



# Newsletter

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

June 9, 2021

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## Major deadline approaching: Extended License Renewal Due This Tuesday, June 15

If you are practicing with a license that was extended due to the COVID-19 state emergency, your time is running out!

To complete your renewal, all require continuing education must also be completed in the same time frame. Not sure how many credits you have? All continuing education taken through FCAR is reported to the Maryland Department of Labor, Licensing and Regulation and is credited to your license. You can verify the information submitted to DLLR by logging in to the [their site](#) and clicking on “history.”

**Still have questions?** You can visit DLLR’s [main site](#) for more information or contact them directly at 410-230-6230.

**Still need credits?** You can visit [The CE Shop](#) and see if any of their bundles meet your continuing education needs. Promotional codes are being made available during this time and can save you anywhere from 30-50% off the price of any online courses.



FCAR SOCIAL SHORTCUTS



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



## June 15 Membership Meeting

Join us in honoring member excellence with the FCAR Awards this [Tuesday at 10:00 am!](#) We will also be announcing the winner of the Spring RPAC Raffle.

# Membership

## Coming Soon: Affiliates' Corner



We're hard at work adding membership value for FCAR Affiliate Members. In addition to an expanded Affiliate Directory on our website (coming soon), we are also opening a new column in our Newsletter.

The goal of this new feature is to offer a place for Affiliate Members to both gain exposure and share their valuable trade insights.

**Want to learn more?** Secure your spot in this new column by contacting FCAR Communications Manager Joe Weyman at [joe@fcar.org](mailto:joe@fcar.org).

**New Task Force:** Created during our May Affiliate Forum, this group's mission is to collaborate on additional ways to add value for our Affiliate Members. The team includes Affiliate Director Kevin Carey, Hugh Gordon, Nita Young, Rich Stewart, Meg Gawler, and Dan Cumberland.

INFORMED PROFESSIONALS PRESENTS

### REALTOR® Safety Seminar

Wednesday, June 16 | 11:00 am-12:30 pm

**Are you leaving your safety to luck?  
What will you do when it runs out?**

Join us as retired Frederick Police Captain Kirby Maybush leads a discussion on safety, awareness, and tactics in an entertaining style.

This hybrid event is lecture-based with no physical component.

REGISTER ON YOUR MEMBERSHIP PORTAL:

[go.fcar.org/login](https://go.fcar.org/login)

**The FCAR Awards:  
Join us in honoring  
member excellence.**

### June Membership Meeting

Tuesday, June 15 | 10:00 am

In addition to your monthly updates, we will be announcing the winners of this year's FCAR Awards and the RPAC Raffle. The event is virtual, but nominees and award presenters will attend in person.

[go.fcar.org/login](https://go.fcar.org/login)

## Big Dates & Deadlines

**Tuesday, June 15:**

### FCAR Awards Ceremony & Membership Meeting

In addition to your monthly updates, we will be announcing the winners of this year's FCAR Awards as well as the Spring RPAC Raffle. [Register now.](#)

**Tuesday, June 15:**

### License Renewals & Continuing Education

If you're currently practicing with your license on extended status, your updated renewal date is coming up on **June 15, 2021.** [Learn more.](#)

**Tuesday-Thursday, October 12-14:**

### Maryland REALTORS® Conference Early Bird

MR's annual conference returns to Ocean City at the Clarion Resort Fountainbleau Hotel, but \$199 early bird pricing won't last forever. [Learn more.](#)

**Friday, December 31:**

### Current NAR Code of Ethics Cycle Ends

*Don't let this date sneak up on you!* REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by NAR. [Learn more.](#)

## bright MLS Weekly Market Report

Week Ending: June 6, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
<b>171,978</b>	<b>7,682</b>	<b>7,113</b>	<b>10,391</b>	<b>8 Days</b>	<b>44,649</b>
137.6% of 2020 173.6% of 2019	85.9% of 2020 93.0% of 2019	145.6% of 2020 103.1% of 2019	137.8% of 2020 131.7% of 2019	14 in 2020 20 in 2019	82.1% of 2020 79.6% of 2019

### Weekly Highlights

- For the first week of June, inventory levels continued to improve and hit the 80% level for the first time since October 2020.
- The trend of increasing supply continued, with new listings up 6.5% from the prior week, at 137.8% and 131.7% compared to 2020 and 2019 respectively.
- However, new pending sales landed at 93.0% of 2019.

