



Newsletter

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

June 23, 2021

Meet the Board

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Kevin Carey, Affiliate Director
kevin@careylendingteam.com



Now Open: Board Applications

If you have ever considered serving at FCAR in a leadership capacity, your opportunity is here! [Apply today.](#)

We are looking to fill three positions: two REALTORS and one Affiliate. Board of Directors positions are open to any members interested in leadership. *Not sure what a Director does?* A full description of their responsibilities is available [here](#). Apply by **July 15** for consideration.

For additional questions, contact Amanda Addington at amanda@amandaaddington.com.

FCAR SOCIAL SHORTCUTS



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



Virtual Bingo Postponed

This Friday's Virtual Bingo Fundraiser is being rescheduled for a date TBD. We will contact all sponsors and event registrants in regard to how to proceed with ticket funds and donations.

Membership

Opportunities for Affiliates

Affiliates Corner: A Place for Your Face (*and more*)



We're inviting our Affiliate Members to share their industry knowledge in creative and engaging ways.

The goal of this new column is to offer a place for Affiliate Members to both gain exposure and share their expert trade insights. A write-up of 200-300 words would offer valuable information for readers.

Want to learn more? Let us know how you would like to contribute to this column by contacting FCAR Communications Manager Joe Weyman at joe@fcar.org.

— THIS NEW COLUMN WILL BEGIN IN NEXT WEEK'S NEWSLETTER —

Online Affiliates Directory

The current Affiliates page on our website is going to be expanded.

Another one of the added member values introduced at the May Affiliates Forum was the planned expansion of FCAR's affiliates page. As part of our "Use a Member First" campaign, we want this to become a valuable resource for both members and the public when finding service providers.

What do you have to do?

Nothing! This is an added value for dues-paying Affiliate members.

NEW CAMPAIGN: "Use a Member First"

There are a lot of options out there, but we're encouraging FCAR members to do exactly that—when choosing a service provider, *use a member first*.

Sponsor a New Member Orientation Class

An easy (and free) way to help out and make contacts.

Our monthly orientations are always taught by FCAR board members, but we're inviting Affiliates to sponsor the events. This is an opportunity to educate and engage new members.

What does it cost? *Nada, zip, zilch!* Just let us know which class you would like to sponsor by contacting Kelly Burley at kelly@fcar.org.

News You Can Use

Big Dates & Deadlines

Thursday, July 15:

2022 Board of Directors Applications

We are accepting applications for next year's board through July 15. If you are interested in serving in a leadership capacity at FCAR, [apply today](#).

For a list of Director responsibilities, [click here](#).

Tuesday-Thursday, October 12-14:

Maryland REALTORS® Conference Early Bird

MR's annual conference returns to Ocean City at the Clarion Resort Fountainbleau Hotel, but \$199 early bird pricing ends soon. [Learn more](#).

Friday, December 31:

Current NAR Code of Ethics Cycle Ends

Don't let this date sneak up on you! REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by NAR. [Learn more](#).

bright MLS Weekly Market Report

Week Ending: June 20, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
114,430	8,585	7,979	10,155	8 Days	46,940
90.4% of 2020 123.2% of 2019	90.5% of 2020 118.8% of 2019	149.1% of 2020 128.3% of 2019	132.9% of 2020 132.9% of 2019	13 in 2020 20 in 2019	88.9% of 2020 82.6% of 2019

Weekly Highlights

Buyers showed signs of pulling back in the marketplace:

- New pending sales tracked below year ago for third straight week.
- Weekly new listings outpaced weekly new pending sales for the eighth consecutive week.

