

MAY 22, 2024

Newsletter



Anne Arundel County Association of REALTORS®

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At 1st Choice Property Management, we specialize in property management, and we have designed our Client Referral program to give the same level of care and attention that you would give to your clients. We focus on having a full-service property management solution that takes care of the property start to finish. This means that when you start working with your client again, the home will be as good or better than when you left it.

- Extremely Realtor® Friendly.
- Pay you a \$100 referral fee when you refer your clients.
- We notify you when the client is ready to sell.
- You still get the listing.

Our pledge is to maintain the property and provide the best possible support to your client and smoothly transition them back to you once they are ready to sell. Once we have a signed property management contract, lease, and all payments cleared, your check will be sent to the broker promptly!

We are your resource in property management. Contact us today to find out how we can mutually work together and combine our complimentary services.



Proposed NAR Settlement Resources

Resources from NAR

[Win for VA Borrowers](#)

The Department of Veterans Affairs plans to temporarily lift its ban on buyers directly paying for professional real estate representation until the agency deems it necessary to engage in a formal rulemaking process, a VA official said Tuesday at a Mortgage Bankers Association conference in New York.

Although not an official announcement, the comments from VA Deputy Director of Policy Michelle Corridon were met with relief from the real estate industry, as the VA's home loan guaranty is the only loan program with this explicit prohibition. Veteran buyers have limited options in situations where the seller makes no offer of compensation to the buyer's agent, potentially leaving veterans without professional representation or forcing them to switch to less favorable loan products.

"NAR launched an all-hands advocacy effort on this issue, meeting with VA officials, engaging with lawmakers and rallying our industry partners to ensure this prohibition was lifted," says Shannon McGahn, chief advocacy officer at the National Association of REALTORS®. "This is also a testament to the thousands of REALTORS® who came to Washington just a few weeks ago with a unified message. Without this change, thousands of veteran buyers could be denied access to professional representation in their pursuit of the American Dream of homeownership. Taking this extra step ensures veterans have the same opportunity as others to compete in a tight housing market. We applaud the VA for recognizing this danger and acting swiftly to protect veterans."

[NAR Letter to U.S. Department of Veterans Affairs](#)

You can continue to access the latest information and FAQs about the settlement on [facts.realtor](#). NAR will also continue to provide updates about the settlement process as it unfolds on [competition.realtor](#).



Greg Fisk, 2024 AACAR President, shares a few updates regarding the NAR settlement time frames, MLS policy changes, and more.

[NAR Summary of MLS Policy Changes](#)

[NAR Settlement News & Updates from Bright MLS](#)

Educate



Unlock the Power Within Through Behavioral Psychology Workshops for REALTORS®

Stand out in today's competitive marketplace with the secrets to shaping your wealth through behavioral psychology insights on Emotional Intelligence, Storytelling, and Wellbeing.

Pave your path to financial success with proven strategies and expert guidance from clinical psychologist Dr. Joy Lere. Bundle and save if you register for the 3 workshops today!

More Information

Code of Ethics (D)

VIRTUAL

Tuesday, May 28th
9:00 AM - 12:00 PM
3.0 CE Hours

Brokerage Relationships & Disclosures (H)

VIRTUAL

Tuesday, May 28th
1:00 PM - 4:00 PM
3.0 CE Hours

Legislative Update (A)

VIRTUAL

Thursday, May 30th
1:00 PM - 4:00 PM
3.0 CE Hours

LGBTQ+ REAL ESTATE
alliance

ally.

Unconscious bias creeps into human interactions when we don't even realize it. Increase your understanding of the LGBTQ community. Learn what makes a good ally and how to respectfully engage with LGBTQ+ home buyers.

ALLIANCE-CERTIFIED
ALLY CERTIFICATION COURSE

- ▲ Registration is \$75 per attendee
- ▲ Space is limited (85 spots total)
- ▲ Training takes place from 2-4PM ET on specified days

Those who complete the course will receive a certificate of completion and earn a badge, to be displayed on their website profile.

Are YOU an Alliance Certified Ally™?

This interactive session aims to enhance your understanding of the LGBTQ+ community and how to work with LGBTQ+ home buyers and

sellers. Intended for straight allies, the course addresses discrimination issues LGBTQ+ clients face and helps you build cultural competency.

[Learn more.](#)

