



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**November 16, 2023**

## 2023 FCAR Board of Directors

**Amos Martin, President**  
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**Kris Alcorn, President-Elect**  
[kaalcorn@live.com](mailto:kaalcorn@live.com)

**Tony "C" Checchia, Immediate Past President**  
[tonyc@veritarealestate.com](mailto:tonyc@veritarealestate.com)

**Brandi Dillon, Secretary**  
[Brandi.D@theagencyre.com](mailto:Brandi.D@theagencyre.com)

**Darren Ahearn, Treasurer**  
[darrenahearn@gmail.com](mailto:darrenahearn@gmail.com)

**Thomas Campbell, Director**  
[thomas@charisrealty.com](mailto:thomas@charisrealty.com)

**Terez Dorsey, Director**  
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**Soraya Gillespie, Director**  
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**Christopher Highland, Director**  
[chris@chrishighland.com](mailto:chris@chrishighland.com)

**Meg Gawler, Strategic Partner Director**  
[meg.gawler@communitytn.com](mailto:meg.gawler@communitytn.com)

## Join us for the last major FCAR event of the year.



Celebrate your association's new leadership with a prompt 5:00 PM ceremony, and then cut loose at the Holiday Party following immediately after (6-8PM). This year's event is sponsored by Iron Valley Real Estate of Central MD and will take place at Union Mills Public House on Carroll Creek. Purchase tickets (\$35): [go.fcar.org/installation24](https://go.fcar.org/installation24)

**We need your help! Sign up for our Nov. 27 Red Cross Blood Drive (10 AM-3 PM). Your donation helps save lives.**

**RESERVE YOUR DONATION** 

FCAR SOCIAL SHORTCUTS

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

# Membership

## 2023 FCARe Charity Auction Raises More Than \$23,000 for I Believe In Me, Inc.



Pictured (left to right): Darren Ferlisi (Integrity Home Mortgage), Kristen Redwine (Elisabeth Yeager Homes and Farms Group of Vybe Realty), Garrett Heinlein (Lawyers Signature Settlements), Jennifer Lewis (Motto Mortgage), and Elisabeth Jaeger

## Thank you, FCARe Charity Auction Sponsors!

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## Big Dates & Deadlines

**November 15-January 15**  
**FCAR Dues Renewal**

**Thursday, November 30**  
**Holiday Party / Installation**  
Your 2024 Board gets sworn in at Union Mills Public House. Sponsored by Iron Valley Real Estate of Central MD.

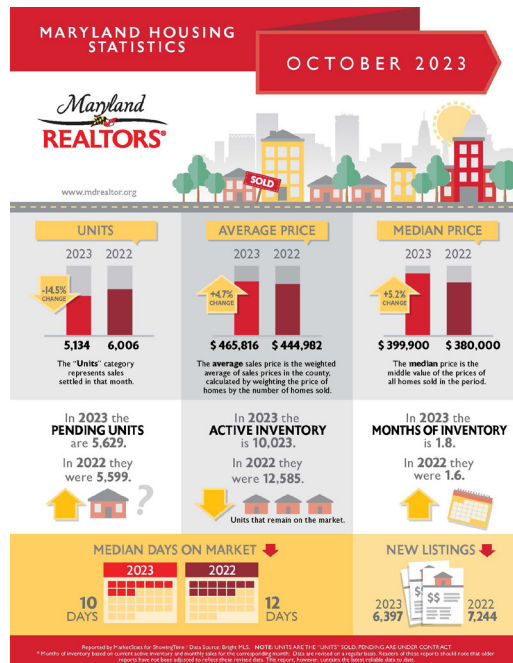
**Friday, December 8**  
**Legislative Breakfast**  
Sit down with your local elected officials in the FCAR classroom.

**Thursday, January 4**  
**Membership Meeting**  
The new year starts off with a BANG! Join us for guest speaker **Lawrence Yun**, Chief Economist for the National Association of Realtors.

**Wednesday, April 10, 2024**  
**2024 FCAR Trade Show**  
Our Wild, Wild West-themed table top and display show returns in April. Booth reservations will open soon.

