

JULY 5, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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Download the AACAR app for on-the-go resources!



Thank you to **Chesapeake Real Producers** for featuring AACAR on the July cover of their magazine!

AACAR President, **June Steinweg**, and Board Member/Convention Committee Chair, **Lisa Werre**, joined AACAR staff to talk about the latest news, AACAR events, the importance of getting involved, and making an impact.

[Read More](#)

Engage



"Tee off for Charity" at the **37th Annual Billy Goodall Charity Golf Tournament** Monday, September 18, 2023!

\$800 per team of four

Includes: Golf, Cart, Beverages, Breakfast, Giveaways, Post Tournament Meal, and Prizes

We're thrilled to share that this year's registration process is completely digital, making it easier and more secure than ever.

Only know one member of your team? No problem! You can list the other team members as "To be determined (TBD)!" Once you have the details, feel free to reach out to us via [email](#) or call 410-544-4554 to update your team information.

Make sure you **secure your spot early**, as we have sold out for the past several years. Trust us, you don't want to miss out on the fun! **Prefer a printed registration form?** Click [here](#).

[Team
Registration](#)

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□ Committee Spotlight □ Equal Opportunity & Cultural Diversity

AACAR's EOOD Committee Promotes equal opportunity in housing and real estate and develops programs that inform and promote awareness of cultural diversity among members with the public and in partnership with other real estate organizations.

This year, the committee hosted an Inaugural Poster Contest. Proceeds from the contest were donated to the Boys & Girls Clubs of Annapolis & Anne Arundel County.

If you're interested in becoming a member of EOOD Committee next year, don't forget to complete the [committee request form](#)!

[Committee Request Form](#)

Educate

WIN WIN

Negotiation Techniques

JULY 12 | 9 AM - 5 PM



INSTRUCTOR

MATTHEW RATHBUN

**THANK YOU TO OUR
LUNCH SPONSOR!**



ONLY ONE WEEK AWAY!

Don't miss Matthew Rathbun's "Win Win Negotiation Techniques" class! Not only can you **earn 8 hours towards your CRS Designation**, but you'll also receive 3 hours of elective CE and a 6-month trial membership to the Residential Real Estate Council.

[Reserve your spot](#)

What's A Mortgage? (F)

Tuesday, July 18th

1:00 PM - 2:30 PM

1.5 CE

[Register](#)

ChatGPT Webinar

Thursday, July 27th

10:00 AM - 11:00 AM

No CE

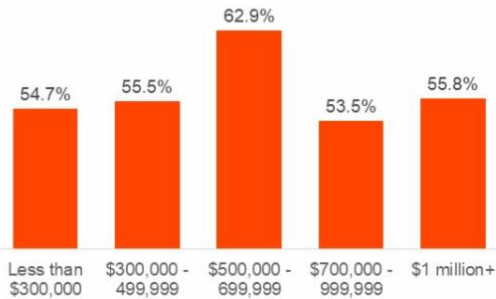
[Register](#)

Communicate

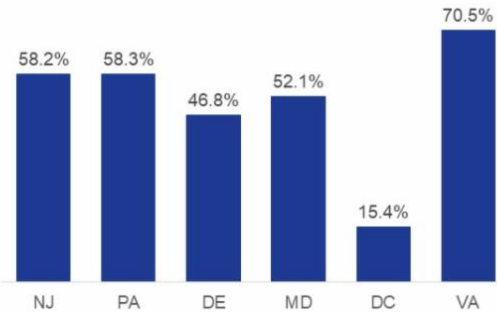
Market Survey: Get Ready for a Hot Summer

Housing Market

Buyer Paid Over List Price
By Home Price



Buyer Paid Over List Price
By State



Results from Bright MLS's recent survey indicate that three out of four homes sold for above asking price. [Learn more.](#)

Key findings from the June 2023 survey of Bright MLS subscribers:

- More than half of buyers in the Mid-Atlantic paid **over list price**.
- Finding the right home is a challenge but buyers are **still forced to act quickly**.
- **Multiple offers** are the norm.
- Many sellers are **not** buyers.
- Outlook for strong buyer activity has diminished somewhat, but **buyer activity will still outpace seller activity** this summer.



Get your **Free REALTOR® Branding Kit**, which includes:

- Free lead-generating website
- Free .realtor™ web address and email address
- Free email, calendar and contact management system
- Dedicated customer support



Congratulations to AACAR's Director of Communications & Events, Lisa Hamilton, on graduating from **Leadership Anne Arundel** as part of the Flagship Class of 2023!

Learn more.



FOR MORE INFORMATION VISIT:
MDrealtor.org/Professional-Development/Leadership-Academy



Maryland REALTORS®' Leadership Academy allows REALTOR® members and affiliates to broaden their knowledge and enhance their skills to prepare for leadership roles within the association at the local, state, and national levels, as well as the communities they serve.

Apply Today. **Applications are accepted through August 4, 2023.*

2024 AACAR Officers & Directors Nominating Form

Become a Member

Email AACAR Today

1521 Ritchie Highway, Suite 300
Arnold, MD 21012
Ph:410-544-4554

AACAR | 1521 Ritchie Hwy., Ste. 300, Arnold, MD 21012

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