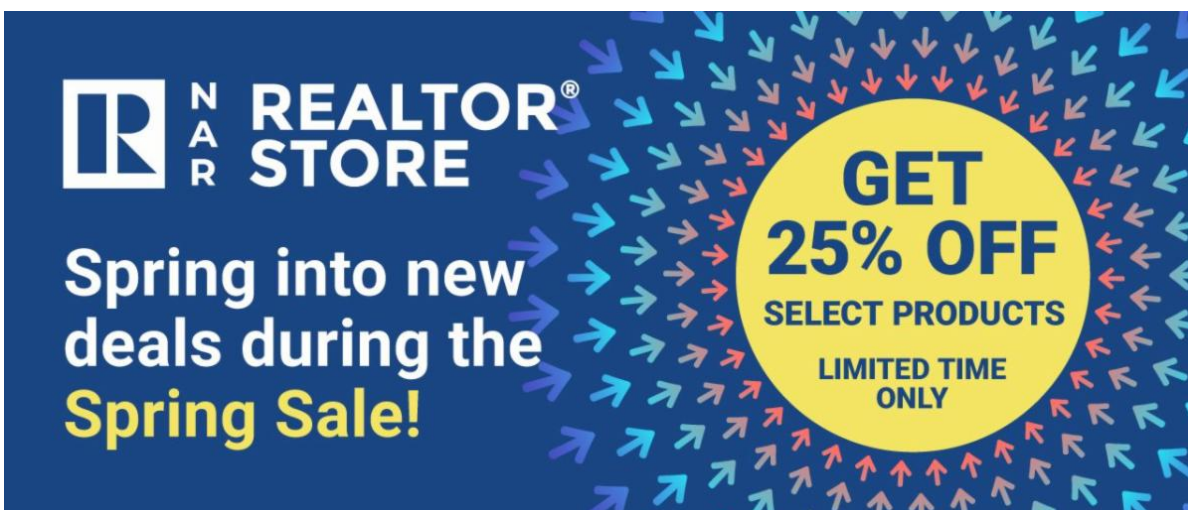


****Course serves as elective towards SRS designation****

This course is designed for real estate professionals who want to harness the power of Artificial Intelligence (AI) to improve their productivity, make better decisions, and stay ahead in the competitive market. It covers the basics of AI, its applications in real estate, marketing with AI, and practical productivity tools. [Learn more.](#)

Communicate

Real Estate Commission license fees will be going up June 1, 2024, [click here for details.](#)



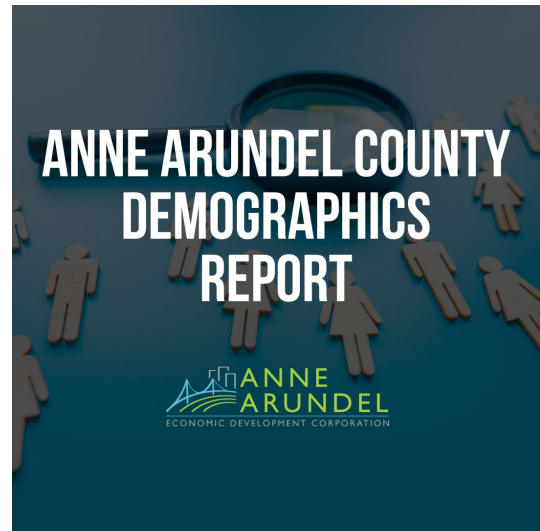
Don't miss out on the [REALTOR® Store Spring Sale](#) offering you 25% off products, including the *Little Silver Book*, *The REALTOR® Advantage Brochure*, and more! Spring into new deals and shop today. ***The sale ends on May 24.***

BECOME AN ACCREDITED BUYER'S REPRESENTATIVE

Sign up now – a \$295 savings!



Maryland Ranks Third in Top US Residential Hotspots



Engage

The image shows the 'Raysox' logo in a stylized, cursive font with a black outline, set against a background of a baseball field. A white base is visible in the foreground.

**PURCHASE TICKETS AT
[HTTPS://BIT.LY/BAYSOX](https://bit.ly/baysox)**

**JOIN AACAR'S
COMMUNITY
SERVICE
COMMITTEE
FOR A BAYSOX
FUNDRAISER
BENEFITING**



**JUNE
6TH
6:35 PM**



**2024 PRINCE
GEORGE'S STADIUM**

**4101 Crain Highway,
Bowie, MD**

Join AACAR's Community Service Committee at the Bowie Baysox

stadium for a game night fundraiser to benefit The Complete Player Charity!

□ When: Thursday, June 6th

□ Gates open: 5:30PM | Pre-Game Ceremonies: 6:00PM | Baysox Game: 6:35PM

□ **Get your tickets today for only \$15!**

Location:
American Visionary Art
Museum | Baltimore, MD

REGISTRATION NOW OPEN

PRIDE IN PRACTICE

JUNE 11TH, 2024

Maryland
REALTORS

AACAR
THE ASSOCIATION OF ANNE ARUNDEL COUNTY REALTORS
YPN
YOUNG PROFESSIONALS NETWORK

NETWORKING
GAME NIGHT

• JUNE 11 | 5 - 7 PM
GAMEON | ANNAPOLIS, MD

BTC
Brennan Title Company
Service Second to None

MOTTO
MORTGAGE
PREFERRED

ORIOLES *Fundraiser*

TICKETS START AT

\$19

WEDNESDAY

29
MAY

RED SOX

VS

ORIOLES

ORIOLES PARK AT CAMDEN YARDS

333 West Camden St. Baltimore MD 21201



PROMO CODE

MDREALGQT2024

<https://rb.gy/jh2zxf>

CHOOSE YOUR SECTION

CLUB BOX ●

OUTFIELD

● **LOWER BOX**

CentralMD@RealEstateAlliance.org

Local news to share with your networks

Enjoy the Annapolis Memorial Day parade in the City of Annapolis on Monday, May 27, 2024. The parade starts at 10 a.m. at Amos Garrett Boulevard and West Street, goes around Church Circle, down Main Street, and finishes at City Dock. [Learn more.](#)





RECAP
RECAP



Watch the Video

2024 Legislative Meeting
Talking Points

Advancing
Advocacy



NAR's Chief Advocacy Officer Shannon McGahn emphasizes how NAR advances public policies and candidates that build strong communities, increase access to homeownership, and protect private property rights.

