



**FREDERICK
COUNTY
ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

March 23, 2023

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FCAR SOCIAL SHORTCUTS



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

April 6 Membership Meeting: Fair Housing with Chris Haugh

Join us at Dutch's Daughter as we dive into the history of housing in Frederick County.

Local historian, author, and award-winning documentary Chris Haugh joins us on **Thursday, April 6**. Those who attended last May's meeting know that Chris is not a speaker to miss! Members can register today in their Membership Portal.



**FAIR
HOUSING
MONTH**

REGISTER TODAY



Spring Donation Drive: Help Local Women and Children at the Faith House

This year's Spring Donation Drive benefits the Frederick Rescue Mission's Faith House—a safe place for women and working mothers to find shelter and healing. [Donate now through March 31.](#)



Membership



CHRIS HIGHLAND
2023 FCAR DIRECTOR

MEET THE BOARD: Director Chris Highland

Chris Highland has been a REALTOR® for over 30 years in Frederick County, which has been home for Chris and his wife Karen since 1989.

Chris has associated with several brokerages over the decades, including Bach & Associates, Re/Max and Real Estate Teams. He served as an Agent/Team Leader with Keller Williams from 2005 to 2008, then Residential Sales Manager at Turning Point Real Estate from 2011 to 2015. He then helped open the state of Maryland for eXp Realty, and served as Broker/Manager from 2017 to 2019. He is now a Branch Office Manager and Growth Leader for eXp Realty.

Chris has mentored new agents in their real estate careers, and continues to, since the late '90s. He has served at FCAR in various committees, including the party-planning committee, (yes, there was such a thing!). He chaired the Communications Committee, which first created and staffed the position of Communication Director at FCAR. For the last three years he has served on, and for two years chaired, the Grievance Committee.

“After my years of management and brokering, I have a greater appreciation for the work and role of the national, state, and local REALTOR Associations”, affirms Chris. “The support and resources they provide are critical to our industry, and to the rights of homeownership. It is my honor to contribute to our association by serving on the Board of Directors.

ONLY ONE WEEK LEFT! Shine the spotlight on your colleagues by nominating them for an FCAR Award.

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 on Carroll Creek 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



Big Dates & Deadlines

Submit yours by Friday, March 31
FCAR Award Nominations
 Send us your best! fcar.org/awards

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

Thursday, April 6 | 11:30 AM
Membership Meeting
 Explore the history of fair housing in Frederick with local historian and award-winning documentarian Chris Haugh.

Thursday, April 19
MR Regional Roundtables
 Holly Hills Golf Club

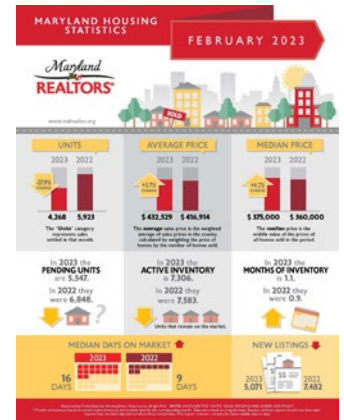
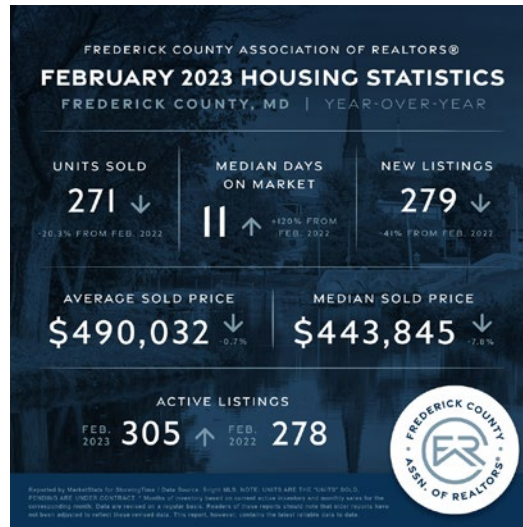
Thursday, April 27
FCAR Award Ceremony
 Union Mills Public House in
 Downtown Frederick

Thursday, May 4
Commercial Symposium
 Maryland Live! Casino and Hotel

May 6-11 in Washington D.C.
REALTOR® Legislative Meetings
 Walter E. Washington Convention Center
 Register today: legislative.realtor

Housing Market Statistics

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



Weekly Market Report

Week Ending: March 19, 2023

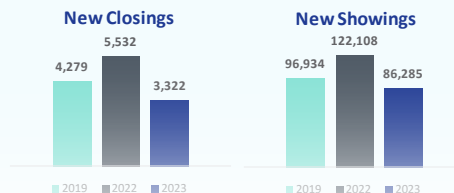


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New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
86,285	4,788	3,322	4,677	11 Days	55,664
70.7% of 2022 89.0% of 2019	74.2% of 2022 70.9% of 2019	60.1% of 2022 77.6% of 2019	61.8% of 2022 51.8% of 2019	7 in 2022 22 in 2019	161.6% of 2022 99.8% of 2019

