



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

July 15, 2025

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FCAR SOCIAL SHORTCUTS



Networking Without The "Work"

THIS THURSDAY

YPN

HAPPY HOUR

4:30-6:30 PM

THURSDAY, JULY 17

SHUCKIN' SHACK OYSTER BAR

SPONSORED BY

PAUL BARRIOS & BRIAN LANNING

ENVOY MORTGAGE

RSVP FOR GIVEAWAYS

New: 2026 FCAR Dues Installment Plan

The new plan allows members to pay dues in three installments—\$250 by July 31, \$250 by August 31, and the remainder by December 31.

ASK HUGH GORDON, FCAR CEO

In Case You Missed It

YPN July Happy Hour at Plaza Mexico



If you can't stand the heat, get off the patio!

That's what we told ourselves when we transitioned this month's FCAR Young Professionals Network (YPN) Happy Hour from outside to inside at Plaza Mexico on Carroll Creek in Downtown Frederick.

Attendees noshed on free appetizers and the first 20 enjoyed a free drink courtesy of sponsors Karen Ramirez (The Mortgage Link) and TrueDucts. Congratulations to this month's giveaway winners: Victor Soto (The Agency) and Rachel Quigley (Town & Country Movers).

News You Can Use

Big Dates & Deadlines

Through September 4

FCAR Office Summer Hours

Mon-Thu: 8AM-4:30PM; Fri: 8AM-2PM

Through Thursday, September 4

2025 RPAC Raffle

Win free registration and hotel stay to this year's Maryland REALTORS® Conference in Ocean City, MD!

Learn more: go.fcjar.org/raffle25

Thursday, September 4

Membership Meeting

Our bi-monthly membership meetings return after the summer break.

September 8-12

Membership Appreciation Week

Discounts and special events all week long!

October 20-23

MD REALTORS® Conference

Ocean City, MD

November 14-16

NAR NXT Conference

Houston, TX

Thursday, November 20

FCARe Charity Auction

Union Mills Public House

Benefiting Phoenix Recovery Academy

Housing Market Statistics

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



Bright MLS service area

Week ending: July 13, 2025

brightTM
MLS

	Week ending 7/13/2025	Compared to a year ago	Compared to a week ago
Showings	92,818	+ 2.3%	+ 34.4%
New purchase contracts	5,840	+ 0.9%	+ 2.9%
Median time to contract	27 days	+ 4 days	+ 3 days
New listings	6,646	+ 3.5%	+ 33.6%
Median list price	\$435,000	+ 2.4%	+ 2.4%
Active listings	43,150	+ 25.7%	+ 4.1%
% active listings w/ a price decrease	10.5%	+ 0.9 pp	+ 2.9 pp
Canceled listings	494	+ 12.0%	+ 26.0%

VIEW BRIGHT MLS WEEKLY STATS



News You Can Use

"Who you gonna call?"

When you call 301-663-0757, save time by contacting the right FCAR staff member.



Kelley Burley | ext. 1006 | kelley@fcar.org
MEMBERSHIP SERVICES ADMINISTRATOR
Contact for: SentiLock, ZipForms,
Membership & Billing Questions



Natalie McLister | ext. 1003 | natalie@fcar.org
DIRECTOR OF OPERATIONS
Contact for: Continuing Education, Events,
Event Sponsorships



Hugh Gordon | ext. 1002 | natalie@fcar.org
CEO/GOVERNMENT AFFAIRS DIRECTOR
Contact for: Accounting, Advocacy,
Professional Standards



Joe Weyman | ext. 1005 | joe@fcar.org
COMMUNICATIONS DIRECTOR
Contact for: Advertising, E-mails,
Website, Social Media

Heads Up: New SentiKey App Update Policy

TL;DR - Keep your SentiKey app up-to-date to continue support and avoid service interruptions.

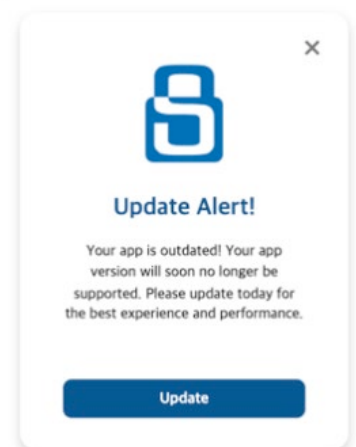
SentiLock began a process in April of this year and continuing each quarter they will:

- Review adoption rates for all current mobile app versions.
- Identify the newest version with 95% agent adoption or higher.
- Set that version as the minimum required standard for continued app use.