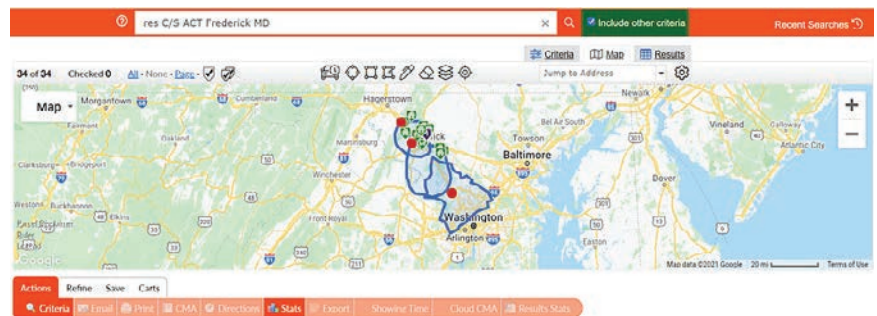
New Showings by State 2021 versus 2020 / 2019

DC	3,546	85.4%	122.8%
DE	5,692	90.9%	101.9%
MD	37,906	93.3%	155.6%
NJ	13,005	85.3%	106.2%
PA	33,072	87.2%	111.0%
VA	20,027	94.4%	117.7%
WV	1,182	103.8%	120.6%

Click the image above to view the one-sheet summary, or view the [full report](#) on the [Bright Steps Weekly Market Update](#) page.

Bright MLS Summer Search Update

Bright MLS' most recent update incorporates requested features like full screen map search and calculating drive time. Learn more on [their site](#).

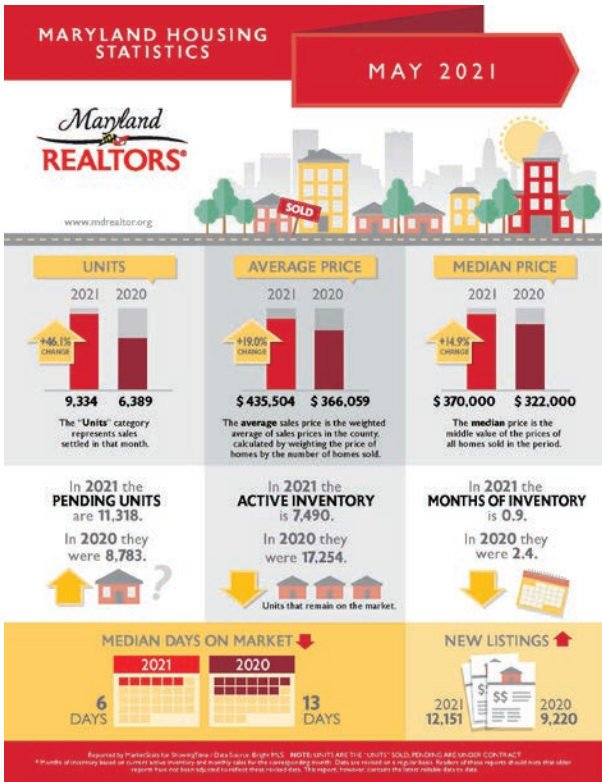


FCAR Trade Show: Tuesday, October 19

We're grooving back to the Frederick Fairgrounds as our annual Trade Show event returns. If you haven't already guessed it, **this year's theme is disco** and we're encouraging all participants to arrive in style. Watch your inbox for an e-mail about registration.



News You Can Use



Help Teach the Frederick County Homebuyer Assistance Class

If you're serious about affordable housing and want to help in a very tangible way, *this is it!*

The Frederick County Homebuyer Assistance Program (HAP) administered by the Frederick County Department of Housing and Community Development (DHCD) helps local families with limited resources obtain their first home, by providing

up to \$8,000 in down payment/closing cost assistance.

HOW TO HELP: If you would like to volunteer to teach the one day REALTOR® or lender portion of the class, contact Terez Dorsey at realtorterezdorsey@gmail.com.

Members who have already taught this class may apply immediately, but first time instructors are required to shadow a class before doing so. The next two classes will occur on July 20 and August 17 via Zoom.

Every Second Tuesday: The Soup Kitchen Program

Did you know that the Frederick Community Action Agency's Soup Kitchen Program has been providing meals every day since the 1980s—even during the pandemic?

If you would like to join the team from FCAR that helps serve dinner every second Tuesday of the month, contact Wendy Friend at wendy@wendyfriend.com.

To learn more about the Soup Kitchen Program, visit [their page](#) on the City of Frederick's website.

FCAR Calendar

Sign up for these upcoming events using your [FCAR Membership Portal](#). Please note that **all meetings are still being held virtually** unless noted otherwise. The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

Summer Kickoff Virtual Bingo

Fri., June 25 | 6:00-8:00 pm

This event is being rescheduled.

