



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**March 27, 2024**

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**Dan Cumberland Jr., Strategic Partner Director**

[dan@moyerandsons.com](mailto:dan@moyerandsons.com)

### FCAR SOCIAL SHORTCUTS



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

## MEET THE BOARD: Director Hanna Houck



Hanna Houck, a Frederick County native and REALTOR® since 2018, earned her Economics degree from Mount St. Mary's University. Active in rentals during her studies, she graduated in 2020 and has been a full-time real estate professional since. Hanna co-chairs FCAR's Advocacy committee, holds leadership roles in the Women's Council of REALTORS®, and participates in state housing policy committees. Committed

to promoting homeownership as a means of wealth creation, especially for marginalized groups, Hanna is also an LGBTQ+ community advocate.

As an FCAR Director, her goals include partnering with multicultural organizations, supporting dual career agents, and enhancing the REALTOR® image. Hanna holds PSA, AHWD, C2EX, and RENE certifications and is a homeowner who has assisted many clients in achieving the same.

## Register Today: April Membership Meeting

**Thursday, April 4 | 11:30 AM-1:30 PM**

**Hot Title Topics with Amy Klein & Terrence Gabriel of FNF**

- Differences between standard and enhanced title insurance policies
- Violation of covenant and/or restrictions
- Survey Matters & Powers of Attorney

**REGISTER NOW**



## Membership

# March YPN Happy Hour at X-Golf



FCAR's Young Professional Network (YPN) shook things up at this month's Happy Hour by holding the event at X-Golf Frederick instead of a bar or brewery. Attendees took part in a closest-to-the-pin competition, won prizes, and enjoyed food provided by Paul Deibler at **Shore United Bank** and John Foley of **Salisbury, McLister & Foley LLP**.

## YMCA Thanks FCAR for Closet Clean-Up



**Dear Fred and Crew,**

*"A belated thank you for coming out to the Y to help us get organized!*

*We appreciate you choosing the Y for your community project. You all were simply amazing; We all loved working with you. We can't tell you how wonderful it is to go into the areas you helped us with—we can actually find everything we need. Please let every one know how thankful we are!"*

Regards,

Sara Ryan, VP of Youth Development, Frederick YMCA

**Pictured (left to right): Lori Reeder, Frederick Genau, Dan Cumberland Jr.**

# News You Can Use

## Big Dates & Deadlines

**Wednesday, April 3**

### Maryland REALTORS® Regional Roundtable

Eagle's Nest Golf Course, Phoenix, MD

**Thursday, April 4**

### Membership Meeting

Guest Speaker: Amy Klein & Terrence Gabriel, Fidelity National Financial  
*Hot Title Topics to Know*

**Wednesday, April 10**

### 2024 FCAR Trade Show

REALTORS®: Register for free today!  
Showcasing our Strategic Partner services.

