

JUNE 1, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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Connect with us!



New Member Orientation



Thank you, Showalter Property Consultants, for sponsoring a great breakfast and lunch for our New Member Orientation last week!

Welcome, to over 40 new REALTORS®!

[Visit our
Website](#)

Advocate

NOTICE

ANOTHER TAX INCREASE IN ANNE ARUNDEL COUNTY

Resolution 17-23 Increases Transfer Taxes on Some
Residential and Commercial Properties

[See description for details](#)



Fight the New Transfer Tax!

We need your urgent attention and participation in opposing a concerning proposal for an increased transfer tax in our county.

This proposal threatens to burden homeowners, stifle economic growth, and discourage real estate transactions. By joining forces and taking action, we can protect our community's financial well-being and ensure a vibrant future for Anne Arundel County. Let's make our voices heard and stand together against this detrimental policy.

To submit online testimony: **Proposed FY24 Budget Testimony | Anne Arundel County, MD (aacounty.org)**

[Resolution 17-23](#)

Engage

BILLY GOODALL CHARITY GOLF TOURNAMENT



SEPTEMBER 18, 2023

RENDITIONS
GOLF COURSE

"Tee off for charity" during the **37th Annual Billy Goodall Charity Golf Tournament!** This fun-filled event supports charities in Anne Arundel County including the REALTORS® Scholarship Fund at AACC, Back to School Program, Partners In Care, YMCA, CASA, Therapeutic Riding, The Boys & Girls Club of AA County, Heart Smart, AA County Food Bank, Rude Ranch Animal Rescue, The Complete Player Charity, and Arundel Lodge.

Register your
team

Become a
sponsor



Thank you to everyone who attended the YPN Committee's Happy Hour yesterday and thank you to ATG Title for sponsoring the event! Attendees enjoyed a selection of drinks, snacks, and engaging conversations.

A special thank you to YPN Committee member, Anais Messaadi, coordinating this event!

**Advocate
Educate
Communicate
Engage**



Unlock a world of benefits and exclusive features with the AACAR member app! Stay connected with access to a directory of members, a social feed, the latest news, and so much more.

[Learn More](#)



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Join AACAR's YPN Committee for an exciting and fun-filled evening of networking and friendly competition at the **YPN Open: Swing Into Summer!** Learn more [here](#).

[Tickets](#)

During **NAR's REALTOR® Volunteer Days**, AACAR's Community Service Committee will co-host a special volunteering event as part of a Happy Helpers Distribution!

Date: June 11, 2023

Time: 12 PM to 1:45 PM

Location: 1020 Eastway, Glen Burnie, MD 21060

We invite you to join us as we come together to lend a hand to our neighbors and make a difference in our community.

[Volunteer Sign-Ups](#)

Educate

Negotiation Techniques

JULY 12 | 9 AM - 5 PM



Earn 8 hours
towards your CRS
Designation

INSTRUCTOR



Win Win Negotiation Techniques: Certified Residential Specialist Designation

- Earn **8 hours** towards your CRS Designation
- **3 hours** of elective CE
- Receive a **6-month trial membership** to the Residential Real Estate Council

Matthew Rathbun is a veteran instructor with a unique blend of geekiness, humor and an in-depth knowledge of the practices of real estate. Matthew is an active agent and the Executive Vice President of a large firm. Matthew is a licensed broker in Virginia, Maryland and the District of Columbia and has served on various committees and leadership roles at the local, state and National Association of REALTORS®. Matthew has been the honored recipient of many awards, including the Virginia Realtors Instructor of the Year award, the REBI National Instructor of the Year and the CRS National Instructor of the Year.

During this class, you can learn how to build rapport, understand others' needs, strategically prepare, and effectively resolve issues during transactions.

[Register](#)

Brokerage Relationships & Disclosures (H)
Tuesday, June 6th
9:30 AM - 12:30 PM
3.0 CE

[Register](#)

Alternative Financing (F)
Thursday, June 8th
10:00 AM - 11:30 AM
1.5 CE

[Register](#)

Listing Entry & More
Thursday, June 8th
10:00 AM - 11:00 AM
No CE / Virtual

[Register](#)

Time Saving Tips
Thursday, June 8th
1:00 PM - 2:00 PM
No CE / Virtual

[Register](#)

Fair Housing (C)
Thursday, June 15th
9:30 AM - 11:00 AM
1.5 CE

[Register](#)



Communicate



2023 | **HOMEOWNERSHIP MONTH**

SAVE THE DATE

PRIDE in Practice

Merriweather Lakehouse

June 6, 2023 | 9:00 AM - 5:00 PM

LGBTQ+ REAL ESTATE
alliance

Maryland
REALTORS

www.mdrealtor.org/PRIDE2023



SentryGaurd Lockboxes are Available at the

BEST PRACTICE!

After accessing a SentryGaurd box on a property, close the compartment immediately after retrieving the key. Reopen the box to replace the key when finished showing the property.

We've been told that if a box is left open for too long, the key compartment

AACAR REALTOR® Store!

Lockbox features include:

- 10 years of Battery Life
- Better Physical Security & Durability
- Secure and Convenient Access
- Touch & Show Capabilities
- Extra-large Key Bin

Learn more [here](#).

does not shut. If this happens, use the app and go through the motions of opening the key compartment to get the motor going- you will then be able to shut the compartment.

2024 AACAR Committee Application

2024 AACAR Officers & Directors Nominating Form

TAKE YOUR
**District of
Columbia**
CE CLASSES



Register at [REALTORFest.com](https://www.realtorfest.com)

**REALTOR®
Fest 2023**
Greater Capital Area Association of REALTORS®

Licensed in Washington, D.C.? It's currently a license renewal year and salespersons must complete their renewal requirements by the August 31, 2023 deadline. Take your required and elective D.C. CE credits at GCAAR's **REALTOR® Fest**, June 5-9!



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- Real-time property and market insights
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Market Type	March, 2023	March, 2022	Median Days in Mkt	Median Sold Price
Market Type	3.57	97.5%	53	\$1,215,000

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