## Housing Market Statistics

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



# News You Can Use



## LEND YOUR EXPERTISE: JOIN A COMMITTEE

Your direct involvement in FCAR committees not only helps better connect you to fellow members, but also raises the bar for value for everyone else involved.

- Advocacy
- Budget & Finance
- Commercial
- Community Service
- Diversity, Equity, and Inclusion (DEI)
- Education
- Events
- Forms
- Grievance
- Professional Standards
- YPN Advisory

Sign up or learn more: [fcar.org/committees](https://fcar.org/committees)

## Keep up with the Burnett Trial at [competition.realtor](https://competition.realtor)

NAR offers an easy way to stay up-to-date with this case that has captured national levels of attention.

The National Association of REALTORS®, along with Home-Services of America and Keller Williams Realty, is in court in Kansas City, Mo., in the case Burnett et al v. National Association of REALTORS® et al. NAR is presenting the facts and law about its pro-consumer, pro-business competition rules that plaintiffs in the case are calling into question.

The trial is expected to go three weeks with a verdict expected by Nov. 10. Plaintiffs in the case allege commission rates are too high, buyer brokers are being paid too much, and NAR's Code of Ethics and MLS Handbook, along with the corporate defendants' practices, lead to set pricing. The case covers the Kansas City, Mo.; St. Louis; Springfield, Mo.; and Columbia, Mo., markets.





# FCAR.ORG/EVENTS



## Red Cross Blood Drive at FCAR

Monday, November 27 | 10:00 AM-3:00 PM

**We need 15-20 more donors to make this drive happen!**

Your donation could save lives. Use this link to sign up on the Red Cross site (or app) today: [go.fcjar.org/giveblood](https://go.fcjar.org/giveblood)

## Installation & Holiday Party

Thursday, November 30 | 5:00-8:00 PM

The Installation of the 2024 Board has been combined with our annual holiday party at Union Mills Public House. Join us for the installation of 2024 President Kris Alcorn and the rest of the new Board of Directors. The bar opens at 4:30 PM, Installation begins promptly at 5:15 PM, and the holiday party follows from 6:00-8:00 PM.



## January Membership Meeting

Thursday, January 4 | 11:30 AM

We're starting 2024 off with a BANG! Join us for guest speaker Lawrence Yun, Chief Economist for the National Association of REALTORS®.



## Save the Date: The FCAR Trade Show Wednesday, April 10, 2024

Our annual trade show returns in April with a western theme. Table and booth reservations open soon.

# FCAR CONTINUING EDUCATION

**Please note: All FCAR classes are hybrid unless otherwise noted.\***

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.

## MREC Required Supervision

Tue., Dec. 5 | 1:00-4:00 PM

Instructor: Larry Riggs

## Legal & Legislative Update

Thu., Dec. 7 | 1:00-4:00 PM

Instructor: Beau Pichon

## MD Code of Ethics

Tue., Dec. 19 | 9:00 AM-12:00 PM

Instructor: MD REALTORS®

## MREC RE Brokerage Relationships & Disclosures

Thu., Dec. 7 | 9:00 AM-12:00 PM

Instructor: Terry La Scola

## Commercial Seminar Series: Commercial Agency

Thu., Dec. 14 | 1:00-4:00 PM

Instructor: Ed Stanfield

## Fair Housing

Tue., Dec. 19 | 1:00-2:30 PM

Instructor: MD REALTORS®



## At Home with Diversity (AHWD)

Mon., Dec. 11 (in-person only)

9:30 AM-4:30 PM at FCAR

Instructor: Brenda Kasuva

## NON-CE EDUCATIONAL RESOURCES



REGISTER ONLINE

Instructor: Steve Hoover, Bright MLS Customer Success Coach

### Creating a CMA with Bright MLS

Thu., Dec. 21 | 11:00 AM-12:00 PM

### Proactive Prospecting in Bright MLS

Thu., Dec. 21 | 1:00-1:45 PM



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# Special Thanks

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