Weekly Highlights

- ➔ **Showings haven't sprung yet.** Spring is a popular time for real estate activity. More light and warmer days encourage buyers to visit their next potential home. Yet showing activity for the week ending March 19, the first after daylight savings, is down 1.9% week-over-week. Showings are down compared to 2022, and also below 2019 levels. The coming weeks will determine whether the typical bounce for spring will return or if showings will be flat due to cautious buyers.
- ➔ **Time to contract shows competition.** The median time to contract is up one day from last week to 11 days for the week ending March 19. There's a continued push and pull between demand and supply as consumers watch interest rates and feel economic uncertainty. Homes are not flying off the shelves as soon as they arrive, but many are moving at a very fast clip so far in 2023.



New Showings by State

State	2023	2022	2019
DC	3,315	79.5%	107.6%
DE	4,420	76.9%	81.2%
MD	27,851	70.2%	114.8%
NJ	10,491	75.5%	78.7%
PA	25,184	72.1%	78.1%
VA	14,251	62.5%	81.3%
WV	773	85.7%	74.5%

New Contracts by State

State	2023	2022	2019
DC	165	66.3%	73.0%
DE	272	74.3%	88.9%
MD	1,559	81.9%	80.9%
NJ	477	76.7%	64.0%
PA	1,296	69.9%	63.1%
VA	925	68.4%	66.5%
WV	94	90.4%	90.4%

New Closings by State

State	2023	2022	2019
DC	97	48.3%	54.8%
DE	183	61.0%	77.5%
MD	967	55.2%	75.0%
NJ	375	68.6%	83.5%
PA	1,011	65.9%	82.5%
VA	629	58.2%	74.5%

For the full report, click the image above or visit [Bright's website](#).

Have you seen our new 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.



The Window for RPAC Major Investor Early Recognition Closes Next Friday

Looking to take your REALTOR® Party investment to the next level?

If you're looking to support your business interests (and rights) in a BIG way this year, the chance to become a 2023 RPAC Major Investor and receive advance recognition ends **Friday, March 31!** This method allows you to pledge a smaller amount and receive Major

Investor recognition while completing the remainder of your \$1,000 investment at your own pace.

Learn more about RPAC at fcar.org/rpac or fill out the Early Recognition form at go.fcar.org/rpac-early.



REALTOR® Emeritus Applications Due April 8

A REALTOR® Member who has held membership for a cumulative period of forty (40) years and has completed at least one (1) year of service at the National Association level is eligible for REALTOR® Emeritus status.

April 8 is the last day to complete the online certification form for REALTOR® Emeritus status for ap-

proval in May. Applications can be submitted only by the local association on behalf of the

member seeking such status. Questions? Please email emeritus@nar.realtor.

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.

Informed Professionals Lunch & Learn: Housing Authority of Frederick

Tuesday, Apr. 4 | 12:00-1:00 PM at FCAR (lunch included)

Guest speaker Tonya Amedon, Assistant Director of Housing, will present the programs the HACF provides.

April Membership Meeting with Chris Haugh

Thursday, Apr. 6 | 11:30 AM-1:00 PM

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



Maryland REALTORS® 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.

Register Now: FCAR Awards Ceremony

Wednesday, Apr. 27 | 5:00-8:00 PM

Our annual FCAR Awards will honor the best and brightest of 2022 at Union Mills Public House.



Innovate Commercial Symposium **Thursday, May 4**

Join Maryland REALTORS® at Maryland Live! Casino & Hotel for a one-day educational symposium for real estate agents to get up-to-the-minute information on the hottest local commercial real estate developments and trends.



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 and click the login button or visit 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.

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 of
Welcome Home Realty Group*

Fair Housing

Wed., Apr. 19 | 1:00-2:30 PM

*Instructors: Meg Gawler &
Kevin Yungmann of Community
Title Network*

Fair Housing

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

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

MD Code of Ethics

Tue., Apr. 25 | 1:00-4:00 PM

*Instructor: Kathleen Dartez of
Maryland REALTORS®*

MREC RE Brokerage Relationships & Disclosures

Wed., Apr. 26 | 1:00-4:00 PM

*Instructor: Terry La Scola of
Welcome Home Realty Group*

2023 GRI COURSE DATES

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



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MLS

VIRTUAL BRIGHT MLS TRAINING

Thu., April. 20 | 10:00-11:00 AM | Creating a CMA with Bright MLS

Thu., April. 20 | 2:00-3:00 PM | Bright MLS Search

Instructor: Steve Hoover, Bright MLS Customer Success Coach

REGISTER ONLINE



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at C2EX.realtor**



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