



Newsletter

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

December 29, 2021

Meet the Board

Terry La Scola, President

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Tony "C" Checchia, President-Elect

tonyc@veritarealestate.com

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Amos Martin, Treasurer & Secretary

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Kris Alcorn, Director

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Thomas Campbell, Director

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Kevin Carey, Affiliate Director

kevin@careylendingteam.com



FCAR SOCIAL SHORTCUTS



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



Join A Committee

Sign Up on our website at fcar.org/committees

We are accepting positions for 2022 committees of all kinds, but especially Membership & Events.

Big Dates & Deadlines

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!

Friday, December 31

Gala Sponsorship Deadline

Learn more at fcar.org/jubilee.

Thursday, January 6

Presidential Installation & Membership Meeting

Installation of the President, Officers, and Directors for 2022. This event will be held at the Arc of Frederick County and also function as our January Membership Meeting. Register today in your Membership Portal.

Dues Payable Through January 16

Membership Renewal

Annual dues provide a multitude of member benefits, including FCAR covering the cost for forms in 2022 and beyond through LoneWolf.

April 30, 2022

Platinum Jubilee Gala

FCAR is celebrating its 100th anniversary this spring! Learn more at fcar.org/jubilee. Sponsorship guarantees a select number of seating. Individual tickets will go on sale in early 2022.

bright MLS Weekly Market Report

Week Ending: December 26, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
34,354	4,161	5,448	2,236	14 Days	35,724
86.1% of 2020 81.1% of 2019	104.6% of 2020 133.7% of 2019	117.5% of 2020 160.9% of 2019	97.9% of 2020 117.2% of 2019	14 in 2020 38 in 2019	98.3% of 2020 62.9% of 2019

Weekly Highlights

- Over the past month, new pending sales have averaged 4,161 per week, down 5.7% from the same time in 2020.
- Weekly showings saw the traditional holiday season slowdown. Activity over the past month averaged 64,287 showings per week, 5.8% under from the same time last year.

New Showings by State 2021 versus 2020 / 2019

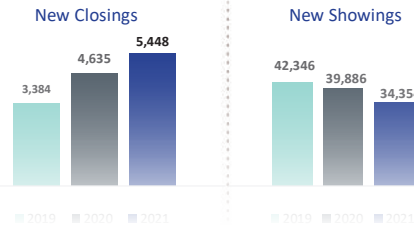
State	2021	2020	2019
DC	1,059	77.9%	76.6%
DE	1,913	107.3%	80.7%
MD	11,576	79.6%	75.4%
NJ	4,478	86.3%	85.9%
PA	9,657	94.3%	80.6%
VA	5,334	83.1%	95.5%
WV	337	93.4%	72.0%

New Contracts by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	116	87.9%	120.8%
DE	257	127.2%	171.3%
MD	1,285	96.3%	128.5%
NJ	539	112.9%	138.6%
PA	1,175	107.4%	124.3%
VA	702	102.8%	143.3%
WV	87	155.4%	202.3%

New Closings by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	162	110.9%	151.4%
DE	332	133.9%	174.7%



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

November '21

YEAR OVER YEAR HOUSING MARKET STATISTICS

7

Median Days on Market

↑

Up 16.7% from Nov. 2020

488

Units Sold ↑

Up 5.9% from Nov. 2020

472

New Listings ↓

Down 2.3% from Nov. 2020

\$

Average Sold Price ↑

\$458,094

Up 17.3% from Nov. 2020

Active Listings

2021		2020	↓	Down 13.8% from Nov. 2020
325		377		

Frederick County Association of REALTORS®
www.fcar.org | 301-663-0757

FCAR keeps foundational digital transaction management tool in members' hands at no cost.

Beginning January 1, 2022, we are pleased to announce that we will be offering real estate's leading transaction solution, Lone Wolf Transactions (zipForm Edition), to our nearly 1,400 members as a member benefit.

