



**FREDERICK  
COUNTY  
ASSOCIATION OF  
REALTORS®**

# Newsletter

*The United Voice for Real Estate in Frederick County*

**January 13, 2022**

## Meet the Board

**Tony “C” Checchia, President**  
[tonyc@veritarealestate.com](mailto:tonyc@veritarealestate.com)

**Amos Martin, President-Elect**  
[amos.martin@remax.net](mailto:amos.martin@remax.net)

**Terry La Scola, Immediate Past President**  
[terry@welcomehomefrederick.com](mailto:terry@welcomehomefrederick.com)

**Kris Alcorn, Secretary**  
[kaalcorn@live.com](mailto:kaalcorn@live.com)

**Greg Phillips, Treasurer**  
[greg@gregphillipshomes.com](mailto:greg@gregphillipshomes.com)

**Marie Lagos, Director**  
[marie.lagos@penfedrealty.com](mailto:marie.lagos@penfedrealty.com)

**Ashleigh Kiggans, Director**  
[ashleigh@macroltd.com](mailto:ashleigh@macroltd.com)

**Thomas Campbell, Director**  
[thomas@charisrealty.com](mailto:thomas@charisrealty.com)

**Meg Gawler, Affiliate Director**  
[meg.gawler@communitytn.com](mailto:meg.gawler@communitytn.com)

**Brandi Dillon, Director**  
[brandidillon@kw.com](mailto:brandidillon@kw.com)

## Our Jubilee Year Begins with a New Look

You may have noticed something different about our communications lately, and we’re finally ready to talk about it!

In addition to the Platinum Jubilee Gala on **Saturday, April 30**, your association is sporting a new look for its 100th year.

A creation of Sue Hough’s award-winning team Octavo Designs, this new logo brings your association’s brand into the 21st century with style. It wasn’t a change we made lightly, either. The old logo had served us faithfully for over 30 years, but it also represented a building where we no longer “lived.” Countless hours of thought, planning, and collaboration led us through several iterations. At the end of Octavo’s thorough process, we reached the destination of a logo that felt distinctly right.

As FCAR continues to invest and contribute to the communities our members serve, this new branding will help Frederick residents recognize who we actually are. As part of the launch celebration, we are making window clings with the new logo available for members at our monthly Membership Meetings. They can also be picked up at the office during business hours.

### FCAR SOCIAL SHORTCUTS



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



## Our Committees Need Your Help

**Sign Up on our website at [fcar.org/committees](https://fcar.org/committees)**

We are accepting positions for 2022 committees of all kinds, but especially Membership & Events.

# Membership

## 2022 FCAR Installation



In true pandemic tested fashion, today's Installation survived a late game shift from in-person to 99% virtual.

Committee chairs and board members were in attendance at The Arc at Market Street, but the rest of our membership tuned in from the comfort and safety of their office chairs.

Craig Wolf, President of Maryland Realtors administered the oaths

to swear in Tony "C" Checchia as FCAR's 2022 President along with the rest of our officers and directors. Terry La Scola thanked all of the volunteers and committee members who helped her over the course of her past year as President.

Also—as you may have spotted on the event banners—change is in the air as we begin our 100th anniversary Jubilee year! We will be communicating more about this as we roll it out, but we were pleased to close the event by unveiling FCAR's refreshed identity, created by Sue Hough's talented team at Octavo Designs.

**Top photo** (from left): Amos Martin, President-Elect; Marie Lagos, Director; Meg Gawler, Affiliate Director; Terry La Scola, Immediate Past President; Tony "C" Checchia, President; Kris Alcorn, Secretary; Brandi Dillon, Director; Ashleigh Kiggans, Director. Not pictured: Thomas Campbell, Director; Greg Phillips, Treasurer.

# News You Can Use

## Big Dates & Deadlines

### Dues Payable Through January 15 Membership Renewal

Annual dues provide a multitude of member benefits, including FCAR covering the cost for forms in 2022 and beyond through LoneWolf.

**Thursday, February 3**

### Membership Meeting

This month's meeting will be virtual. Register today in your Membership Portal.

**Wednesday, April 27**

### VIP Evening on the Creek

An evening at McClintock Distillery on Carrol Creek. Featuring FCAR's official 100th anniversary proclamation, cocktails & hors d'oeuvres, and our yearly award presentation.

**Saturday, April 30**

### Platinum Jubilee Gala

FCAR is celebrating its 100th anniversary this spring! Learn more at [fcar.org/jubilee](http://fcar.org/jubilee). Sponsorship guarantees a select number of seating. Individual tickets will go on sale in early 2022.

