



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**March 14, 2023**

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FCAR SOCIAL SHORTCUTS



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

## This Wednesday: Free Stress Management Lunch & Learn

An Informed Professionals session featuring guest speaker Landon Morrison of Ritter Insurance Group.

Those of you who attended this month's Membership Meeting know how important mental health can be for REALTORS® and other real estate industry professionals. Join us **this Wednesday, March 15** from 12:00-1:00 PM while we dive into the science of stress, healthy ways to cope, and even ways to make it work for your benefit!



**REGISTER TODAY**

## Spring Drive: Now Accepting Donations for the Faith House

Your Community Service Committee has chosen the Frederick Rescue Mission's Faith House as the recipient of this year's spring donation drive! Click the logo to donate items to the Faith House—a safe place for women and working mothers to find shelter and healing.

[Donate now through March 31.](#)



# Membership



**SORAYA GILLESPIE**  
2023 FCAR DIRECTOR

## MEET THE BOARD: Director Soraya Gillespie

Hello, my fellow REALTORS®! Prior to a career in real estate, my background included 17 years in Risk Management for large insurance companies in New York, New Jersey, and even here in Maryland.

My real estate career began as I raised my children, then blossomed in 2012 as they began to “leave the nest,” allowing me to expand into the Property Management industry. I am currently a member of the National Association Residential Property Managers (NARPM) and hold a Residential Management Professional (RMP) designation. I am a candidate to achieve the highest individual designation awarded by NARPM-Master Property Manager (MPM). I served as Secretary and as of 2021 was elected and currently serve as the President of the local Suburban MD Chapter of NARPM.

In 2019, I opened my own Property Management Company, Top Tier Property Management, and my real estate broker is Century 21 Redwood located in downtown Frederick. In 2020, I obtained my GRI through Maryland REALTORS® and in 2022 obtained my Associate Brokers license. At FCAR I have served on the Forms Committee, the Advocacy Committee, and as last year’s Chairperson of the RPAC Committee.

## Time is running out to shine the spotlight on your colleagues!

It’s time to showcase the best and brightest of our membership from the past year! Submit your nomination before March 31, and your shining star might be one of the members honored at the award ceremony on **Thursday, April 27** at Union Mills Public House in Downtown Frederick.

**SUBMIT YOURS TODAY**



## 2022 FCAR AWARDS



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



# News You Can Use

## Big Dates & Deadlines

**Unpaid Accounts Terminated on 3/15**  
**2023 FCAR Dues Late Fees**

**Submit yours by Friday, March 31**  
**FCAR Award Nominations**  
Send us your best! [fcar.org/awards](https://fcar.org/awards)

**Thursday, March 2 | 11:30 AM**  
**Membership Meeting**  
Highlighting mental health and critical advocacy updates. Registration ends today!

**Friday-Saturday, March 18-19**  
**FCBIA Home Show**  
Frederick Fairgrounds / Booth Slots Open

**Thursday, March 23**  
**2023 Major Investor Dinner**  
Maryland National Golf Course

**Thursday, April 19**  
**MR Regional Roundtables**

**Thursday, April 27**  
**FCAR Award Ceremony**

**Save the Date: Thursday, May 4**  
**Commercial Symposium**  
Maryland Live! Casino and Hotel

**May 6-11 in Washington D.C.**  
**REALTOR® Legislative Meetings**  
Register today: [legislative.realtor](https://legislative.realtor)



### Weekly Market Report

Week Ending: March 12, 2023



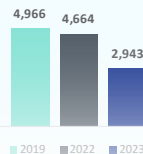
New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
<b>87,963</b>	<b>4,734</b>	<b>2,943</b>	<b>7,060</b>	<b>10 Days</b>	<b>55,392</b>
76.5% of 2022 93.7% of 2019	71.6% of 2022 73.6% of 2019	63.1% of 2022 59.3% of 2019	91.7% of 2022 79.1% of 2019	7 in 2022 25 in 2019	164.9% of 2022 98.1% of 2019

#### Weekly Highlights

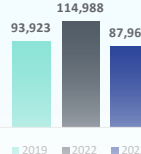
➔ **New contracts rise again.** The week ending March 12<sup>th</sup> is the third week in a row that new purchase contracts have risen week-over-week. New purchase contracts were still 28.4% lower than a year ago. Whether contract activity will gain momentum with the emerging spring buying season will depend on rate movement, but also the available inventory for buyers.

➔ **Time to contract down to 10 days.** The median days to contract in the Bright footprint was 10 days for the week ending March 12, 2023. This is only three days longer than the heated markets of the same week in 2021 and 2022. As the median time to contract drops, it puts more pressure on consumers to make a decision before the home of their dreams is under contract with another buyer.

#### New Closings



#### New Showings



#### New Showings by State

2023 versus 2022/ 2019

State	2023	2022	2019
DC	3,156	83.7%	105.6%
DE	4,283	71.5%	80.1%
MD	28,101	73.4%	120.6%
NJ	10,631	80.8%	82.2%
PA	25,954	81.9%	85.0%
VA	15,002	70.6%	83.9%
WV	836	96.6%	88.7%

#### New Contracts by State

2023 versus 2022/ 2019

State	2023	2022	2019
DC	174	75.0%	75.0%
DE	301	85.5%	91.5%
MD	1,813	75.0%	79.9%
NJ	456	72.0%	64.5%
PA	1,258	63.8%	69.5%
VA	942	73.4%	69.8%
WV	90	73.8%	81.8%

#### New Closings by State

2023 versus 2022/ 2019

State	2023	2022	2019
DC	100	54.3%	55.6%
DE	163	62.2%	66.3%
MD	952	63.2%	64.4%
NJ	267	62.2%	45.6%
PA	830	65.7%	58.6%
VA	580	62.3%	57.7%

For the full report, click the image above or visit [Bright's website](https://brightmls.com).

