



# Newsletter

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

July 21, 2021

## Meet the Board

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## Now through August 5: FCAR Collecting New Shoes for Soles of Love



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. Learn more about these opportunities on the next page.

# Membership

## You Are Invited to Partner with Us



FCAR has contributed to the fabric of Frederick County for nearly 100 years. As an Affiliate Member, you are a part of that rich history.

What better way to celebrate that history than by taking part in next year's **Platinum Jubilee Gala**?

Exciting opportunities are available for partnering with us in this historic event. With six unique tiers of sponsorship—Platinum through Bronze—there's value to be found at every level! View the sponsor-

ship guide below for to view levels or visit the event site to learn more about how this event will benefit the new FCARe Fund. Learn more on the [event page](#) on our website.

So, what are you waiting for? Does your tux or evening gown still fit? Contact [Hugh Gordon](#) to *reserve your spot today!*

[View Sponsorship Guide](#)

## Congratulations, Graduates: Cathi Miller & Kirk Wenner

Taking a moment to recognize these members for their hard work and professionalism.



**Cathi Miller** | J&B Real Estate



Level 300 & 400 Courses Available

[LEARN MORE](#)



**Kirk Wenner** | RE/MAX Results

## 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](mailto: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!

**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 18, 2021

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
<b>115,946</b>	<b>6,821</b>	<b>6,336</b>	<b>7,340</b>	<b>8 Days</b>	<b>45,528</b>
88.6% of 2020 129.4% of 2019	74.1% of 2020 90.9% of 2019	85.5% of 2020 93.5% of 2019	95.9% of 2020 97.8% of 2019	11 in 2020 23 in 2019	93.3% of 2020 77.6% of 2019

### Weekly Highlights

➤ The market continued to move in a new direction:

- Supply continued to increase, as new listings volume track in line compared to 20’ and 19’.
- New pending sales were substantially lower than the same week in 2020 and remained below new listing volume.
- Showing volumes continued to track under 20’.

### New Showings by State 2021 versus 2020 / 2019

State	2021	% of 2020	% of 2019
DC	3,635	80.6%	123.8%
DE	6,050	90.8%	107.9%
MD	38,636	92.1%	163.9%
NJ	13,216	81.5%	110.4%
PA	33,080	88.1%	115.3%
VA	20,238	89.6%	128.4%
WV	1,091	76.5%	106.1%

### New Contracts by State 2021 versus 2020 / 2019

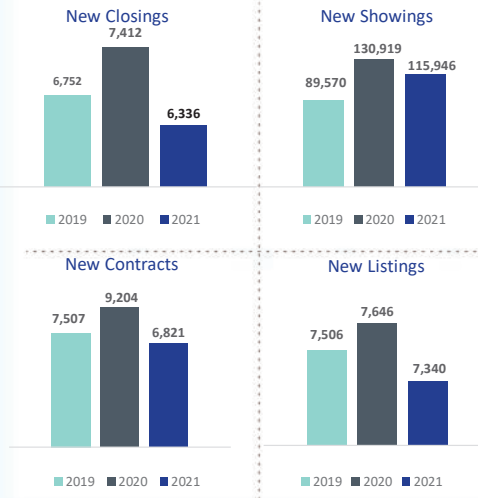
State	2021	% of 2020	% of 2019
DC	201	74.4%	84.8%
DE	369	67.6%	89.6%
MD	2,161	75.9%	91.3%
NJ	820	77.2%	100.0%
PA	1,834	79.9%	95.4%
VA	1,337	76.1%	93.9%
WV	128	61.1%	66.0%

### New Closings by State 2021 versus 2020 / 2019

State	2021	% of 2020	% of 2019
DC	231	105.0%	122.2%
DE	346	85.6%	105.5%
MD	1,876	83.0%	94.6%
NJ	671	85.9%	92.7%
PA	1,818	85.2%	87.4%
VA	1,291	86.9%	95.6%
WV	103	79.8%	106.2%

### New Listings by State 2021 versus 2020 / 2019

State	2021	% of 2020	% of 2019
DC	256	78.5%	101.9%
DE	398	91.9%	100.5%
MD	2,330	107.2%	101.1%
NJ	782	88.6%	89.4%
PA	2,028	88.3%	92.8%
VA	1,439	101.1%	106.9%
WV	107	98.2%	72.3%



For more weekly insights, visit [BrightMLS.com/MarketUpdate](https://BrightMLS.com/MarketUpdate).

## 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.

## Need more housing stats?

We’ve got you covered on our [housing statistics](#) page.





## Mayoral Candidate Virtual Q&A This Thursday

Thursday, July 22 | 6:00-7:30 pm

If you're following the Frederick City mayoral race and want to get to know the candidates better, consider [attending](#) this free virtual event provided by the Chamber.

## Reminder: We're Open

It may be prime vacation time (for those who can fit it in), but our office is still open for classes, store purchases, and more.

With the increase in vaccination rates and mask mandates ending this month, we just wanted to remind you that our office is open to meet your needs. Whether you're showing up for a hybrid class, buying a sign rider from our store, or just need to ask some questions—we're here.



## 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](mailto: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.

## Every Second Tuesday: The 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](mailto:wendy@wendyfriend.com).



# 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](http://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! Venue details to come.

## 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](http://fcar.org/events).

## FCAR Holiday Auction

**Thu., November 11**

Save the date! More details TBA.

## REALTORS® Conference & Expo

**November 12-15 | San Diego, CA**

More info at [conference.realtor](http://conference.realtor).

## Have you completed your Code of Ethics training?

We are currently in Cycle 6, which covers January 1, 2019 through **December 31, 2021**. NAR Code of Ethics training must be completed every three years, regardless of when your license renews. You must complete a required NAR Code of Ethics training during each cycle. [Learn more.](#)

## 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.

## **FREE CLASS: Water Quality and Waterfront Property Value**

**Thu., 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. To register for this contact Cheryl Krebeck at the at 410-822-8767 or [cheryl@msbrmd.com](mailto:cheryl@msbrmd.com) to register.

## **Understanding RE Disclosures**

**Tue., July 27 | 1:00-4:00 PM**

*Instructor: Kathleen Dartez*

## **Fair Housing**

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

*Instructor: Alison Graham*

## **Differences: GCAAR and MAR Contracts**

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

*Instructor: Colleen Smyth*

## **Brokerage Relationships and Disclosures**

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

*Instructor: Kathleen Dartez*

## **MD Code of Ethics**

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

*Instructor: Mark Feinroth*

## **Legal and Legislative**

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

*Instructor: Mark Feinroth*

## **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*

## 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.fcara.org](http://www.fcara.org). For any additional questions, contact Natalie at 301-663-0757.

# Special Thanks

*to our Newsletter Sponsors*

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## Frederick County Association of REALTORS®

*The Voice of Real Estate in Frederick County*

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Have questions? [info@fcar.org](mailto:info@fcar.org) | Find us online: [www.fcar.org](http://www.fcar.org)

