



February 20, 2025

2025 FCAR Board of Directors

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Bill Armstrong, Director Emeritus

billarmstrong77@gmail.com

Dan Cumberland Jr., Strategic Partner Director

dan@moyerandsons.com

FCAR SOCIAL SHORTCUTS



Meet the Board:

Julie Larson, Secretary



Julie has been a licensed REALTOR® for over 35 years, and the Broker/owner of RE/MAX Realty Plus since 2012.

Prior to becoming broker, Julie managed RE/MAX Realty Group for over 15 years. She is currently serving on the Maryland Professional Standards committee and has served as WCRF President, FCAR Grievance and Professional Standards committees, and as an FCAR Ombud.

Julie is a graduate of both the NAR Leadership Academy and Maryland REALTORS® GRI. She is experienced and adept at handling difficult situations, a great listener, and a problem solver.

March 6 Membership Meeting

Bring a Friend and Win

FREE Membership Meetings for the rest of 2025!

**Downtown
Frederick Hotel
& Other Projects**



Richard Griffin

Director, Economic Development, City of Frederick

**Maryland Piedmont
Reliability Project
(MPRP)**



Steven Faris

Representative, "Stop MPRP"

REGISTER TODAY

Membership

SEND US YOUR BEST:

Award Nominations Open Through April 1

Do you know a colleague who knocked it out of the park in 2024? These awards honor association members who have gone above and beyond in one of thirteen categories.

NOMINATE BY APRIL 1



2024 FCAR AWARDS



- | | |
|--------------------------------|--|
| REALTOR® of the Year | Janet McKinney Award |
| Strategic Partner of the Year | REALTOR® Shining Star |
| Rookie of the Year | Strategic Partner Shining Star |
| Community Service Award | REALTOR® Lifetime Achievement |
| Community Activist of the Year | Strategic Partner Lifetime Achievement |
| Charles S.V. Sanner Award | RPAC Hall of Fame |
| DEI Award | |



Remember last year's FCAR Award winners? Visit our website for a quick refresher.

VIEW 2023 WINNERS



Keep it Reel with FCAR Social Media

Okay, that was lame, but we promise you it's worth following us on Facebook and Instagram.

We work hard to keep you informed through creative ways on social media. ([@fcarmd](#))



News You Can Use

Big Dates & Deadlines

Thursday, March 6

Membership Meeting

Guest Speakers: Richard Griffin (FredCo Economic Development) and Mark Faris (Stop MPRP). **NEW: Bring a friend** for a chance to win free Membership Meeting attendance for the rest of 2025!

Thursday, March 20

Maryland REALTORS® Commercial Symposium

Tuesday, April 1

Deadline for FCAR Award Nominations

Tuesday, April 8

Maryland REALTORS® Regional Roundtable

Hilton Garden Inn, Frederick, MD

Wednesday, April 9

2025 FCAR Trade Show

Showcasing the services of our Strategic Partners with the theme "Camp FCAR"

Thursday, May 1

FCAR Awards Ceremony

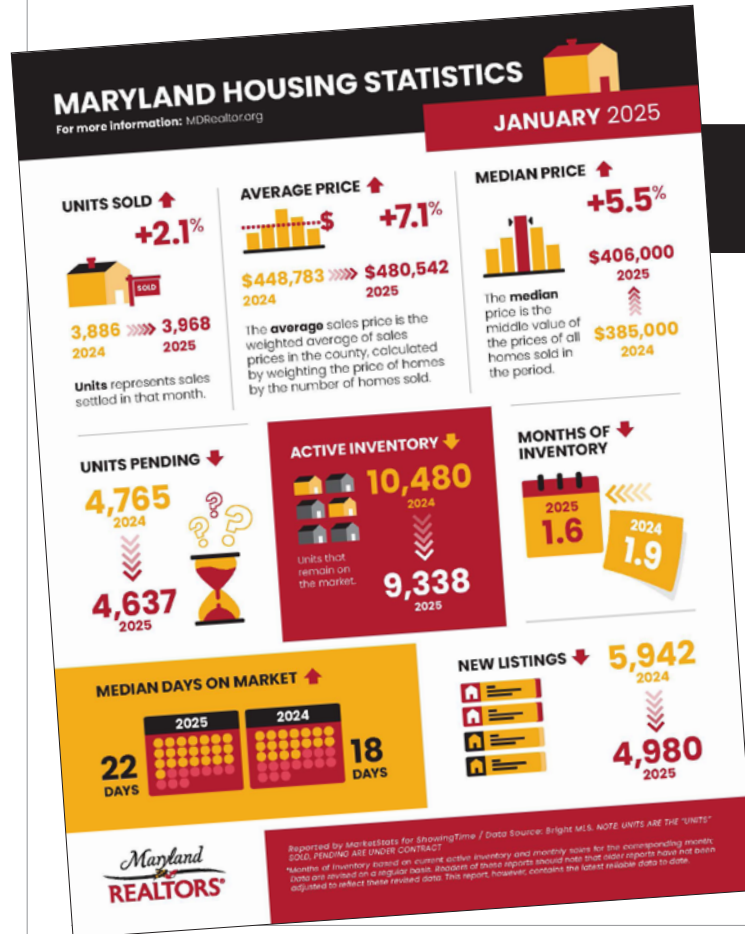
Saturday, May 31-Thursday, June 5

NAR Legislative Meetings

Trade Expo: June 2-3 (Mon-Tue)

Housing Market Statistics

More market statistics are available on our [housing statistics](#) page.