### Local Market Insight

Presented by  
**Hugh Gordon**  
Frederick County Association of REALTORS

#### February 2023

Frederick County, MD

Email: [hugh@fcar.org](mailto:hugh@fcar.org)

New Listings		280
↓ -10.3%	from Jan 2023: 312	
↓ -41.1%	from Feb 2022: 475	
YTD 2023	0	931
YTD 2022		
5-year Feb average:	423	

New Pending		295
↑ 4.6%	from Jan 2023: 282	
↓ -24.7%	from Feb 2022: 392	
YTD 2023	0	771
YTD 2022		
5-year Feb average:	379	

Closed Sales		273
↑ 48.4%	from Jan 2023: 184	
↓ -17.5%	from Feb 2022: 331	
YTD 2023	0	663
YTD 2022		
5-year Feb average:	291	

Median Sold Price		\$445,000
↑ 7.2%	from Jan 2023: \$415,000	
↓ -7.9%	from Feb 2022: \$483,317	
YTD 2023	\$0	\$460,000
YTD 2022		
5-year Feb average:	\$378,416	



## View from Annapolis: REALTOR® Priorities by the Numbers

Maryland REALTORS® has released an update on current state level legislation. [Learn more.](#)



## NEW: 2023 FCAR Sponsorship Guide

A new host of ways to get your business in front of our membership and Frederick community.

As part of our 2023 strategy to add increased value for non-REALTOR® members, a [new Sponsorship Guide](#) has released. Brokerages and

Strategic Partner members are invited to take a look at an entire year's worth of events to help keep your businesses top of mind.



## Help Spread the Word About ADUs

Accessory Dwelling Units (ADUs) provide a common-sense approach that can help more Marylanders—young professionals, seniors, service personnel, and more—find homes. What is needed is legislation that would make ADUs a viable option, no matter where you live in the state. Please share the video below to help your local leaders understand how ADUs can play a vital role in our current housing crisis.



# FCAR CALENDAR

Sign up for these upcoming events using your [FCAR Membership Portal](#).

For virtual events, Zoom links are listed on our calendar at [www.fcar.org](http://www.fcar.org).



## This Wednesday: Stress Management Lunch & Learn

Wednesday, Mar. 15 | 12:00-1:00 PM at FCAR

Tired of being stressed out? Join us for lunch! Guest speaker Landon Morrison (Ritter Mortgage Group) will help you discover the science behind different types of stress, how to manage it, and how to leverage it for your benefit.

## YPN Happy Hour: Steinhardt Brewing Company

Thursday, Mar. 16 | 5:00-7:00 PM

Non-members are welcome to attend, so invite your business colleagues!



## 2023 RPAC Major Investor Dinner

Thursday, Mar. 23 | 5:30-8:00 PM

NAR Public & Federal issues Liaison Andy Mahowald will share how the REALTOR® Party advocates for your business rights and the benefits of taking your RPAC support to the next level as a Major Investor. RSVP: [natalie@fcar.org](mailto:natalie@fcar.org)



## April Membership Meeting Thursday, Apr. 6 | 11:30 AM-1:00 PM

Fair Housing takes center stage with local history expert, author, and speaker Chris Haugh.



## MR Regional Roundtable Wednesday, Apr. 19 | 10:30 AM-2:00 PM

Join Maryland REALTORS® President Yolanda Muckle at Holly Hills Country Club for a discussion on the issues.



## REALTOR® Legislative Meetings

May 6-11 | Washington, D.C.

Protecting rights. Expanding access. Building prosperity. Register today! This year's Trade Expo also runs Monday-Tuesday, May 8 & 9.

# FCAR CONTINUING EDUCATION

**Please note: All classes have returned to a hybrid format.**

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.

## Buying and Selling Properties with Solar Systems

Tue., Mar. 21 | 10:00-11:30 AM

Instructor: Pamela Powers,  
Maryland Clean Energy Center

## Understanding the Contract of Sale

Wed., Mar. 22 | 1:00-4:00 PM

Instructor: Beau Pichon

## Legal & Legislative Update

Fri., Mar. 24 | 10:00 AM-1:00 PM

Instructor: Mary Chieppa

## New Member Orientation

Tue., Apr. 18 | 9:30-11:00 AM

Instructor: Terry La Scola

## Fair Housing

Thu., Apr. 20 | 8:30-10:30 PM

Register at the [Women's Council of REALTORS® Frederick website](#)

## 2023 GRI COURSE DATES

Series 300: April 4, 18, 20, 25 | Series 400: May 2, 4, 11, 16



**brighti**<sup>®</sup>  
MLS

## IN-PERSON BRIGHT MLS TRAINING

Tue., Mar. 16 | 11:00 AM-12:00 PM | Manage and Monitor Listing Activity

Tue., Mar. 16 | 1:00-2:00 PM | Using Market Reports to Educate Your Buyers

Instructor: Steve Hoover, Bright MLS Customer Success Coach

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