As the real estate industry evolves, associations across the country are rising to the occasion to ensure their members have a foundational digital transaction tool to run their business and serve their buyers and sellers. By providing Transactions' core digital forms and transaction management tools as a member benefit to agents, FCAR is ensuring its members do not lose any productivity or transaction history from potentially switching to new software and are fully equipped to excel in real estate in 2022 and beyond.

"Transactions is the most used and highly adopted member benefit in real estate today," said Jimmy Kelly, CEO of Lone Wolf Technologies. "It's a foundational solution, giving agents leading digital forms and transaction management tools for a complete, simple, and secure transaction. From listing to contract to close, Transactions gives agents everything they need to focus on what's most important to them: closing deals and amazing their clients."

This year will see many exciting developments for Transactions. The technology company behind the member benefit, Lone Wolf Technologies ("Lone Wolf"), will begin beta-testing its next-

generation smart forms, a revolutionary transformation of digital forms featuring auto-check for errors and omissions, a mobile workspace, and the use of machine-learning to provide autosuggestions and contextual insights. The company will also continue to integrate newly acquired solutions from the Cloud Agent Suite, LionDesk, and HomeSpotter to further expand Transactions' end-to-end functionality for its

association, MLS, broker, and agent customers, speeding up and simplifying the entire transaction from start to finish. This will ensure FCAR's members get cutting-edge technology delivered directly to the transaction solution they use every day.



LONE WOLF
TECHNOLOGIES

Frederick City Vacant Property Registration Appeals Commission

The City is looking for five individuals who must be city residents and should be qualified to make determinations on property-related issues by virtue of education or training in architecture, engineering, realty, or related subjects. Learn more about the VPRO at frederickmd.gov/vpro or visit frederickmd.gov/vacancies to apply for an appointment.

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.

Presidential Installation and January Membership Meeting

Thu., January 6, 2022

8:30-10:30 AM

Join us for the installation of our 2022 President, Tony “C” Checchia and our Officers and Directors. Invitations have been dispatched to state and local Realtor® associations as well as Frederick City and County officials. Breakfast will be served and this event will function as our January Membership Meeting. Register today in your Membership Portal!

Commercial Committee Virtual Lunch & Learn

Tue., Jan 11, 2022

12:00-1:00 PM

Ready Set Grow: Your Strategic Insight with 2022 Economic Projections

Wed., Jan 19, 2022

8:30-11:00 AM

Women’s Council of Realtors Frederick proudly presents three powerhouse national & local speakers providing you with visions, insights, and forecasts to help your business reach new heights in 2022. (Sylvia Seabolt [WCR President]; Lawrence Yun [NAR Chief Economist]; Kenny McClain [Six, McClain & Assoc.]

Informed Professionals: Tax Preparation for Realtors

Wed., Jan 19, 2022

12:00-2:00 PM

Join us for Michael Kilner, Founder of Kilner Advantage Consulting, for an informative session on tax preparation.

VIP Evening on the Creek

Wed., April 27, 2022

An evening at McClintock Distillery on Carrol Creek. Featuring FCAR’s official 100th anniversary proclamation, cocktails & hors d’oeuvres, and our yearly award presentation.

Platinum Jubilee Gala

Sat., April 30, 2022

Celebrating FCAR’s many contributions to the fabric of Frederick County history. Tickets will go on sale in 2022. Partner with us for this historic event. More info available at fcar.org/jubilee.

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.

New Member Orientation

Tue., Jan. 18 | 5:00-6:30 PM

Instructor: Hugh Gordon

Broker Course

Beginning Mon., Jan. 27

12 Week Course

Instructor: Mary Chieppa

New Member Orientation

Tue., Feb. 8 | 9:00-11:00 AM

Instructor: Terry La Scola

In-person, hybrid, and virtual classroom protocols are available online:

fcar.org/continuing-education



Q & A...
Pick 1 of the 2 dates

Wednesday, December 29th 9:30am **OR**
Thursday, December 30th 10am

BROKER COURSE

zoom info
& Intro Session

Considering becoming an associate broker or broker?
In case our Plan2Pass school catalog and fliers do not have all the info needed...

Special Thanks

to our Newsletter Sponsors

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