%
MD	33,722	83.7%	150.6%
NJ	11,502	79.5%	105.8%
PA	28,512	85.3%	107.1%
VA	18,471	90.9%	136.0%
WV	1,042	93.3%	116.3%

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

DC	254	98.1%	105.8%
DE	458	93.1%	127.2%
MD	2,637	97.9%	127.9%
NJ	904	87.0%	121.2%
PA	2,221	94.7%	113.9%
VA	1,576	96.9%	127.6%
WV	122	77.7%	116.2%

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

DC	143	67.8%	95.9%
DE	401	97.1%	121.5%
MD	2,112	99.4%	122.6%
NJ	770	92.8%	115.1%
PA	2,021	94.3%	128.3%
VA	1,320	93.5%	129.9%
WV	142	114.5%	107.6%



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

## September is REALTOR® Safety Month

NATIONAL ASSOCIATION of REALTORS®

Tell your sellers: DON'T leave personal information like mail out in the open during showings and open houses. Be sure to put away and lock up your laptop and any other expensive, easy-to-pocket electronics and jewelry before all showings.

REALTOR SAFETY PROGRAM

For more safety tips from NAR, visit [NAR.realtor/safety](http://NAR.realtor/safety)

## Legislative Watch

KEEPING AN EYE ON BILLS THAT MAY AFFECT YOU

HB1069

### Water Supply – Private Well Safety Program

Requiring an owner of residential rental property that is served by a private water supply well to provide water quality testing every 3 years and to disclose to a tenant certain results; requiring the owner of a residential rental property that is served by a private water supply well to notify the Department of the Environment and the local health department about well contamination, provide an on-going potable water supply and resolve the contamination within 60 days; providing a civil penalty of up to \$1,000; etc.

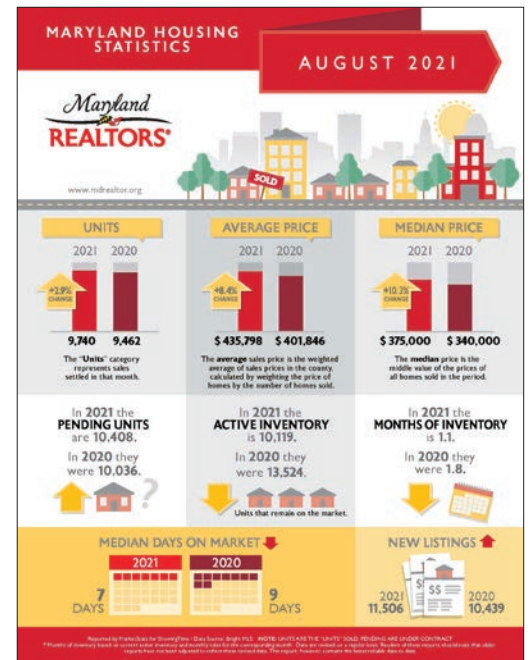
[Learn more about HB1069 at maryland.gov.](#)

HB0399

### Real Property – Required Notices for Contracts of Sale – Zones of Dewatering Influence

Requiring the Department of the Environment to develop and publish on its website a searchable map of zones of dewatering influence; defining “zones of dewatering influence” as the area around a surface mine in karst terrain; requiring a contract for the sale of real property in Baltimore County, Carroll County, Frederick County, or Washington County include a notice about property located in a certain zone; establishing that a purchaser of real property that does not receive the required notice has a right to rescind a contract; etc.

[Learn more about HB0399 at maryland.gov.](#)



## 2022 FCAR Officer & Director Elections: Have you voted yet?

We know your time is valuable, so we've made it easy to vote!

[Click here to log in and make your selections.](#)

# 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).

## October Membership Meeting

**Thu., October 7**

11:30-1:00 PM

Our monthly in-person meeting at Dutch's Daughter will include a lunch buffet. 2022 Officers and Directors will be announced.

## Soup Kitchen Project

**Tue., October 12 | 5:00-7:00 PM**

Come serve at the Frederick Community Action Agency's Soup Kitchen every second Tuesday of the month. Contact [wendy@wendyfriend.com](mailto:wendy@wendyfriend.com) to learn more.

## Membership Meeting

**Tue., November 4**

11:30-1:00 pm

## FCAR Silent Auction

**Thu., November 11**

5:30-9:00 PM

Our annual charity auction will be held at Dutch's Daughter. Looking for ways to support this event? Visit the [Amazon wishlist](#) to donate items to bid on or purchase bottles of wine for the Wine Pull.

## REALTORS® Conference & Expo

**November 12-15**

San Diego, CA

NAR's annual conference returns with options to attend both virtually or in-person.

## Legislative Breakfast

**Thu., December 2**

8:00-10:00 AM

The annual legislative breakfast. Details to follow.

## 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.](#)

## Will you donate items to bid on for the FCAR Silent Auction?

It's easy to help! Just click here, buy an item off the event's Amazon wishlist, and have it shipped to the FCAR office.

# 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.

## Understanding Contract Addenda

**Thu., Sept. 30**

9:00 AM-12:00 PM

Instructor: Marie Lagos

## New Member Orientation

**Tue., Oct. 5 | 5:00-6:30 PM**

Instructor: Terry La Scola

*Affiliates—Contact [kelly@fcar.org](mailto:kelly@fcar.org) to sponsor this event for free!*

## Legal & Legislative Update

**Fri., Oct. 8 | 1:00-4:00 PM**

Instructors: Mark Feinroth,  
Colette Massengale

## MREC RE Brokerage Relationships & Disclosures (Virtual)

**Thu., Oct. 21 | 9:00 AM-12:00 PM**

Instructor: Mark Feinroth,

## MD Code of Ethics

**Tue., Oct. 26 | 9:00 AM-12:00 PM**

Instructors: Colette Massengale,  
Kathleen Dartez

## How to Successfully Sell a HUD Home

**Tue., Oct. 26 | 12:30-2:00 PM**

Instructor: Jim Bass

## New Member Orientation

**Tue., Nov. 16 | 9:30-11:00 AM**

Instructor: Marie Lagos

*Affiliates—Contact [kelly@fcar.org](mailto:kelly@fcar.org) to sponsor this event for free!*

## VIRTUAL CLASS INFORMATION


- Please arrive early to check in. The Zoom will open 15 mins. prior to class start time.
- Be prepared to show your license to enter the class.
- For safety purposes, absolutely NO driving is allowed while participating in virtual classes.
- Virtual classes should be attended with the same respect as in-person education. Please do not take other phone calls, browse other websites, or be moving around.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present and all virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force. There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at [www.fcar.org](http://www.fcar.org). For any additional questions, contact Natalie at 301-663-0757.

## IN-PERSON CLASS PROTOCOLS

- You are required to bring in your laptop, tablet, or smartphone.
- A face mask is required in common areas of the office. If you are vaccinated, you may take off your mask while seated in the classroom. If you are not, please remain wearing your mask.
- There will be a limit of 15 students who can be in the classroom.
- Tables will be set up so students will be 6 feet apart.
- Phone calls, e-mailing and browsing websites will not be permitted during the class and will result in no credit.

# Special Thanks

*to our Newsletter Sponsors*



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## Frederick County Association of REALTORS®

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