

SEPTEMBER 6, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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Connect with us!

**REALTOR® STORE**  
**ITEM OF THE WEEK**

**\$11.95**

for members



**\$13.95**

for non-members

ONE OF FIVE AVAILABLE COLORS.



**THANK YOU TO OUR CURRENT SPONSORS**



## Get ready for the 37th Annual Billy Goodall Charity Golf Tournament!

This year, we're speeding up the pace of play with some changes. Foursomes are limited to 32 to avoid hold-ups at the par-3 holes. There will be a post-tournament meal and awards ceremony for sponsors and players to enjoy!

**Single and team spots are still available.** If online registration isn't your thing, download a registration form and email it to [lisa@aacar.com](mailto:lisa@aacar.com).

[Player Registration Form](#)

[Sponsor Registration Form](#)

# Engage

Free REALTOR® Safety Month Live Webinar



## Unmasking Threats: Enhancing Safety Through Situational Awareness

Wednesday, Sept. 13th // 12:00 PM CT



Register today!



REALTORS® are members of the National Association of REALTORS®.

## Unmasking Threats: Enhancing Safety Through Situational Awareness

Don't miss out on this **free** webinar for REALTOR® Safety Month, featuring keynote speaker Geoff Fahringer, who is not only a REALTOR® but also a safety instructor and law enforcement officer.

This webinar will help you recognize potential risks, anticipate threats, and take proactive measures.

Register

# Educate

## Property Research (F)

Tuesday, September 12th  
10:00 AM - 12:00 PM  
2 CE Hours

Register

## Client Collaboration in BrightMLS \*Virtual

Tuesday, September 19th  
11:00 AM - 12:00 PM  
No CE

Register

## Time Saving Tips & Tricks with BrightMLS \*Virtual

Tuesday, September 19th  
1:00 PM - 2:00 PM  
No CE

BECOME A

## SELLER REPRESENTATIVE SPECIALIST

WITH INSTRUCTOR MARY CHIEPPA



October 25-27

8:30 a.m. to 1:30 p.m.  
each day - VIRTUAL

Member price:  
\$229 before 10/12

Non-members:  
\$309

Register today!



The **Seller Representative Specialist (SRS®)** designation is the premier credential in seller representation.

AACAR is co-sponsoring this virtual

[Register](#)

## MREC Supervision (I)

**\*Virtual**

Tuesday, September 26th

1:00 PM - 4:00 PM

3.0 CE Hours

[Register](#)

course with the Frederick County Association of REALTORS® and Greater Capital Area Association of REALTORS® on October 25-27th.

**Sign up** today for the early-bird price of **\$229!**

[Register](#)

## Communicate

### Curious about RPR®?

To find the residential market trends, go to the RPR website.

The screenshot shows the RPR website interface. At the top, there's a navigation bar with 'Home', 'Q, Research', 'Marketing', 'Reports', 'Learn', 'Help', and 'My Work'. Below that, there's a search bar with 'Residential' selected and a location input field. To the right of the search bar are filters for 'Type/Status' (Sales), 'Property Type' (Single Family), and 'Price' (Any). Below the search bar are several shortcut icons: 'Prospect for Clients', 'Search using a Map', 'Create a Report', 'Investor Analysis', 'Opportunity Zones', 'Create a CMA', and 'Market Trends'. At the bottom, there's a 'My Markets' section with a map and a 'No markets yet' message.

The image shows a real estate listing card for August 2023. It features a large photo of a modern house with a dark roof and light-colored siding. Below the photo, there's a circular profile picture placeholder and contact information: 'Name: Your Name', 'Email: email@email.com', and 'Phone: 123.456.7890'. The card also displays market statistics for August 2023:

Months of Inventory	List to Sold Price %	Median Days in RPR	Median Sold Price
1.25	101.3%	8	\$475,000
↓ 15.54% MoM	↑ 0.31% MoM	↑ 14.29% MoM	↓ 0.11% MoM

Source: Realtors Property Resource®

Realtors Property Resource (RPR) is a FREE tool for you. With RPR, users can dive into market trends at the county, city, zip code, and neighborhood levels.