**Thursday, May 2**

### Membership Meeting

Guest Speaker: Justin Matney, Director of Resource Integration, Quantum Loophole

**Meetings: May 4-9, Expo: May 6-7**

### REALTOR® Legislative Meetings & Trade Expo

Walter E. Washington Convention Center

**Thursday, May 23**

### RPAC Major Investor Dinner

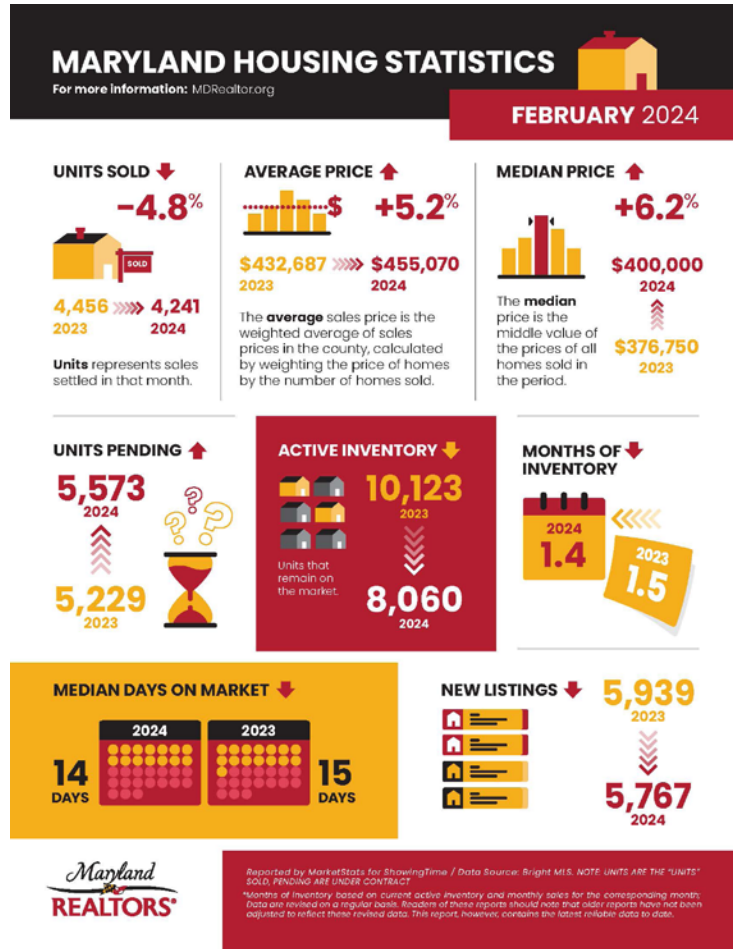
Cucina Massi, Downtown Frederick

**Deadline: December 31**

### Code of Ethics Cycle 7 Ends

## Housing Market Statistics

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



	WEEK ENDING March 24, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	97,320	-10.2%	-0.6%
New Purchase Contracts	6,247	-0.1%	+3.1%
Median Time to Contract	17 days	-1 day	-1 day
New Listings	5,781	+7.0%	+0.8%
Median List Price	\$419,900	+5.2%	-0.0%
Active Listings	27,071	+8.9%	+1.1%
% Active Listings with a Price Decrease	7.4%	+0.7 pp	+0.5 pp
Canceled Listings	335	+13.2%	+12.0%

pp = percentage points

**b+** For more weekly insights, visit [BrightMLS.com/MarketUpdate](https://BrightMLS.com/MarketUpdate).



### DEI CORNER AND WOMEN'S HISTORY MONTH:

# The Re-Gendering of Real Estate Brokerage

*"Stay out of real estate," one of the town's leading citizens advised Laura Hale Gorton. "If there was a living in it, I'm quite certain that a man would have tried it years ago!"*

The world seemed pretty gloomy to Gorton in 1931, and this admonition undoubtedly provided no consolation. Recently widowed, supporting two young daughters and a large home with a mortgage, she possessed no special training yet had to earn a living for her family. (cont'd online)

READ MORE IN THE WCR ARTICLE



ARTICLE PROVIDED BY NITA YOUNG, DEI COMMITTEE VICE CHAIR, ON BEHALF OF THE WOMEN'S COUNCIL OF REALTORS® FREDERICK

### FINAL REMINDER:

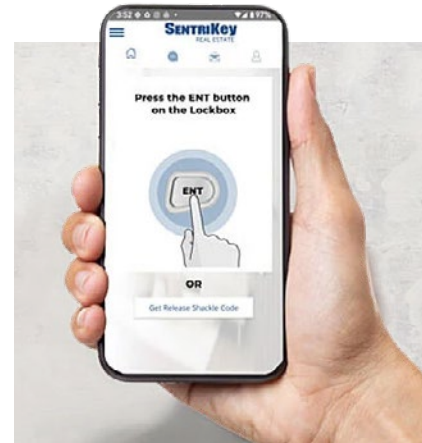
## SentriCard Deprecation Occurs March 31

SentriLock announced this change far in advance, but the day is finally here. Any REALTORS® still using their SentriCards are advised that they will no longer function with lockboxes as of March 31, 2024.