### New Showings by State

2021 versus 2020 / 2019	
DC	5,584 168.4% / 187.4%
DE	8,428 138.7% / 144.4%
MD	56,595 136.3% / 225.2%
NJ	19,111 129.2% / 149.5%
PA	47,590 127.5% / 139.7%
VA	33,140 160.7% / 192.2%
WV	1,530 118.2% / 144.9%

### New Contracts by State

2021 versus 2020 / 2019	
DC	227 95.4% / 89.7%
DE	402 87.9% / 104.7%
MD	2,529 94.9% / 99.8%
NJ	806 82.1% / 83.5%
PA	2,081 74.5% / 83.9%
VA	1,512 91.9% / 99.3%
WV	125 79.6% / 102.5%

### New Closings by State

2021 versus 2020 / 2019	
DC	242 144.9% / 108.5%
DE	352 121.4% / 96.7%
MD	2,260 139.4% / 115.1%
NJ	672 112.4% / 90.2%
PA	1,912 197.5% / 92.7%
VA	1,546 133.3% / 107.4%
WV	129 157.3% / 126.5%

### New Listings by State

2021 versus 2020 / 2019	
DC	430 182.2% / 182.2%
DE	456 121.6% / 121.3%



Click the image above to view the one-sheet summary, or [view the full report](#) on the [Bright Steps Weekly Market Update](#) page.

## COVID-19 Industry Impact Watch: Issue 24

This bi-weekly newsletter highlights the most important COVID-19-related developments affecting the real estate industry from the National Association of REALTORS®, with research from FOCUS, a Leonine Business. Click the image or view the full report [here](#).

June 8 | ISSUE 24

COVID-19  
INDUSTRY IMPACT WATCH:  
REAL ESTATE

**IN THIS ISSUE**

- REMOVES ONLINE NOTIFICATION (P-2)
- REAL ESTATE EXPOSURE (P-3)
- EVICTION AND FORECLOSURE MONITORING (P-7)
- COVID-19
- SHORT TERM RENTALS (P-9)
- DEALS, DISCOUNTS AND LANDACQUISITION ISSUES (P-10)
- MENTAL/HEALTHCARE RELIEF PROGRAMS (P-16)

Welcome to Industry Impact Watch! Real Estate is a weekly newsletter highlighting the most important COVID-19 related developments affecting the real estate industry from the National Association of Realtors, with research from FOCUS, a Leonine Business.

**ISSUE 24 UPDATES**

- 1. National Online History: Addressed on May 25 to authorize the use of remote notations for additional digital image related remote notations which started Friday May 21, 2021. The bill will go into effect on July 1.
- 2. Addressed on May 25 to authorize the use of remote notations for additional digital image related remote notations which started Friday May 21, 2021. The bill will go into effect on July 1.
- 3. Addressed on May 25 to authorize the use of remote notations for additional digital image related remote notations which started Friday May 21, 2021. The bill will go into effect on July 1.
- 4. Pennsylvania submitted the State of Emergency through August 18, 2021.

**Evictions & Foreclosures Monitoring**

- 1. A latest report was published by D.C. dated 4 request by a group of landlords on June 3.
- 2. A latest report was published by D.C. dated 4 request by a group of landlords on June 3.
- 3. Connecticut action has been filed by property owner through June 30, 2021.
- 4. Texas legislation was signed by the governor on May 29, 2021.
- 5. Nevada legislation was signed by the governor on May 29, 2021.

## Passwords and Online REALTOR® Safety

Hacker activity, data leaks, and ransomware attacks are all on the rise. Don't let sloppy password practices leave you vulnerable to compromised accounts or identity theft.

Everybody's been there: "Your password is out of date and must be reset." *Ugh*. So, what do we do? We choose another easy password or one that's practically the same as the old one. Problem solved ... *right*?

Sure, it's not exactly Fort Knox level protection, but the alternative of using dozens of "strong" passwords with the required characters sounds exhausting (*and anybody who's tried it can tell you, it can be*).

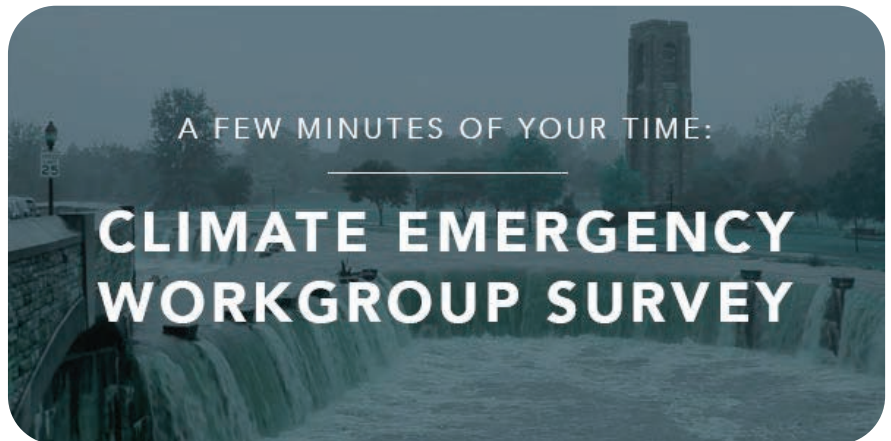
What's the alternative? While it's no magic bullet, **consider using a Password Manager** to increase security and reduce hassle. Want to learn more? Check out our [recommended reading](#) on the subject.

## HOW TO: Check your CE credits with DLLR

All continuing education taken through FCAR is reported to the Maryland Department of Labor, Licensing and Regulation and are credited to your license. You can verify the information submitted to DLLR by clicking [HERE](#).