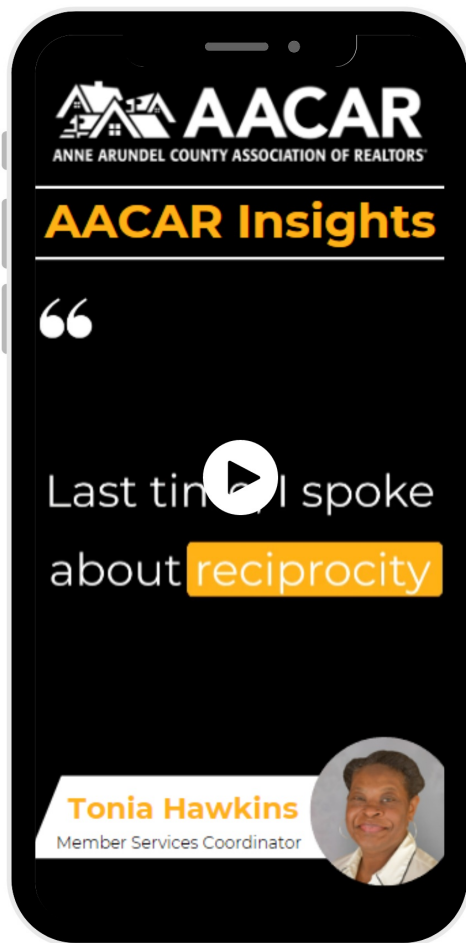
You can also create social campaigns, video scripts, and analyze market trends using RPR's innovative AI-powered scriptwriter. RPR has templates for reports, postcards, and more!

Try RPR today by visiting [here](#) or [register](#) for an upcoming webinar!

## AACAR Insights

Click to hear AACAR's Member Services Coordinator, Tonia Hawkins, explain reciprocity.

**2024 AACAR Membership Dues -- Payment Plan Deadline Approaching**



Interested in the **2024 Payment Plan**? Register before **September 20th** to take advantage of this offer.

All invoices **must** be settled by **November 15th** to avoid late fees.

*Questions?* Call the AACAR office at 410-544-4554.

**Renew Your Membership**

# MEMBERSHIP APPRECIATION WEEK

**October 16-20, 2023**

"Thank you for continuing to make a positive difference in this industry and turning obstacles into opportunities." - **June Steinweg**, 2023 AACAR President

"We hope to see you during Membership Appreciation Week! It'll be a week full of discounted education, fun events, and some great giveaways!" - **Greg Fisk**, 2023 AACAR President-Elect

**50% OFF CE | FOOD TRUCKS VENDORS | HAPPY HOUR**



## JOIN A *Committee*

APPLICATIONS DUE: 10/31

## Join a 2024 Committee!

If you're interested in being part of a

**Are You...ALL IN?**

# All In!

engage ★ network ★ learn

**MARYLAND REALTORS®**

2023 ANNUAL CONFERENCE

MARYLAND LIVE! CASINO & HOTEL

**September 19th - 21st**

To Register Visit: [Conference.MDRealtor.org](https://Conference.MDRealtor.org)

**Sponsors & Exhibitors Wanted!**

## Maryland REALTORS® Annual Conference

committee next year, download the committee request form below and email it to [kerry@aacar.com](mailto:kerry@aacar.com) upon completion.

[Apply Online](#)

[Committee Request Form](#)

Registration is only open until September 8th! Are you *All In*?

[Register](#)

[Book a Room](#)



2023 Gathering of Eagles Broker Conference Hosted by RealTrends

## KEY TAKEAWAY

**42% of homes in America do not have a mortgage.** There is a lot of equity in real estate.

2023 AACAR President-Elect  
**Greg Fisk**



## Save the Date

**Fall Membership Meeting**

September 8, 2023

**Bras for A Cause**

October 2, 2023

**Membership Appreciation Week**

October 16-20, 2023

**2024 Installation**

November 28, 2023

**2024 Annual Convention & Tradeshow**

April 4th, 2024

[Become a Member](#)

[Email AACAR Today](#)

### About AACAR | Contact Us | FAQs

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