**What does this mean for you?** Once deprecated, users will not be able to use their SentriCard with lockboxes (including association admins). All non-BLE lockboxes in the field as of March 31,

2024, will be frozen in time with respect to their settings. All non-BLE lockboxes will continue to function with MAC codes and be assigned to listings, but can no longer be managed via SentriCard.

Have questions about the new SentriKey app in the transition? Be sure to check out [their handy guide](#) for navigating the process.



### FRAUD ALERT:

## Members Report Realtor.com Scam

**We have received a report from FCAR members of a suspected fraudulent listing on Realtor.com.**

An individual offered a vacant lot for sale in Iron Springs.

However, when verification of property ownership was requested, communication ceased abruptly. Further investigation revealed that the supposed owner, as per tax

records, is recently deceased.

We encourage all REALTOR® members to remain vigilant and report any suspicious activity.

# FCAR.ORG/EVENTS

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## Maryland REALTORS® Regional Roundtable: Phoenix, MD

Wednesday, April 3 | 10:00 AM-2:00 PM | [go.fcar.org/roundtable24](https://go.fcar.org/roundtable24)

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### April Membership Meeting

Thursday, April 4 | 11:30 AM-1:30 PM

Hot Title Topics: What You Should Know with Amy Klein & Terrence Gabriel



**TRADE SHOW 2024**

FREDERICK COUNTY ASSOCIATION OF REALTORS®

**Wild, Wild West**

**REALTORS® Register today for free!** Wednesday, April 10 | 11AM-2PM

### Bring a Broom Saturday, April 27 | 8:30-11:30 AM

Join your Community Service Committee for a little spring cleaning in Downtown Frederick! (lunch included)

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### May Membership Meeting Thursday, May 2 | 11:30 AM-1:30 PM

Larn all about Quantum Loophole with guest speaker Justin Matney, Director of Resource Integration with QL.

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### REALTOR® Legislative Meetings & Trade Expo

May 4-9 | Expo: May 6-7

Join us in advancing and supporting real estate issues that matter in every community by continuing the critical policy conversations among REALTORS®, lawmakers, and industry leaders.

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# FCAR CONTINUING EDUCATION

Unless otherwise noted, all of our classes are now in 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.

## New Member Orientation

Tue., Apr. 16 | 12:00-1:30 PM

*\*In-person at FCAR with  
Kelly Malagari & Maureen Nichols*

## At Home with Diversity

Apr. 23 & May 1 | 2:00-5:00 PM

Instructor: Brenda Kasuva

## Buyer Consumer-Based Consultation

Fri., Apr. 26 | 9:30 AM-12:30 PM

Instructor: Mary Chieppa

## Contracts Law Review

Fri., May 14 | 9:00-10:30 AM

Instructor: Maryland REALTORS®

## MREC Required Supervision

Fri., May 14 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS®

## Implicit Bias: Overcoming Barriers to Fair Housing

Thu., May 23 | 10:00 AM-1:00 PM

Instructor: Maryland REALTORS®



## MARYLAND REALTORS® GRI COURSES

**GRI 300** April 2-11 | [Details](#)

**GRI 400** May 5-11 | [Details](#)



REGISTER ONLINE

## HAVE YOU MASTERED BRIGHT MLS?

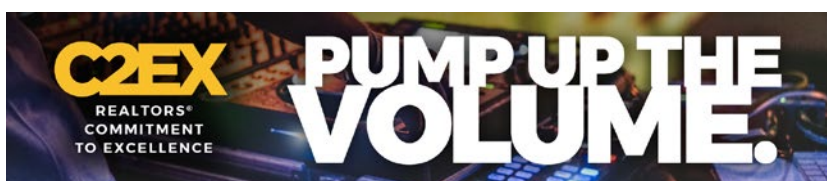
Instructor: Steve Hoover, Bright MLS Customer Success Coach

**Bright MLS Basics: What You Need to Know to Get Started**

Thu., Apr. 21 | 10:00-10:45 AM on Zoom

**Creative Searching using Bright MLS**

Thu., Apr. 21 | 2:00-3:00 PM on Zoom



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