

AUGUST 2, 2023

Newsletter



Anne Arundel County Association of REALTORS®

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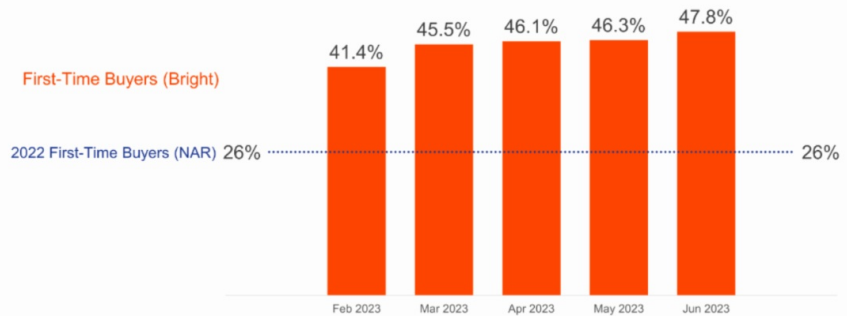
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Despite Difficulty, First-Time Buyers Persist in the 2023 Market

First-Time Buyers a Surprising Share of Market

Percentage of First-Time Buyers and Comparison to National Association of Realtors® (NAR) Survey



Source: Bright MLS Subscriber Survey (March – July), National Association of Realtors® Profile of Homebuyers and Sellers

brightMLS

One of the key findings from the July 2023 survey of Bright MLS subscribers revealed a rise in the number of first-time homebuyers. According to their findings, since March, a minimum of 40% of buyers in the Mid-Atlantic area each month have been first-time homebuyers.

[Learn More](#)

Communicate



STAY ALERT

Seller scams have been reported in surrounding states. Due diligence in **verifying the identity of any individual contacting you to list a property** is strongly advised. Take the necessary steps to protect yourself and your clients from potential fraud.



5 Ways MLSs Give Small Businesses a Fair Shot

It's important to know how local broker marketplaces give small and large brokerages an equal chance at winning business. Share with your peers—especially newer agents—the [pro-entrepreneur benefits of the MLS system.](#)

2024 Membership Dues are available now!

Take advantage of the [2024 Payment Plan](#) by registering today. Please note: All invoices **must** be settled by **November 15th** to avoid late fees. *Questions?* Call the AACAR office at 410-544-4554.



Window to the Law: Legal Tips to Use AI in Your Business

Save the Date

Fall Membership Meeting
September 8, 2023

Membership Appreciation Week
October 16-20, 2023

2024 Installation of Officers & Directors
November 28, 2023

2023 Gathering of Eagles Broker Conference Hosted by RealTrends

KEY TAKEAWAY

Educate consumers who are in your sphere. Be crystal clear on services that you provide and how you are compensated.

2023 AACAR President
June Steinweg



Educate

Legislative Update (A)

Thursday, August 10th
9:30 AM - 12:30 PM
3 CE Hours

[Register](#)

Code of Ethics (D)

Tuesday, August 15th
9:00 AM - 12:00 PM
3 CE Hours

[Register](#)

Brokerage Relationships & Disclosures

Thursday, August 17th
9:30 AM - 12:30 PM
3 CE Hours

[Register](#)

Fair Housing (C)

Tuesday, August 22nd
10:00 AM - 11:30 PM
1.5 CE Hours

[Register](#)

"I Am Not A Victim" Safety Course (F)

Tuesday, August 22nd
1:00 PM - 2:30 PM
1.5 CE Hours

[Register](#)

Basics of Property Management (F) OFFSITE

Thursday, August 24th
11:00 AM - 12:30 PM
1.5 CE Hours

[Register](#)



Join us for the **37th Annual Billy Goodall Charity Golf Tournament** at Renditions Golf Course in Davidsonville on **September 18th** to tee off for charity!

[Online Team Registration](#)

[Become a Sponsor](#)

[Registration Form](#)

[Sponsor Form](#)



AACAR & DSAC FALL MEMBERSHIP MEETING

 **September 8, 2023**

 **Breakfast at 8:00AM**

[REGISTER TODAY](#)

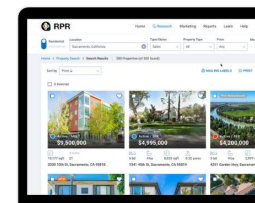


UPCOMING RPR WEBINARS

- 02 | AUG 2023 | Intro to RPR
- 03 | AUG 2023 | Housing Trends & Stats
- 08 | AUG 2023 | Social Media
- 09 | AUG 2023 | Listing Presentation
- 10 | AUG 2023 | CMA Property Pricing
- 16 | AUG 2023 | Research Properties
- 17 | AUG 2023 | Prospecting
- 22 | AUG 2023 | RPR Commercial
- 23 | AUG 2023 | New NAR Members

Save Your Seat!

rpr.me/webinars →



Register for the AACAR/DSAC Fall Membership Meeting on September 8th **online** or complete the registration form [here](#).

Take a look at upcoming webinars hosted by RPR, a tool available to NAR members at no additional cost! **Sign up** to learn more.



□ Committee Spotlight □ Forms Committee

The Forms Committee promotes the use of standard forms by developing and revising current forms to comply with new policies and legislation. The Committee performs detailed reviews of contracts and addenda required for real estate transactions.

The Forms Committee meets in-person from 3PM-4:30PM on the 3rd Wednesday of every other month. If you're interested in becoming a member of the Forms Committee, don't forget to complete the [committee request form](#)!

[Committee Request Form](#)

[Become a Member](#)

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