## bright MLS Weekly Market Report

Week Ending: January 9, 2022

New Showings	New Contracts	New Closings	New Listings	Median DOM, New Contracts	7-Day Avg. Total Inventory
<b>73,234</b>	<b>4,320</b>	<b>4,619</b>	<b>3,935</b>	<b>18 Days</b>	<b>33,140</b>
77.3% of 2021 89.5% of 2020	80.7% of 2021 86.7% of 2020	87.5% of 2021 118.9% of 2020	76.8% of 2021 75.3% of 2020	17 in 2021 36 in 2020	98.5% of 2021 59.1% of 2020

### Weekly Highlights

- This week inventory was slightly below 2021; however, volume continued to track significantly below '20 (59.1%).
- Showing volume tracked well below benchmarks, at 77.3% of '21 and 89.5% of '20. Activity may have been impacted by winter weather conditions this past week.

### New Showings by State 2022 versus 2021 / 2020

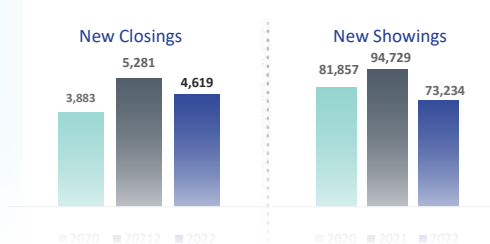
DC	2,985	82.7%	93.4%
DE	3,291	79.6%	79.2%
MD	23,525	72.9%	86.2%
NJ	8,787	76.5%	81.7%
PA	22,294	87.8%	96.4%
VA	11,611	68.3%	92.8%
WV	741	90.4%	89.4%

### New Contracts by State 2022 versus 2021 / 2020

DC	103	74.1%	61.7%
DE	272	90.7%	97.5%
MD	1,380	78.9%	86.1%
NJ	505	69.7%	91.9%
PA	1,335	90.2%	89.1%
VA	645	73.6%	77.6%
WV	80	93.0%	97.6%

### New Closings by State 2022 versus 2021 / 2020

DC	162	90.6%	125.6%
DE	280	86.7%	123.3%
MD	1,440	87.3%	118.6%



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



# News You Can Use



Women's Council of REALTORS®  
Frederick

## READY, SET, GROW!

THE WOMEN'S COUNCIL OF REALTORS FREDERICK PROUDLY PRESENTS 3 POWERHOUSE NATIONAL & LOCAL SPEAKERS PROVIDING YOU WITH VISION, INSIGHT & FORECASTS TO HELP YOU REACH NEW HEIGHTS IN YOUR BUSINESS IN 2022!

  
**Sylvia Seabolt, PMN**  
National President  
Women's Council of Realtors

  
**Lawrence Yun**  
National Association of Realtors  
Chief Economist

**& Kenny McClain, Appraiser**  
Six, McClain & Associates  
Frederick, MD

**WEDNESDAY, JANUARY 19TH**  
**8:30AM-11:00AM**  
RICHLAND GOLF CLUB  
50 GLENBROOK DR  
MIDDLETOWN, MD 21769

## Ready, Set Grow!

Wed., January 19

8:30-11:00 AM

Women's Council of Realtors Frederick presents three powerhouse national & local speakers providing visions, insights, and forecasts to help your business reach new heights in 2022. (Sylvia Seabolt [WCR President]; Lawrence Yun [NAR Chief Economist]; Kenny McClain [Six, McClain & Associates])

REGISTRATION:

[wcfrederickmd.org](http://wcfrederickmd.org)

## Tax Preparation for Realtors®

Wed., January 19

12:00-2:00 PM

With Michael Kilner, Founder of  
Kilner Advantage Consulting.

REGISTRATION:

[go.fcar.org/login](http://go.fcar.org/login)



Informed Professionals:  
**Tax Preparation  
for REALTORS®**

**WEDNESDAY, JAN. 19**  
12:00-2:00 PM ON ZOOM

With Michael Kilner,  
Founder of Kilner Advantage Consulting

 **FREDERICK  
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# 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).

## Budget & Finance Committee

**Mon., January 17**

9:00-10:00 AM

## New Member Orientation

**Tue., January 18**

5:00-6:30 PM

## Ready Set Grow: Your Strategic Insight with 2022 Economic Projections

**Wed., Jan 19, 2022**

8:30-11:00 AM

Women's Council of Realtors Frederick presents three powerhouse national & local speakers providing visions, insights, and forecasts to help your business reach new heights in 2022. (Sylvia Seabolt [WCR President]; Lawrence Yun [NAR Chief Economist]; Kenny McClain [Six, McClain & Assoc.] )

## Informed Professionals: Tax Preparation for Realtors

**Wed., Jan 19, 2022**

12:00-2:00 PM

With Michael Kilner, Founder of Kilner Advantage Consulting.

