



**FREDERICK
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ASSOCIATION OF
REALTORS®**

Newsletter

The United Voice for Real Estate in Frederick County

May 9, 2023

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Are you hungry for a market update?

FCAR INFORMED PROFESSIONALS PRESENTS

MARKET UPDATE

WEDNESDAY, MAY 17 | 12:00-1:00 PM

LUNCH & LEARN WITH
LISA STURTEVANT
CHIEF ECONOMIST,
BRIGHT MLS

bright
MLS

Bright MLS Chief Economist Lisa Sturtevant will be delivering a market update at this month's Informed Professionals Lunch & Learn. go.fcar.org/051723

FCAR SOCIAL SHORTCUTS



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

Membership

2023 FCAR Award Winners

Your fellow members gathered at Union Mills Public House in Downtown Frederick to honor the best and brightest from the past calendar year.



***Pictured (from left):** Stacy Allwein (Community Activist Award), Frederick Genau (Rookie of the Year), Dana Dudley (Strategic Partner Lifetime Achievement), Ashleigh Kiggans (Diversity, Equity, and Inclusion), Marie Lagos (Janet McKinney Award), Carlton Boujai (RPAC Hall of Fame), Kris Alcorn (Association Executive's Award), Elayne Llewelyn (REALTOR® Shining Star), Erin Dieterich (Strategic Partner Shining Star), Susan Slaughter (Strategic Partner of the Year), and Tony "C" Checchia (REALTOR® of the Year)*

***Not pictured (in alphabetical order):** Thomas Campbell (Community Service Award), Tracy Grubb (REALTOR® Lifetime Achievement), Sandy Olson (Charles S.V. Sanner Award)*

Big Dates & Deadlines

May 6-11 in Washington D.C.

REALTOR® Legislative Meetings

Walter E. Washington Convention Center

Register today: legislative.realtor

Monday, May 22

FCAR Brokers Meeting

Brokers, join us at the FCAR office for a time to share ideas, concerns, and discuss the issues that matter to you!

Thursday, June 1

Membership Meeting

Patty Aiken of Exacta Land Surveyors

Saturday, July 17

MD Homeownership Expo

Wayne K. Curry Sports & Learning Center

Register today: mdrealtor.org/expo

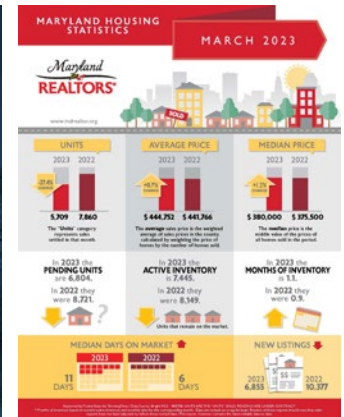
Deadline: Friday, July 14

MR Committee Deadline

Sign up: mdrealtor.org/volunteer

Housing Market Statistics

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



Weekly Snapshot



Week Ending: May 7, 2023

Weekly Highlights

- New listings lag past years.** New listings in the Mid-Atlantic fell 22.6% for the week ending May 7, 2023, compared the same week a year ago. New listing activity is also significantly below what there would be in a more typical housing market, such as in 2019, as sellers today hesitate to list based on concerns about the economy and many holding onto sub-3% interest rates.
- Median list price remains elevated.** While sellers are being cautious in today's market, those who list continue to price their homes competitively. The median list price rose 3.8% year-over-year across the Mid-Atlantic region for the week ending May 7, 2023. List prices may be peaking at the height of the spring market.
- Showing activity varies by metro.** While showing activity across the Mid-Atlantic continues to resemble 2019, when showings are viewed by market, it's a tale of two metros. Both Baltimore and Washington, D.C. showing activity has trended above 2019 in 2023. Other regions, however, have fewer showings as both lower demand and limited supply impact the number of showings.

	WEEK ENDING May 7, 2023	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	113,461	-9.5%	+1.9%
New Purchase Contracts	6,735	-24.0%	-2.2%
Median Time to Contract	14 days	+9 days	+1 day
New Listings	6,121	-22.6%	+1.0%
Median List Price	\$415,000	+3.8%	+1.2%

Scam Alert: Time-Wasting Phone Calls

If you receive a call from 240-485-8409, do not answer the call.

If you are able to, we recommend blocking the number. The party in question appears to be randomly calling real estate agents and the

content of the calls has nothing to do with real estate. If you are so inclined report the call to the local police or FBI scam hotline.