If you paid to register or sponsor prizes, FCAR will be in contact. We appreciate your understanding.

Commercial Committee Lunch & Learn

Tue., July 13 | 12:00-1:00 pm

Mark your calendars! More details to follow.

Informed Professionals Series

Wed., July 21 | 12:00-2:00 pm

Our monthly Informed Professionals series continues in hybrid format. More details to follow.

Maryland REALTORS® Annual Conference

October 12-14

Ocean City, MD

Maryland REALTORS®' yearly conference returns to the Clarion Resort Fontainebleau Hotel. Early bird registration is still available on the [event's website](#).

FCAR 2021 Trade Show

Tue., October 19

11:00 am-2:00 pm

Event will be held at the Frederick Fairgrounds with a disco theme. Registration info will be e-mailed out this week.

REALTORS® Conference & Expo

November 12-15 | San Diego, CA

“Rise & Shine—Celebrating You & Everything You Do” is the theme for this year’s NAR conference. Both in-person and virtual passes are available at conference.realtor.



DON'T FORGET!

As required for REALTOR® membership, you must complete your Code of Ethics training by **Dec 31st!**

Why wait?
Visit nar.realtor/code-of-ethics-training to check your status and view training options today.



NATIONAL ASSOCIATION OF REALTORS®

Have you completed your Code of Ethics training?

We are currently in Cycle 6, which covers January 1, 2019 through **December 31, 2021**. NAR Code of Ethics training must be completed every three years, regardless of when your license renews. You must complete a required NAR Code of Ethics training during each cycle. [Learn more.](#)

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.

Understanding the Contract of Sale

Thu., July 8 | 9:00 AM-12:00 PM
Beau Pichon (F-Elective, 3 Credits)

How to Successfully Sell a HUD Home

Tue., July 13 | 10:00-11:30 AM
Jim Bass (F- Elective, 1.5 Credits)

New Member Orientation

Tue., July 13 | 5:00-6:30 PM
Instructor: Hugh Gordon

Solar Energy & Solar Panels

Wed., July 14 | 9:00 AM-12:00 PM
Brienne Paugh, David Cornis
(F- Elective, 3 Credits)

FREE CLASS: Water Quality and Waterfront Property Value

Thu., July 22 | 10:00-11:30 AM
Instructor: Matt Pluta from Choptank Riverkeeper

This FREE CE virtual course for FCAR members is worth 1.5 hours of elective credits (F) and will provide resources to clients to better understand the critical area requirements of the Eastern Shore as mandated by State regulations. To register for this contact Cheryl Krebeck at the at 410-822-8767 or cheryl@msbrmd.com to register.

Monitors will be monitoring both virtual and in classroom students. If you attend the class in person, all students and monitors are required to have a laptop or smartphone so the monitor can view everyone. FCAR staff will be here to assist you. Instructors will have the option to teach in person or virtually. Virtual instructors will be displayed on our classroom projector screen. For live teachers, we will have a video camera facing them so virtual students will still be able to watch. For virtual classes, a Zoom link will be sent to your registered e-mail address the day before the class.

IN-PERSON CLASS PROTOCOLS

- You are required to bring in your laptop, tablet, or smartphone.
- A face mask is required in common areas of the office. If you are vaccinated, you may take off your mask while seated in the classroom. If you are not, please remain wearing your mask.
- There will be a limit of 15 students who can be in the classroom.
- Tables will be set up so students will be 6 feet apart.
- Phone calls, e-mailing and browsing websites will not be permitted during the class and will result in no credit.

VIRTUAL CLASS INFORMATION

- Please arrive early to check in. The Zoom will open 15 mins. prior to class start time.
- Be prepared to show your license to enter the class.
- For safety purposes, absolutely NO driving is allowed while participating in virtual classes.
- Virtual classes should be attended with the same respect as in-person education. Please do not take other phone calls, browse other websites, or be moving around.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present and all virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force. There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at www.fcar.org. For any additional questions, contact Natalie at 301-663-0757.

Special Thanks

to our Newsletter Sponsors

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Have questions? info@fcar.org | Find us online: www.fcar.org

