



Newsletter

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

July 30, 2021

Meet the Board

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HELP US COLLECT NEW SHOES
for local children in need

New Shoes for a Good Cause

Soles of Love has collected thousands of new shoes for local children. Let's help them reach this year's goal of 3,500 pairs!

Join us in our effort to help children in need experience a joy they may never have had—a pair of brand new shoes. Donated shoes may be for boys or girls aged Kindergarten through grade 12. Sturdy sneakers are preferred but brand names are not necessary. Donations can be dropped off in FCAR's lobby through **Thursday, August 5**. Soles of Love is also accepting funds donated through Venmo (@ServeOthers20).

FCAR SOCIAL SHORTCUTS



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



Exclusive Sponsorships Available

For our Platinum Jubilee Gala on April 30, 2022
With six choices available, there's value to be found at every level. Visit fcar.org/jubilee to learn more about these historic opportunities.

Membership

Affiliates' Corner: NextDay Inspect



NextDay Inspect

46179 Westlake Dr., Suite #200B
Sterling, VA 20165
703-450-6398
nextdayinspect.com

Short on time? Schedule a walk and talk.

Walk and talk consultations can provide you with quick, professional insight.

When it's a sellers' market, home buyers and their agents can have a tough time making appointments and informed decisions on their potential future homes.

Our consultations allow home buyers and agents to maximize the benefit from the limited time they have at a for-sale home.

Let a trained professional walk through with you and point out anything that you may want to know about during your showing. Make the most out of your visit and have our inspectors check only what you want to know about most.



Save Your Space: The FCAR Trade Show

Our annual Trade Show is grooving back to the Frederick Fairgrounds on **Tuesday, October 19**. Bring your valuable trade expertise by registering for a booth or table! The format will again include the latest in real estate technology and there will be a members only drawing for cash prizes. Sponsorship opportunities are also available. This year's theme is disco and awards will be given based on participation. Learn more at fcar.org/events.

Reserve your own Corner.

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.



Big Dates & Deadlines

Wednesday, September 8:

Membership Meeting

After over a year of Zoom fatigue and “you’re on mute,” FCAR membership meetings are back in person at Dutch’s!

September 13-17:

Membership Week

We’re celebrating YOU this September with a week of free classes, store discounts, a membership luncheon, and a special FCAR fundraiser at Attaboy Barrel House.

Tuesday-Thursday, October 12-14:

Maryland REALTORS® Conference

MR’s annual conference returns to Ocean City at the Clarion Resort Fountainbleau Hotel, but \$199 early bird pricing ends soon. [Learn more.](#)

Tuesday, October 19:

FCAR Trade Show

Affiliate table/booth registration is now open! Sponsorship opportunities are also available. [Learn more.](#)

Friday, December 31:

Current NAR Code of Ethics Cycle Ends

Don’t let this date sneak up on you!

Complete your required 2.5 hours of training before this current cycle ends.

[Learn more.](#)

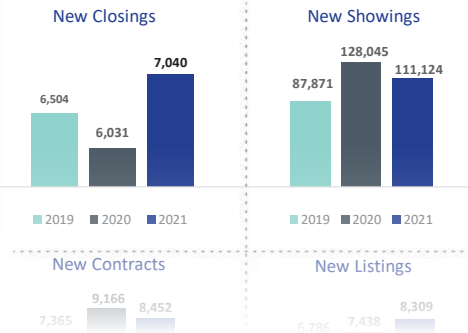
bright MLS Weekly Market Report

Week Ending: July 25, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
111,124	8,452	7,040	8,309	9 Days	47,535
86.8% of 2020 126.5% of 2019	92.2% of 2020 114.8% of 2019	116.7% of 2020 108.2% of 2019	111.7% of 2020 122.4% of 2019	12 in 2020 23 in 2019	98.9% of 2020 80.7% of 2019

Weekly Highlights

- Showing volumes continued to decrease versus prior weeks and compared to earlier this year and last year’s brisk pace. However, activity was higher than ‘19 (126.5%).
- New pending sales were lower than the same week from the frenzied 2020 market, but were higher than 2019.
- Supply levels continued to climb as new listing volumes tracked above 2020 and 2019.



New Showings by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	3,473	83.7%	123.8%
DE	5,620	88.7%	95.3%
MD	37,756	89.5%	162.4%
NJ	13,019	82.2%	112.4%
PA	31,106	86.8%	111.4%
VA	19,004	85.0%	123.3%
WV	1,146	82.9%	116.1%

New Contracts by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	222	80.7%	90.9%
DE	480	87.6%	118.8%
MD	2,744	100.5%	121.3%
NJ	900	78.1%	99.8%
PA	2,284	86.9%	109.1%
VA	1,683	99.9%	125.9%
WV	139	93.9%	113.0%

New Closings by State 2021 versus 2020 / 2019

State	2021	2020	2019
DC	212	115.8%	118.4%
DE	353	111.0%	109.6%
MD	2,143	115.7%	115.7%
NJ	714	116.3%	96.9%
PA	2,007	115.9%	101.3%
VA	1,498	121.6%	112.1%
WV	113	111.9%	117.7%

Bright Steps

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

COVID-19 Industry Impact Watch

This bi-weekly newsletter highlights the most important COVID-19-related developments affecting the real estate industry from the National Association of REALTORS®, with research from FOCUS, a Leonine Business. Click the image or view the full report [here](#).

