



# Newsletter

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

December 15, 2021

## Meet the Board

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## Platinum Jubilee Gala Sponsorship Window Closes December 31

Your association is about to turn 100 and we are preparing a celebration to be remembered.

Don't miss your chance to partner with us for this historic event!

Sponsorships are only available through the end of this month, and the levels include a host of benefits. Event details and a full sponsorship guide can be viewed at [fcar.org/jubilee](http://fcar.org/jubilee).

**Special thanks to our Gold level sponsors:**

Cinch Home Services, Guild Mortgage, MacRo Ltd., Mackintosh Realtors,

Sandy Spring Bank, Welcome Home Realty,

and VCRE. **Only 3 Gold sponsorships remain!** Contact Hugh Gordon ([hugh@fcar.org](mailto:hugh@fcar.org)) to secure yours today.



April 30, 2022

### FCAR SOCIAL SHORTCUTS



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



## Join A Committee

Sign Up on our website at [fcar.org/committees](http://fcar.org/committees)

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

# Membership

## FCAR Holiday Party



More than 60 members gathered around the virtual fireplace this past Tuesday for the 2021 FCAR Holiday Party.

## As an Affiliate Member, you have a lot to offer. We can help.

**The Affiliates' Corner** is a new column we're providing as an added membership value. It's a place for you to showcase your industry knowledge while also putting yourself in front of our 1,300+ membership. *(Did we mention that it's free?)* Let us know you're interested in taking advantage of this great opportunity by contacting [joe@fcar.org](mailto:joe@fcar.org).



# News You Can Use

## 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](http://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](http://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 12, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
<b>75,150</b>	<b>5,943</b>	<b>6,260</b>	<b>4,164</b>	<b>13 Days</b>	<b>39,642</b>
91.9% of 2020 121.7% of 2019	93.2% of 2020 122.8% of 2019	96.6% of 2020 115.3% of 2019	90.2% of 2020 114.9% of 2019	13 in 2020 31 in 2019	101.1% of 2020 71.8% of 2019

### Weekly Highlights

- Weekly showing volume saw typical seasonal declines. Over the past month, showing volumes have averaged 76,025 per week, down -7% from the same period last year.
- New pending sales outpaced new listings for the week, with 143 new pending sales for every 100 new listings – consistent with a seasonal slowing in new units coming up for sale.

### New Showings by State 2021 versus 2020 / 2019

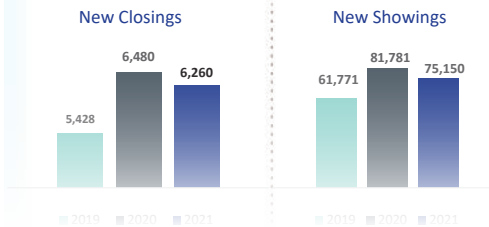
DC	2,788	84.2%	113.3%
DE	3,487	79.7%	115.8%
MD	25,248	88.8%	119.1%
NJ	8,509	91.1%	112.6%
PA	21,254	100.0%	118.3%
VA	12,972	90.5%	145.1%
WV	892	118.8%	143.4%

### New Contracts by State 2021 versus 2020 / 2019

DC	212	100.9%	138.6%
DE	329	95.1%	144.3%
MD	1,933	91.0%	124.9%
NJ	636	85.9%	112.4%
PA	1,687	97.2%	119.6%
VA	1,045	93.5%	125.1%
WV	101	100.0%	104.1%

### New Closings by State 2021 versus 2020 / 2019

DC	204	109.7%	120.7%
DE	358	95.5%	117.8%



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

## 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](http://frederickmd.gov/vpro) or visit [frederickmd.gov/vacancies](http://frederickmd.gov/vacancies) to apply for an appointment.

## 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

# 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](http://www.fcar.org).

FREDERICK COUNTY ASSOCIATION OF REALTORS®

## 2022 Installation & January Membership Meeting

**Thursday, January 6 | 8:30-10:30 AM**  
The Arc of Frederick County

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!

### Advocacy Committee

Thu., December 16

11:00 AM-12:00 PM

### Budget & Finance Committee

Mon., December 20

9:00-10:00 AM

### Presidential Installation

Thu., January 6, 2022

8:30-10:30 AM

Held at the Arc of Frederick County. This will also function as our January Membership Meeting. Register today in your Membership Portal.

### 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](http://fcar.org/jubilee).

# Special Thanks

*to our Newsletter Sponsors*

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