Watch the Video



Learn More

The Maryland Department of Housing and Community Development announced the launch of a new campaign to highlight the state's historic efforts to tackle the housing affordability crisis through legislation Governor Wes Moore signed into law last month.

Click [here](#) for more information about DHCD's legislative successes, implementation of these laws and other legislators' housing bills, and to sign up for email updates.

Welcome to our new affiliate member!

Tim Hand | First Home Mortgage

Upcoming Events

[Course Correction: The](#)

38TH ANNUAL BILLY GOODALL CHARITY

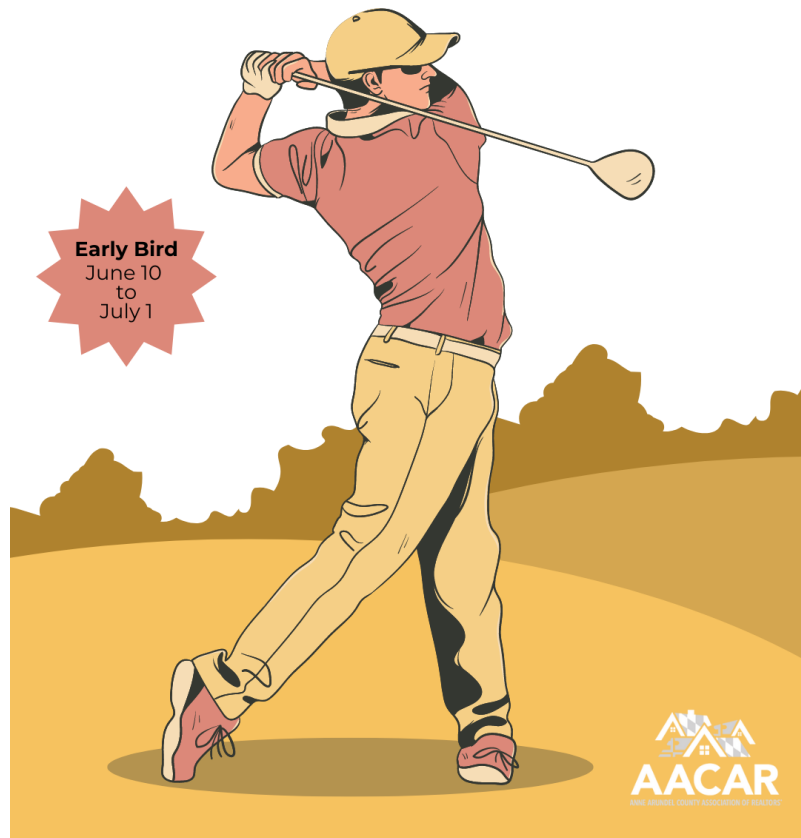
GOLF *Tournament*

.....
September 9th, 2024

THE GOLF CLUB AT SOUTH RIVER

\$600 per team Early Bird Pricing

\$700 per team after July 1



Early Bird
June 10
to
July 1

Early bird registration and sponsorship opportunities available beginning Monday, **June 10th.**

Apply now to serve on an 2025 AACAR Committee.

- Convention Committee
- Forms Committee
- Education Committee
- Equal Opportunity & Cultural Diversity Committee (EOCD)
- REALTOR® Community Service Committee (RCSC)

National Association of REALTORS® (NAR) Ongoing Fair Housing Transformation from Opponent to Ardent Advocate

Date: June 6th, 6:30pm-7:30pm

Presented by Colette Massengale, National Association of REALTORS®

Location: Cleveland Park Library, 3310 Connecticut Ave., NW

REALTOR® Community Service Committee Bowie Baysox Game Night Fundraiser

Date: June 6th

Location: 2024 Prince George's Stadium, 4101 Crain Highway, Bowie, MD

YPN Game Night

Date: June 11th, 5-7pm

Location: GameOn, Annapolis, MD

AACAR/DSAC Fall General Membership Meeting

Date: September 6th

Location: Chartwell Golf & Country Club

38th Annual Billy Goodall Charity Golf Tournament

Date: September 9th

Location: The Golf Club at South River

Maryland REALTORS®' 2024 Annual Conference

Dates: September 16-19th

Location: Ocean City

- REALTOR® Political Action Committee (RPAC)
- County Legislative Committee
- Young Professionals Networking (YPN)
- Professional Standards Committee
- Grievance Committee

**AACAR Membership
Appreciation Week**

Dates: October 21-25th

Location: AACAR Office

***Applications are being accepted until
October 31st.***

Become a Member

Email AACAR Today

About AACAR | Contact Us | FAQs

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