



Newsletter

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

June 17, 2021

Meet the Board

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June Membership Meeting Recap: Available On Our Website

For photos and a full list of winners for this year's FCAR Awards, click on our home page slider or visit fcar.org/award-winners20.



FCAR SOCIAL SHORTCUTS



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



Virtual Fun for a Good Cause

The upcoming Summer Kickoff Virtual Bingo is our first event to directly benefit the new FCARe Fund. Learn more about the event on [page 5](#).

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 valuable trade insights.

Want to learn more? Secure your spot in this new column by contacting FCAR Communications Manager Joe Weyman at joe@fcar.org.



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

Friday, July 2:

Maryland REALTORS® Awards Deadline

Nominations are [being accepted](#) for Maryland REALTORS® yearly awards.

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 13, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
128,377	8,967	7,171	10,353	7 Days	45,909
100.4% of 2020 142.7% of 2019	93.9% of 2020 104.9% of 2019	165.9% of 2020 95.9% of 2019	136.6% of 2020 135.9% of 2019	13 in 2020 20 in 2019	86.1% of 2020 81.8% of 2019

Weekly Highlights

- Inventory levels ran above the 80% level for the second straight week.
- New listing paced similar to last week, and remained higher than 2020 and 2019 benchmarks. There were 87 new pending sales for every 100 new listings.

New Showings by State

2021 versus 2020 / 2019

DC	3,845	89.9%	97.2%
DE	6,076	98.4%	106.4%
MD	42,689	104.1%	181.5%
NJ	14,277	89.8%	117.7%
PA	37,091	95.4%	130.1%
VA	22,892	111.9%	140.9%
WV	1,507	127.1%	161.7%

New Contracts by State

2021 versus 2020 / 2019

DC	255	99.6%	115.4%
DE	485	84.2%	107.5%
MD	2,783	100%	109.9%
NJ	939	84.7%	78.9%
PA	2,478	83.8%	98.5%
VA	1,868	110.3%	123.3%
WV	159	91.9%	127.2%

New Closings by State

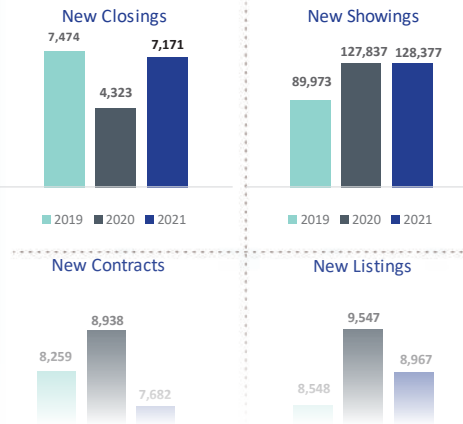
2021 versus 2020 / 2019

DC	259	170.4%	111.1%
DE	382	167.5%	97.2%
MD	2,259	152.8%	103.5%
NJ	698	149.1%	88.8%
PA	1,896	234.4%	83.8%
VA	1,577	144.8%	105.9%
WV	100	101.0%	77.5%

New Listings by State

2021 versus 2020 / 2019

DC	410	155.9%	158.9%
DE	473	124.5%	131.0%



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

FCAR Trade Show: Tuesday, October 19

We'll be grooving back to the Frederick Fairgrounds with the return of our annual Trade Show event. If you haven't already guessed it, this year's theme is disco and we're encouraging all participants to arrive in style. Registration will open next week.



2022 Board of Directors Applications

We are now accepting applications for next year's board through Thursday, July 15.

Have you ever considered serving at FCAR in a leadership capacity? If so, the window to apply has just reopened.

We are looking to fill three positions: two REALTORS® and

one Affiliate. A full description of Director responsibilities is [available](#) online. After applications have been collected, FCAR membership will vote for the nominees in October.

[Click here to apply.](#)



SERVE YOUR COMMUNITY:

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.

Climate Emergency Workgroup Survey

A survey has been developed in an effort to gauge how climate change concerns are impacting the current real estate market.

The Climate Emergency Mobilization Workgroup (CEMWG) is a joint Frederick County / Frederick City group authorized by the mayor and Board of Alderman to facilitate goals set by the Climate Emergency Resolutions adopted last year.

This group is interested in learning if concerns about climate change impacts—such as increased extreme weather events, flooding, and increased energy

costs—are impacting the current market and influencing buyers' decisions. They are also seeking REALTOR® insights into buyer trends in regard to energy efficiency, alternative energy sources, and more.

To participate in 10-15 minute survey, [click here](#). Members should complete the survey by **Monday, June 21** to have their feedback included in our recommendations.



Juneteenth Education

On June 19, 1865, Union General Gordon Granger arrived in Galveston, Texas. He informed the enslaved African Americans of their freedom and that the Civil

War had ended. This momentous occasion has been celebrated as Juneteenth—a **combination of June and 19**—for over 150 years.

[Learn more about Juneteenth.](#)

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 Friday, June 25

6:00-8:00 pm

Kick off the summer with a virtual bingo/happy hour! All proceeds will benefit the FCARe fund. For more information or to donate a prize, contact a member of the Community Service Committee.

Commercial Committee Lunch & Learn

Tuesday, July 13

12:00-1:00 pm

Mark your calendars!
More details to follow.

Informed Professionals Series Wednesday, July 21

12:00-2:00 pm

Our monthly Informed Professionals series continues. 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 Tuesday, October 19

11:00 am-2:00 pm

Event will be held at the Frederick Fairgrounds with a disco theme. Registration will be made available next 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.



FRIDAY, JUNE 25 | 6:00-8:00 PM

SUMMER KICKOFF VIRTUAL BINGO

FUNDRAISER

Support the new FCARe Fund with a Virtual Bingo Happy Hour!

There will be plenty of great prizes to win. Bingo cards may be purchased using your [Membership Portal](#) and are \$20 each. Your Zoom link and bingo cards will be emailed to you separately after purchase. All proceeds will benefit the FCARe Fund.

For more information or to donate a prize, please contact natalie@fcar.org or jennifer@signaturesettlements.com

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.

MREC RE Brokerage Relationships & Disclosures

Tuesday, June 22

9:00 AM-12:00 PM

Instructor: Collette Massengale

MD Code of Ethics

Tuesday, June 22 | 1:00-4:00 PM

Instructor: Kathleen Dartez & Mark Feinroth

How to Successfully Sell a HUD Home

Tuesday, July 13

10:00-11:30 AM

Instructor: Jim Bass

New Member Orientation

Tuesday, July 13

5:00-6:30 PM

Instructor: Hugh Gordon

FREE CLASS: Water Quality and Waterfront Property Value

Thursday, 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. Contact Cheryl Krebeck 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

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

