



January 15, 2024

2024 FCAR Board of Directors

Kris Alcorn, President

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Amos Martin, Immediate Past President

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Brandi Dillon, President-Elect

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Christopher Highland, Director

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Julie Larson, Director

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Dan Cumberland Jr., Strategic Partner Director

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Meet the Board: Kris Alcorn, 2024 President



Kris Alcorn started in real estate in Oklahoma in 1984, moved to MD in 1985, and became licensed to sell real estate in Maryland in 1986.

She sold Real Estate with Mackintosh Realtors and Long & Foster until 1995, pivoted to the mortgage industry and participated as an FCAR Affiliate, and then returned to selling real

estate with RE/MAX Results in 2015. Over the course of her career, she has won numerous awards and served on several state and local committees.

In the last 7 years, she has joined the ranks of GRI graduate, and obtained her CRS designation as well as her Associate Broker license.

"I feel blessed and honored to have the opportunity to serve the members of FCAR as their 2024 President."

Reminder: TODAY is the 2024 FCAR Dues Deadline

REALTORS®: Avoid the late fee! Renew your FCAR membership before January 16.

LOG IN AND RENEW

FCAR SOCIAL SHORTCUTS

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

Membership

IN CASE YOU MISSED IT:

January Membership Meeting with Lawrence Yun, NAR Chief Economist



The new year started off with a value-packed Membership Meeting at Dutch's Daughter with over 150 FCAR members in attendance. Guest speaker Lawrence Yun, Chief Economist for the National Association of REALTORS®, delivered his market forecast for the year. [View his PowerPoint presentation here.](#)



FCAR Award Nominations Due in Two Weeks (Jan. 31)

Our annual awards are here again and it's your chance to highlight your peers who excelled in 2023. Submit your nomination in one of our 13 categories by Wednesday, January 31. The Awards Ceremony will take place on February 28 at McClintock Distilling. Tickets will go on sale soon.

Learn more: fcar.org/awards

News You Can Use

Big Dates & Deadlines

DEADLINE: Monday, January 15
2024 Dues Renewal

DEADLINE: January 31
Committee Sign-ups and Award Nominations

Thursday, February 1
Membership Meeting
Submit your nominations in January!

Wednesday, February 14, 2024
Maryland REALTORS® Legislative Day

Wednesday, February 28
FCAR Awards Ceremony
McClintock Distilling

Wednesday, April 10
2024 FCAR Trade Show
Our Wild, Wild West-themed table top and display show. Table and booth reservations are now open!

Saturday-Thursday, May 4-9
REALTOR® Legislative Meetings
Walter E. Washington Convention Center

Monday-Tuesday, May 6-7
NAR Trade Expo in D.C.

Housing Market Statistics

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



	WEEK ENDING January 7, 2024	COMPARED TO A YEAR AGO	COMPARED TO A WEEK AGO
Showings	61,516	-21.4%	+51.2%
New Purchase Contracts	3,291	-7.6%	+27.6%
Median Time to Contract	31 days	-5 days	+1 day
New Listings	3,570	-3.4%	+95.3%
Median List Price	\$380,000	+4.0%	+8.6%

Click the image above or visit the [Bright MLS Weekly Market Update](#).

New Form: Potential Adverse Consequence Acknowledgement

This new form is for buyers who decide not to have a variety of inspections done prior to settlement. They are advised to seek legal counsel for guidance. [View the form here.](#)

No Good Deed Goes Unpublished: Sponsor a Meal at The Community Table

Your support helps the City of Frederick DHHS provide hot meals to local residents in need.

Did you know that the FCAR Community Service Committee arranges a team to serve at the Community Table each month? Formerly known as The Soup Kitchen, The Community Table serves an evening meal, seven nights a week, 365 days a year. To learn how you or your business could sponsor and staff a monthly soup kitchen team, [view the guide](#) or contact Community Service Committee member [Susan Houck](#). These teams receive great social media visibility while supporting a vital local nonprofit.



Berkshire Hathaway Home Services - PenFed Realty



LEND YOUR EXPERTISE:

JOIN A COMMITTEE

JOIN TODAY

Your direct involvement in FCAR committees not only helps better connect you to fellow members, but also raises the bar for value for everyone else involved.

- Advocacy
- Budget & Finance
- Commercial
- Communications
- Community Service
- Diversity, Equity, and Inclusion (DEI)
- Education
- Events
- Forms
- RPAC Subcommittee
- YPN Advisory

FCAR.ORG/EVENTS



Informed Professionals Lunch & Learn: ChatGPT

Wednesday, January 17 | 12:00-1:00 PM

Join us as guest speaker Aaron Gawronsky of Capitol Title covers the topic on everyone's mind. **Want to sponsor lunch for this event?** *Let us know!*

January YPN Happy Hour

Thursday, January 18 | 4:00-6:00 PM

Shore United Bank is sponsoring the first networking event of the year at Fourth Dimension Fun Center.



February Membership Meeting Thursday, February 1 | 11:30 AM-1:30 PM

Join us at for a commercial project & development update from City of Frederick and Frederick County officials.

2023
FCAR
AWARDS



The FCAR Awards Ceremony

Wednesday, February 28, 2024

Save the date! It's time to honor the best of the best from the last year. Award nominations are due by January 31.

TRADE 2024
SHOW



Wild, Wild West

Save the Date: The FCAR Trade Show Wednesday, April 10, 2024

Our annual trade show returns! ([Event flyer](#)) To view the table and booth registration form, [click here](#).

FCAR CONTINUING EDUCATION

PLEASE NOTE: All winter classes (Jan.-Feb.) are virtual.

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.

Fair Housing

Tue., Jan. 16 | 9:00-10:30 AM
Instructor: Maryland REALTORS®

Wells/Water Quality and Septic Elective

Tue., Jan. 30 | 10:00-11:30 AM
Instructor: Andy Lazur,
State Water Quality Specialist

New Member Orientation

Wed., Feb. 6 | 5:00-6:30 PM
In-Person at FCAR
Instructor: Brandi Dillon

Foundations Elective

Thu., Feb. 8 | 11:00 AM-12:30 PM
Instructor: Jon Burger,
Fortress Foundation Solutions

Legal & Legislative Update

Thu., Feb. 15 | 9:00 AM-12:00 PM
Instructor: Maryland REALTORS®

MD Code of Ethics

Tue., Mar. 5 | 9:00 AM-12:00 PM
Instructor: Maryland REALTORS®

New Member Orientation

Tue., Mar. 5 | 9:30-11:00 AM
**In-person at FCAR*
Instructor: Kris Alcorn

MREC RE Brokerage Relationships & Disclosures

Tue., Mar. 5 | 1:00-4:00 PM
Instructor: Maryland REALTORS®

Contracts Law Elective

Tue., Mar. 12 | 9:00-10:30 AM
Instructor: Maryland REALTORS®

NON-CE EDUCATIONAL RESOURCES



REGISTER ONLINE

Instructor: Steve Hoover, Bright MLS Customer Success Coach

Understanding Bright MLS Reports

Tue., Feb. 20 | 10:00-10:45 AM on Zoom

Creating a Comparative Market Analysis (CMA)

Tue., Feb. 20 | 2:00-3:00 PM on Zoom

2024 MD REALTORS GRADUATE INSTITUTE (GRI) DATES



GRI 100 Feb. 6-22 | [Details](#)

GRI 300 Apr. 2-11 | [Details](#)

GRI 200 Feb. 29-Mar.13 | [Details](#)

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

Special Thanks

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