For this cycle, the following versions will be the required minimum as of August 4, 2025:

- **iOS – 5.90.0**
- **Android – 5.90.0**

Please note: This update does not require a device or operating system upgrade. Users will only need to update the app version, not their physical phone or OS.





RPAC RAFFLE

INVEST IN THE REALTOR® PARTY FOR A CHANCE TO WIN BIG

Win a Free Maryland REALTORS® Ocean City Conference Package!

\$25 FOR FIVE CHANCES **\$50** FOR TEN (MAX OF 10)

Learn More: go.fcar.org/raffle25

FCAR.ORG/EVENTS



YPN Happy Hour

THIS THURSDAY

Thursday, July 17 | 4:30-6:30 PM at Shuckin' Shack

Our July networking event is sponsored by **Paul Barrios and Brian Lanning of Envoy Mortgage**. This free event features casual networking, free appetizers, and giveaways for registrants.

Lunch & Learn: Right of First Refusal **Wednesday, July 30** | 12-1:30 PM at FCAR

Emily Button, Office of Tenant and Landlord Affairs for Maryland Department of Housing & Community Development

RPR Webinar: Prep and Prevail **Wednesday, Aug. 20** | 12-1 PM on Zoom

This introductory webinar will cover how to win listings using RPR (Realtors Property Resource).

YPN Happy Hour **Thursday, Aug. 21** | 4:30-6:30 PM at Bentztown

Our August event is sponsored by **Lauren Storm, Relief Leverage**. RSVP on our website for gift card giveaways.

Save the Date: Membership Meeting **Thursday, Sept. 4** | 11:30 AM-1:30 PM

Featuring **Kenny McClain** (Six, McClain & Assoc.) with your yearly look at the local real estate market.

Save the Date: Membership Appreciation Week **Sept. 8-12** **ALL WEEK LONG**

Celebrating our members all week long! Featuring 50% off store items (minus SentiLock boxes), a free workshop, free continuing education courses, and a free food truck luncheon.

Save the Date: YPN Cornhole Tournament **Friday, Sept. 12** | 12-4 PM

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.

Contracts Law Review

Thu., July 17 | 10-11:30AM on Zoom
with MD REALTORS®

Fair Housing

Tue., July 22 | 10AM-12PM on Zoom
with MD REALTORS®

Legal & Legislative Update

Thu., July 24 | 10AM-1PM on Zoom
with MD REALTORS®

MREC RE Brokerage Relationships & Disclosures

Tue., July 29 | 10AM-1PM on Zoom
with MD REALTORS®

Contract Writing for the Newly Licensed (New Agents)

Tue., Aug. 5 | 10AM-1PM on Zoom
with MD REALTORS®

Real Estate Financing for the Newly Licensed (New Agents)

Thu., Aug. 7 | 9:30-11AM on Zoom
with MD REALTORS®

Professionalism (New Agents)

Thu., Aug. 7 | 1-2:30PM on Zoom
with MD REALTORS®

Principles of Real Estate (New Agents)

Tue., Aug. 12 | 10AM-1PM on Zoom
with MD REALTORS®

Property Management and Landlord & Tenant Laws (New Agents)

Thu., Aug. 14 | 10AM-1PM on Zoom
with MD REALTORS®



Free RPR Webinars

PREP, PRESENT, AND PREVAIL

Wed., Aug. 20 | 12-1PM on Zoom

GEO PROSPECTING SECRETS

Wed., Sept. 17 | 12-1PM on Zoom

[RSVP ON OUR EVENTS PAGE](#)



VIRTUAL
TRAINING

[REGISTER ONLINE](#)

EVERY MONDAY & WEDNESDAY

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

EVERY TUESDAY

SentriKey Showing Service | 11 AM-12 PM on Zoom

SPECIAL THANKS

to our Newsletter Sponsors



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