Bright MLS service area

Week ending: February 16, 2025

bright
MLS

	Week ending 2/16/2025	Compared to a year ago	Compared to a week ago
Showings	69,098	+ 15.4%	+ 1.2%
New purchase contracts	4,713	+ 8.8%	+ 6.5%
Median time to contract	25 days	+ 4 days	+ 1 day
New listings	4,711	+ 3.7%	+ 2.3%
Median list price	\$420,000	+ 2.4%	+ 2.4%
Active listings	29,579	+ 15.6%	+ 1.1%
% active listings w/ a price decrease	6.9%	+ 0.2 pp	+ 0.4 pp
Canceled listings	317	+ 8.1%	+ 19.9%

VIEW BRIGHT MLS WEEKLY STATS

News You Can Use

Reminder: Do Not Share Your SentiLock Code with Clients for Unmonitored Showings

DID YOU KNOW: Sharing SentiLock codes and allowing clients to view a home without your presence can land you in hot water? FCAR received a complaint where a member did this and it resulted in a stolen property report from the sellers.

If that's news to you, be sure to review the SentiLock [User Agreement](#) and [Rules & Regulations](#).



Member Alert: Fraudulent Land Sale

REPORTED THURSDAY, FEBRUARY 6:

Be advised that the lot was listed on realtor.com, but an FCAR member confirmed that the legitimate owner has no plans to sell.

Fraudulent Seller: Daniel Burke

Contact: danielburke525@outlook.com

Property Address: 10855 Garrison Hollow Rd, Clear Spring, MD 21722



CAMP FCAR

FCAR TRADE SHOW 2025

Wednesday, April 9 | Frederick Fairgrounds

LEARN MORE

FCAR.ORG/EVENTS

YPN Golf & Gather TODAY: Thursday, Feb. 20 | 4-6 PM at X-Golf

This month's monthly casual networking event is sponsored by Shore United Bank and Salisbury, McLister & Foley.

Language Matters & Inclusive Business Practices



Wednesday, Feb. 26 | 4-5:30 PM at FCAR | Free for Members | \$20 for non-members

This Continuing Education course counts as part of the new FCAR Leadership Program.

Strategic Partners Mastermind Tuesday, Feb. 25 | 11:30 AM-1 PM at FCAR

Hear what works to generate business straight from a panel of REALTORS® and fellow Strategic Partners!

Public Speaking Seminar



Tuesday, Mar. 4 | 6-7:30 PM at FCAR | Free for Members | \$20 for non-members

This workshop counts as part of the new FCAR Leadership Program.

March Membership Meeting: Bring a Friend! Thursday, Mar. 6 | 11:30 AM-1 PM

Two speakers, twice the value! Richard Griffin (FredCo Economic Development) and Mark Faris (Stop MPRP)

Heading Toward Homeownership Thursday, Mar. 13 | 6:30-7:30 PM at FCAR

Invite your clients for this free Financial Stability Workshop hosted at FCAR!

Lunch & Learn: Social Media Branding Wednesday, Mar. 19 | 12-1 PM at FCAR

Build your personal brand and community through social media content with this free lunch & learn with Meghan Hessler of BeeCat Creative. This session will focus on strategy and engagement rather than basics.

MD REALTORS® Commercial Symposium Thursday, Mar. 20 | College Park, MD

FCAR.ORG/CLASSES

In-person classes are noted with an asterisk(*) and all other classes are virtual.

Please use your [Membership Portal](#) to sign up. Visit fcar.org and click the login button or visit go.fcar.org/login.

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

WATCH FOR **FREE** CONTINUING EDUCATION COURSES

FREE: Languages Matters & Inclusive Business Practices*

Wed., Feb. 26 | 4-5:30PM at FCAR

Instructors: Taylor Senik
& Veronica Sniscak

FREE: Bias Override*

Fri., Feb. 28 | 10AM-1PM

Instructor: Mary Chieppa

MD Code of Ethics

Tue., Mar. 11 | 1-4PM on Zoom

Instructor: MD REALTORS®

Contract Writing for the Newly Licensed*

Wed., Mar. 12 | 9AM-12PM

Instructor: Marie Lagos

Contracts Law Review

Thu., Mar. 13 | 10-11:30AM on Zoom

Instructor: MD REALTORS®

Fair Housing

Tue., Mar. 18 | 10AM-12PM on Zoom

Instructor: MD REALTORS®

Solar Panels*

Thu., Mar. 20 | 10-11:30AM at FCAR

Instructor: MD REALTORS®

MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 25 | 10AM-1PM on Zoom

Instructor: MD REALTORS®

Legal & Legislative Update

Thu., Mar. 27 | 9AM-12PM on Zoom

Instructor: MD REALTORS®

Fair Housing

Thu., Apr. 3 | 10AM-12PM on Zoom

Instructor: Beau Pichon



VIRTUAL
TRAINING

REGISTER ONLINE

EVERY MONDAY & WEDNESDAY IN FEBRUARY

SentriLock Lockbox | 11 AM-12PM or 3-4 PM on Zoom

EVERY TUESDAY IN FEBRUARY

SentriKey Showing Service | 11 AM-12 PM on Zoom



REGISTER ONLINE

MARYLAND REALTORS®

GRI START DATES

GRI 200 Feb. 21 | [Details](#)

GRI 400 April 1 | [Details](#)

GRI 300 March 12 | [Details](#)

SPECIAL THANKS

to our Newsletter Sponsors



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