

SEPTEMBER 20, 2023

# Newsletter



Anne Arundel County Association of REALTORS®

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bright  
MLS

How the Pandemic Changed Everything—and Nothing—About the Housing Market

Lisa Sturtevant, PhD  
Chief Economist, Bright MLS



*How Has the Pandemic Changed the Housing Market and What's Next?* Check out the great data in Lisa Sturtevant's presentation from the 2023 RISMedia CEO & Leadership Exchange linked below.

[View the Presentation Here](#)

Engage

# 37TH ANNUAL BILLY GOODALL CHARITY GOLF TOURNAMENT



Thank you to all those who made our 37th Annual Billy Goodall Charity Tournament possible! It turned out to be a wonderful day for golf.

A special thank you to the REALTOR® Community Service Committee's Chair, Tim Coe. Thank you to our sponsors who make the course so much fun, the players, committee members, volunteers, and Renditions Golf Course staff.

**1st Place:** David Win, Justin Kozera, Bryce Gallagher, Stu Schmidt (58\*)  
*\*Ties are broken based off handicaps for the holes\**

**2nd Place:** Tim Keagy, Mike Dehaut Jr., Nick Haramis, Ryan Briggs (58)

**3rd Place:** John Scaly, Chris Ford, Syeed Mahdi, Wilson Ford (58)

**Women's Longest Drive:** Lauren McMullen

**Men's Longest Drive:** Brian Kloster

**Closest to the Pin:** Mike Grigsby

# THANK YOU TO OUR SPONSORS



**YPN BATTLE OF THE BELTWAYS**  
WEDNESDAY, SEPT. 27TH

**ORIOLES VS NATIONALS**  
**CAMDEN YARDS**  
LIMITED TICKETS AVAILABLE

AACAR GCAAR PGCAR DCAR

**Step up to the plate for an unforgettable night of baseball, camaraderie, and networking!**

Join AACAR's, DCAR's, GCAAR's, and PGCAR's YPN Committees for the *Battle of the Beltways*! We'll watch the Baltimore Orioles face the Washington Nationals on **September 27th** at 6:35 PM! Limited tickets available. *\*You'll need to have the MLB Ballpark app to access your ticket once purchased.*

[Get Your Tickets Here](#)

**Heading to the 2023 Maryland REALTORS® Conference?**

*Stop by Booth #1 to say 'hi'! We hope to see you*

soon.

Learn More



Women's Council of REALTORS®  
Anne Arundel

Presents

Bras for the Cause

The Red Devils  
Supporting Breast Cancer Families

TWAIN'S TAVERN  
359 Baltimore Annapolis Blvd, Pasadena  
October 2, 5:00-11:30

Women's Council of REALTORS®  
Anne Arundel

13 WAYS TO USE AI AND CHATGPT IN REAL ESTATE

SIX FIGURES IN TWELVE MONTHS REAL ESTATE PLANNING ON STEROIDS WITH AI

Featuring Markki Lemons Ryball

24TH OCTOBER 2023  
1 pm - 4 pm Event  
4 pm - 5 pm Happy Hour

CROWNE PLAZA ANNAPOLIS  
173 Jennifer Rd,  
Annapolis, MD 21401

SPECIAL THANK YOU TO OUR PLATINUM SPONSORS

1st Choice Property Management, LodeStar, PRMI kw, KELLERWILLIAMS FLAGSHIP OF MARYLAND

SINCERE GRATITUDE TO OUR ADDITIONAL SPONSORS

MAIN STREET HOME LOANS, NAVIGATOR MORTGAGE BROKERS, CAPITOL-TITLE

## Educate

### Membership Appreciation Week | Class Schedule

#### Monday, October 16th

- Pricing Strategies Advisor (PSA) Designation | 9:00am-5:00pm

#### Tuesday, October 17th

- Code of Ethics | 8:30am-11:30am
- Fair Housing | 12:15pm-1:45pm
- What the Heck is an HECM Loan? | 2:00pm-3:30pm
- All About Accessory Dwelling Units (ADU's) | 3:45pm-5:15pm

#### Wednesday, October 18th

- Top Producers Panel: Revealing Business Secrets of 2024 | 10:00am-

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!

AACAR  
FREDERICK COUNTY ASSOCIATION OF REALTORS  
GCAAR

### The Seller Representative

12:00pm

- [Maryland Mortgage Program \(F\)](#) | 1:00pm-2:30pm

### Thursday, October 19th

- [Brokerage Relationships & Disclosures](#) | 8:30am-11:30am
- [Legislative Update](#) | 12:15pm-3:15pm
- [Environmental Issues](#) | 3:30pm-5:00pm

### Friday, October 20th

- [Preparing for a Home Inspection \(F\)](#) | 9:30am-11:00am
- [Amendments, Disclosures & Addendums to the MAR Contract of Sale \(F\)](#) | 1:00pm-4:00pm

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

AACAR is co-sponsoring this virtual 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!

## Communicate

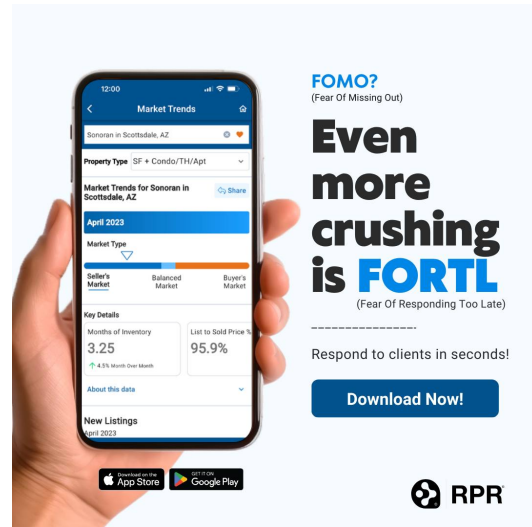
Today is the **LAST DAY** to sign up for the **2024 AACAR Membership Dues Payment Plan!** All invoices **must** be settled by **November 15th** to avoid late fees.

**Renew Your Membership**



### Join a 2024 Committee!

If you're interested in being part of a committee next year, be sure to complete the committee request form below. Applications are due 10/31.



### Respond to clients in seconds!

REALTORS® Property Resource is available via a mobile app, making it easier than ever to communicate with clients while on the go!

## Welcome, new affiliate members!

Ahlea Armour-Davis | RECreative Visual

Zachary Bill | First Home Mortgage

Daniel Dinko Jr. | Ameri-Star Homes Inc.

### Have you downloaded the AACAR App?



### Save the Date

**Bras for A Cause**

October 2, 2023

**Membership  
Appreciation Week**

October 16-20, 2023

**Harvest for the Hungry**

November 9, 2023

**2024 Installation**

November 28, 2023

**2024 Annual  
Convention &  
Tradeshow**

April 4th, 2024

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