If you click "History" it will show all of the education hours you have completed. You can reach the Maryland Real Estate Commission by clicking [HERE](#).

**Still need credits?** Save 30% on [The CE Shop](#) with promo code SUPPORT30.



A survey has been developed in an effort to gauge how climate change concerns are impacting the current real estate market.

The Climate Emergency Mobilization Workgroup (CEMWG) is a joint Frederick County / Frederick City group authorized by the mayor and Board of Alderman to facilitate goals set by the Climate Emergency Resolutions adopted last year.

This group is interested in learning if concerns about climate change impacts—such as increased extreme weather events, flooding, and increased energy

costs—are impacting the current market and influencing buyers' decisions. They are also seeking REALTOR® insights into buyer trends in regard to energy efficiency, alternative energy sources, and more.

To participate in 10-15 minute survey, [click here](#). Members should complete the survey by Monday, June 21 to have their feedback included in our recommendations.

# FCAR Calendar

Sign up for these upcoming events using your [FCAR Membership Portal](#). Please note that **all meetings are still being held virtually** unless noted otherwise. The Zoom links will be listed on the FCAR Calendar at [www.fcar.org](http://www.fcar.org).

## FCAR Awards Ceremony & June Membership Meeting

**Tuesday, June 15**

10:00 am-12:00 pm

We'll be announcing the winners of this year's FCAR Awards as well as the RPAC Raffle. The event is virtual, but nominees and award presenters will attend in person.

## Informed Professionals: REALTOR® Safety Seminar

**Wednesday, June 16**

11:00 am-12:30 pm

Retired Frederick Police Captain Kirby Maybush will lead the discussion for this hybrid event.

## Summer Kickoff Virtual Bingo

**Friday, June 25**

6:00-8:00 pm

Kick off the summer with a virtual bingo/happy hour! All proceeds will benefit the FCARE fund. For more information or to donate a prize, contact a member of the Community Service Committee.

## Maryland REALTORS® Annual Conference

**October 12-14, 2021**

MR's yearly conference returns to Ocean City at the Clarion Resort Fontainebleau Hotel. Early bird registration is available on the [event's website](#).

## SAVE THE DATE:

### FCAR 2021 Trade Show

**Tuesday, October 19**

11:00 am-2:00 pm

Event will be held at the Frederick Fairgrounds. Sponsorship and registration opportunities will be made available in the coming weeks.



FRIDAY, JUNE 25 | 6:00-8:00 PM

# SUMMER KICKOFF VIRTUAL BINGO FUNDRAISER

**Kick off your summer with a virtual bingo happy hour!**

There will be plenty of great prizes to win. Bingo cards may be purchased using our [FCAR Membership Portal](#) and are \$5 each. Your Zoom link and bingo cards will be emailed to you separately after purchase. All proceeds will benefit the FCARE Fund.

For more information or to donate a prize, please contact [natalie@fcar.org](mailto:natalie@fcar.org) or [jennifer@signaturesettlements.com](mailto:jennifer@signaturesettlements.com)

# 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.

## Legal & Legislative Update

Thursday, June 10

9:00 AM-12:00 PM

Instructor: Mark Feinroth

## New Member Orientation

Wednesday, June 16

1:00-2:30 PM

Instructor: Marie Lagos

## MREC RE Brokerage Relationships & Disclosures

Tuesday, June 22

9:00 AM-12:00 PM

Instructor: Collette Massengale

## MD Code of Ethics

Tuesday, June 22 | 1:00-4:00 PM

Instructor: Kathleen Dartez & Mark Feinroth

## How to Successfully Sell a HUD Home

Tuesday, June 29

10:00-11:30 AM

Instructor: Jim Bass

## FREE CLASS: Water Quality and Waterfront Property Value

Thursday, July 22

10:00-11:30 AM

Instructor: Matt Pluta from Choptank Riverkeeper

This FREE CE virtual course for FCAR members is worth 1.5 hours of elective credits (F). Contact Cheryl Krebeck at 410-822-8767 or [cheryl@msbrmd.com](mailto:cheryl@msbrmd.com) to register.

Monitors will be monitoring both virtual and in classroom students. If you attend the class in person, all students and monitors are required to have a laptop or smartphone so the monitor can view everyone. FCAR staff will be here to assist you. Instructors will have the option to teach in person or virtually. Virtual instructors will be displayed on our classroom projector screen. For live teachers, we will have a video camera facing them so virtual students will still be able to watch. For virtual classes, a Zoom link will be sent to your registered e-mail address the day before the class.

## 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.

## 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.fcara.org](http://www.fcara.org). For any additional questions, contact Natalie at 301-663-0757.

# Special Thanks

*to our Newsletter Sponsors*

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## Frederick County Association of REALTORS®

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Have questions? [info@fcar.org](mailto:info@fcar.org) | Find us online: [www.fcar.org](http://www.fcar.org)