News You Can Use

The Frederick County Homebuyer Assistance Class

If you're serious about affordable housing and want to help in a very tangible way, *this is it!*

[The Frederick County Homebuyer Assistance Program](#) (HAP) administered by the Frederick County Department of Housing and Community Development (DHCD) helps local families with limited resources obtain their first home, by providing

up to \$8,000 in down payment/closing cost assistance.

HOW TO HELP: If you would like to volunteer to teach the one day REALTOR® or lender portion of the class, contact Terez Dorsey at realtorterezdorsey@gmail.com.

Members who have already taught this class may apply immediately, but first time instructors are required to shadow a class before doing so. The next class will occur on August 17 via Zoom.

UPCOMING MR WEBINARS

How to Generate Listings in a Low Inventory Market

[Wednesday, August 18 | 1:00 pm](#)

Realtor® Safety with Jenn Cassetta

[Tuesday, September 7 | 1:00 pm](#)

Maryland Realtors® Broker Review Course

Friday, August 13 | 9:00am-4:30 pm

This virtual session is for those interested in gearing up for the Broker or Associate Brokers licensing exam. Participants will have an opportunity to review and address questions, which will help them determine the areas they need instruction on. This is a good workshop for those who haven't tested recently and who would like to sit for the exam within the next few months. [Register today on the Maryland Realtors site.](#)

Envision Mount Airy

A Tour of Possibilities

What: Professional, no cost bus tour of the commercial properties available in the Town of Mount Airy

Where: Watkins Park
615 Center Street
Mount Airy, MD 21771

When: September 16, 2021 - 8:00 a.m. - 1:00 p.m.

How: Register [online](#) or call Town Hall to secure your space: 301-829-1424

Website: www.mountairymd.gov/tour



THANKS TO OUR SPONSORS:



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.

Membership Meeting

Wed., September 8

11:30 am-1:00 pm

After over a year of Zoom fatigue and “you’re on mute,” FCAR membership meetings are back in person at Dutch’s Daughter!

Membership Week

September 13-17

We’re celebrating YOU this September with a week of free classes, store discounts, membership luncheon, and a charity fundraiser at Attaboy Brewery.

Maryland REALTORS® Annual Conference

October 12-14

Ocean City, MD

Maryland REALTORS®’ yearly conference returns to the Clarion Resort Fontainebleau Hotel. Register on the [event’s website](#).

FCAR 2021 Trade Show

Tue., October 19

11:00 am-2:00 pm

We’re grooving back to the Frederick Fairgrounds with a disco theme! Table registrations and sponsorship opportunities are available at fcar.org/events.

FCAR Holiday Auction

Thu., November 11

Save the date! Contact natalie@fcar.org about submitting an item to bid on. More details to be announced.

REALTORS® Conference & Expo

November 12-15 | San Diego, CA

More info at conference.realtor.



**AT HOME WITH
DIVERSITY**

**September
7 & 9**

9:30 am-12:30 pm

VIRTUAL CLASS

The **At Home with Diversity** certification course teaches you how to work effectively with diverse populations so you can build business success in today’s multicultural real estate market. As a bonus, the AHWD certification course counts as an elective for the Accredited Buyer’s Representative (ABR) Designation and Certified International Property Specialist (CIPS) Designation and toward the C2EX Endorsement.

FCAR

**Membership
Week**

September 13-17, 2021
All Week Long

FREE CLASSES, STORE DISCOUNTS
AND MORE

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.

Fair Housing

Tue., Aug. 10 | 5:00-6:30 PM

Instructor: Alison Graham

1.5 Credits: (C) Fair Housing Law

Differences: GCAAR and MAR Contracts

Wed., Aug. 11 | 3:00-4:30 PM

Instructor: Colleen Smyth

1.5 Credits: (F) Elective

Brokerage Relationships and Disclosures

Thu., Aug. 12 | 9:00 AM-12:00 PM

Instructor: Kathleen Dartez

3 Credits: (H) MREC Agency-Residential / Commercial

MD Code of Ethics

Thu., Aug. 17 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth

3 Credits: (D) Real Estate Ethics / Professional Standards

Legal and Legislative

Tue., Aug. 31 | 9:30 AM-12:30 PM

Instructor: Mark Feinroth

3 Credits: (F) Elective

At Home with Diversity

PART ONE: Tue., Sep. 7

9:30 AM-12:30 PM

PART TWO: Thu., Sep. 9

9:30 AM-12:30 PM

Instructor: Brenda Kasuva

6 Credits: (F) Elective & At Home with Diversity Certification

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

to our Newsletter Sponsors

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