## Advocacy Committee

**Thu., January 20**

11:00 AM-12:00 PM

## YPN Happy Hour

**Wed., February 2 | 5:00-7:00 PM**

4th Dimension Fun Center

4725 Arcadia Drive

Frederick, MD 21703

## Education Committee

**Wed., February 2 | 9:00-10:00 AM**

## Community Service Committee

**Wed., February 2**

11:30 AM-12:30 PM

## Membership Meeting

**Thu., February 3**

11:30 AM-1:30 PM

Meeting virtually on Zoom.

## Commercial Happy Hour

**Thu., February 3 | 5:00-7:00 PM**

Frederick Social

50 Citizens Way, Frederick, MD

## YPN Advisory Committee

**Mon., February 7 | 9:00-10:00 AM**

## Event Committee

**Mon., February 7 | 3:00-4:00 PM**

## Serve at the Soup Kitchen

**Tue., February 7 | 5:00-7:00 PM**

Contact [wendy@wendyfriend.com](mailto:wendy@wendyfriend.com) to learn more about serving.

## Forms Committee

**Thu., February 10**

9:00-10:00 AM

## Commercial Committee

**Thu., February 10**

10:00-11:00 AM

## 2022 Maryland Realtors® Commercial Symposium

**Thu., March 31**

8:00 AM-5:30 PM

In-person at Live! Casino & Hotel in Hanover, MD.

## VIP Evening on the Creek

**Wed., April 27, 2022**

An evening at McClintock Distillery on Carrol Creek. Featuring FCAR's official 100th anniversary proclamation, cocktails & hors d'oeuvres, and our yearly award presentation.

## Platinum Jubilee Gala

**Sat., April 30, 2022**

Celebrating FCAR's many contributions to the fabric of Frederick County history. Tickets will go on sale in 2022. More info available at [fcar.org/jubilee](http://fcar.org/jubilee).

# Continuing Education

## Note: All FCAR Classes Are Currently Virtual-Only

Please use your [Membership Portal](#) to sign up. Visit [fcar.org](http://fcar.org) and click the blue button or visit [go.fcar.org/login](http://go.fcar.org/login).

Zoom links will be sent out the day before the class to their registered e-mail address.

### Understanding Contract Addenda

**Thu., Jan. 20 | 9:00 AM-12:00 PM**

*Instructor: Marie Lagos*

*3 Credits: (F) Elective*

### Understanding the Contract of Sale

**Wed., Jan. 26**

**9:00 AM-12:00 PM**

*Instructor: Beau Pichon*

*3 Credits: (F) Elective*

### Fair Housing

**Wed., Feb. 9**

**10:00-11:30 AM**

*Instructor: Beau Pichon*

### Entities, Estates & Trusts

**Tue., Feb. 15**

**10:00-11:30 AM**

*Instructor: Beau Pichon*

*3 Credits: (F) Elective*

### Differences in Contract: GCAAR vs. MR

**Thu., Feb. 2240 | 1:00-2:30 PM**

*Instructor: Marie Lagos*

In-person, hybrid, and virtual classroom protocols are available online:

**[fcar.org/continuing-education](http://fcar.org/continuing-education)**



**Cheers**

**TO THE NEW YEAR AND THE 2022 BROKER COURSE**

*Our broker course allows you to earn 135 hours, work on test preparation, earn CE hours and enhance your business model.*

9am - 2pm on Zoom Session #1 January 27th - March 3rd  
Session #2 April 5th - May 24th Session #3 June 21st - August 4th  
Final exam will be in person after each session.

Email [here2help@plan2pass.com](mailto:here2help@plan2pass.com) to request info packet including:

- 2022 school catalog
- live stream/Zoom policies
- audio of recent Q & A session
- enrollment form
- an invite to a live Q & A January 5, 12, 21

*Hope to see you in 2022*



**Cheers**

**TO THE NEW YEAR AND THE 2022 BROKER COURSE**

Plan2Pass is starting the 135 hour Broker Course on January 27th.

Request an info packet and invite to our Q & A by emailing [here2help@plan2pass.com](mailto:here2help@plan2pass.com)

Our course includes the needed 135 hours, lots of test prep and as a bonus - CE hours!

# 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)