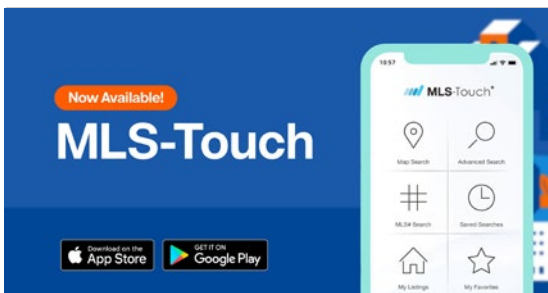
Brokers: Join the 2023 FCAR Roadshow

Let us know when we can join your next team meeting! The Roadshow is a chance for FCAR leadership to speak with members about plans

for the year, current events that they might want to participate in, committee participation, and a chance to educate members on the benefits

of making an investment in RPAC. It will only take about 15 minutes.

Contact: Natalie McLister
(natalie@fcar.org)



Save your spot for a **May 11** webinar to learn about this exciting new app. (go.fcar.org/mls-touch) MLS-Touch is a comprehensive mobile app that puts everything you need to run your real estate business in the palm of your hand.

Sponsorships Abound in 2023

Our new sponsorships get your business in front of FCAR 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 event sponsorships keep your businesses top of mind.



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.



REALTOR® Legislative Meetings

May 6-11 | Washington, D.C.

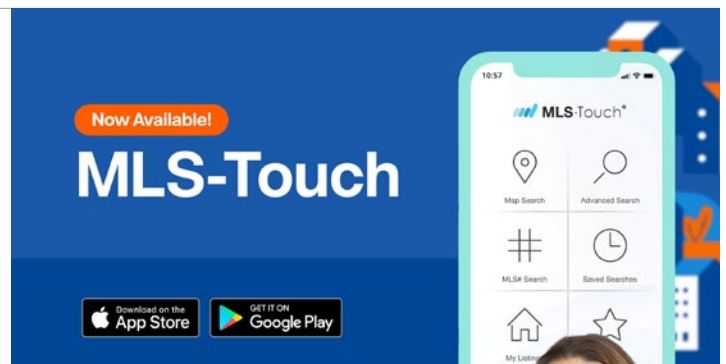
Protecting rights. Expanding access. Building prosperity. Register today!

This year's Trade Expo also runs Monday-Tuesday, May 8 & 9.

MLS-Touch App Webinar

Thursday, May 11 | 11:30 AM on Zoom

Save your spot for an upcoming webinar to learn about this exciting new app. MLS-Touch is a comprehensive mobile app that puts everything you need to run your real estate business in the palm of your hand.



Informed Professionals Lunch & Learn: Market Update

Wednesday, May 17 | 12:00-1:00 PM at FCAR (lunch included)

Guest speaker: Lisa Sturtevant, Bright MLS Chief Economist



YPN Happy Hour Thursday, May 18 | 4:00-6:00 PM

Join us at the new Plaza Mexico location on Carroll Creek. As a bonus, the new 4PM start time allows us to transition across the creek to Alive@Five! Sponsored by Houston Darling of ACNB Bank.

June Membership Meeting: Land Surveys

Thursday, June 1 | 11:30 AM-1:00 PM

Register today for guest speaker Patty Aiken of Exacta Land Surveyors.



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.

MD Mortgage Program Elective

Wed., May 17 | 2:00-3:30 PM

Instructor: Latoya Harris

203K Renovation Loans Elective

Thu., May 18 | 2:00-4:00 PM

Instructor: Richard Leonard of Fox
Mountain Property Inspections

Onsite Sewage Treatment (Septic) Systems

Wed., May 24 | 3:00-4:30 PM

Instructor: Andy Lazur

MD Code of Ethics

Thu., June 8 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS®

Fair Housing

Thu., June 22 | 9:30-11:00 AM

Instructor: Maryland REALTORS®

Legal & Legislative Update

Tue., June 27 | 1:00-4:00 PM

Instructor: Mary Chieppa

MREC RE Brokerage

Relationships & Disclosures

Thu., June 29 | 9:00 AM-12:00 PM

Instructor: Maryland REALTORS®

MREC Required Supervision

Thu., June 29 | 1:00-4:00 PM

Instructor: Kathleen Dartez of
Maryland REALTORS®

NEW: COMMERCIAL SEMINAR SERIES

Basics of Commercial

Tue., May 16

9:00-11:00 AM

Ashleigh Kiggans

REGISTER ONLINE

Financing/Appraisal

Fri., Aug. 25

9:00-11:00 AM

Michael Pugh, Houston
Darling, PW Shaffer

Commercial Contracts/Leases

Tue., Sept. 12

9:00-11:00 AM

Brianne Paugh

Commercial Agency

Thu., Dec. 14

1:00-4:00 PM

Ed Stanfield
(3.0 Credits)

brighi[®]
MLS

VIRTUAL BRIGHT MLS TRAINING

Thu., May 18 | 10:00-10:45 AM | Proactive Prospecting in Bright MLS

Thu., May 18 | 2:00-2:45 PM | Advanced Map Searching

Instructor: Steve Hoover, Bright MLS Customer Success Coach

REGISTER ONLINE

Special Thanks

to our Newsletter Sponsors



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