

JANUARY 29, 2024

Newsletter



Anne Arundel County Association of REALTORS®

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Our home watch service provides regular inspections in Anne Arundel County, MD, tailored to each property. We document findings with notes and photos, offering swift resolution for any issues. After each visit, you'll receive a detailed report. Below is a sample of the checks we provide during our visits.

With Us!



Upon Arrival & Exterior Check

- Exterior walk around and check of the property.
- Remove newspapers, flyers, and check the mailbox
- Confirm landscaping and snow removal has been performed.
- Visual exterior check including roof (from the ground), screens, windows, AC units, fence, shed, etc.
- Check out the outbuildings, pool, and any other unique features of your property.
- In the winter, our exterior visit creates a visual presence at the property to help deter crime.

Interior Check

- Thorough tour of the entire interior of the property.
- Test water in all areas, including running appliances, and visually check for any signs of water damage.
- Check all windows and doors for damage and ensure they are locked.
- Check for signs of insects, pests & rodents.
- Ensure proper temperature of AC and furnace.
- Check refrigerators and freezers
- Inspect the utility room, checking the furnace, water heater, and filtration systems
- Check garage.

Phone: **410.674.6647**

Email: info@firstchoicepm.com

Communicate

2025 AACAR

**KNOCK IT
Out Of The Park**

CONVENTION & TRADESHOW

MARCH 6TH

LIVE! CASINO & HOTEL
HANOVER, MD

THANK YOU, SPONSORS!

2025 AACAR SPONSORS

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DIAMOND PARTNERS



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CASH CUBE SPONSOR

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EAGLE | TITLE



Have you heard?!

Bay Capital Mortgage is giving you the

chance to win big in the Cash Cube at the AACAR Convention!

Get ready to knock it out of the park at the AACAR Convention & Tradeshow on March 6th!

Sharpen your skills, build industry connections, and hit a grand slam!

[Register Now](#)



See you on March 6th!



WATCH PARTY

FEBRUARY 11TH | 12 PM
AACAR TRAINING ROOM | ARNOLD, MD

THE PREMIER NETWORK OF BLACK REAL ESTATE PROFESSIONALS

NAREB REALTIST NATIONAL ASSOCIATION OF REAL ESTATE BROKERS, INC.

FEBRUARY 11, 2025 • NOON EST, 11:00 A.M. CST, 9 A.M. PST

2nd Tuesdays Realtist Briefing

BLACK HISTORY MONTH SPECIAL

A collage of six Black real estate professionals, including men and women of various ages, smiling and looking towards the camera. They are dressed in professional attire.



GUEST SPEAKER:

REV. AL SHARPTON

Baptist Minister, Political and Civil Rights Activist,
Radio Talk Show Host and Television Personality

MODERATOR:

COURTNEY Q. JONES

2nd Vice President, NAREB

ED SPOTLIGHT:

C. RENEE WILSON

HON. CHRIS REY

International President, Phi Beta Sigma,
Fraternity, Inc.
Chair of the Divine 9 Council

DR. COURTNEY JOHNSON ROSE

President, NAREB

TISHAURA JONES

Mayor, St. Louis, MO

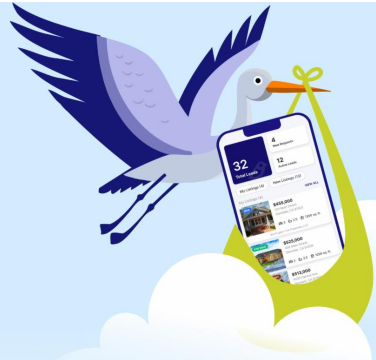
WHO SHOULD ATTEND

Realtists & Customers, Clergy & Parishioners, Greeks & Members, Mayors & Constituents, The Community


RESERVE YOUR SPOT

Join the Realist Association of Greater Arundel for a 2nd Tuesdays Realist Briefing Watch Party at the AACAR office on Tuesday, February 11th at 12 PM! This Black History Month edition features special guests Rev. Al Sharpton and Mayor Tishaura Jones, St. Louis, MO.

[Register now.](#)



Built by the MLS, designed for your success



Market Survey: Waiting on the Market to Change

Uncertainty and compromise kick off the 2025 housing market.

[Read more.](#)

Grow Your Business with Nestfully: The App Designed with You in Mind

Member Resources

What is a seller concession?

A concession is when a seller pays for certain costs associated with purchasing a home for the buyer. Concessions could make your property more attractive to buyers or lead to a better or faster offer.



Learn more at **facts.REALTOR**

REALTORS® are members of the National Association of REALTORS®



Agents who are REALTORS® will make sure a seller concession is communicated to a potential buyer

Collaborate, communicate, and cultivate client relationships with the cutting-edge app that's built to keep you at the heart of your clients' home journeys. [Read more.](#)

to help lead to a better or faster offer.

[Learn More](#)

Educate



**2025
SUPERPASS**

Take any continuing education or professional development classes hosted by AACAR for \$99!

Valid for use from Jan. – Dec. 2025

Available for purchase now through January 2025!

Make fulfilling your CE requirements easy—grab your 2025 Super Pass for \$99 today under the "[Subscriptions](#)" tab.

Sale ends Friday!



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 AACAR
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS

Valid 1/29. Visit Terms and Conditions for details.

Jumpstart your success. Enjoy 40% off all products at [The CE Shop](#) today, January 29th, with code **BESTYET!**



2025 AACAR

**KNOCK IT
Out Of The Park**

CONVENTION & TRADESHOW

**CLASS
SCHEDULE**

8:00 AM - 10:00 AM:
Fair Housing (C)
Cleo Pappas | 2 hours
of CE

8:00 AM – 11:00 AM:
Code of Ethics (D)
Kim Link | 3 hours of
CE

8:00 AM - 11:00 AM:
**Contracts for the
Newly Licensed (J)**
Kelly Human | 3 hours
of CE

8:15 AM – 11:15 AM:
Legislative Update (A)
Ana Ferguson | 3 hours
of CE

8:15 AM – 11:15 AM:
**Principles of Real
Estate (L)**
David Norkus | 3 hours
of CE

8:30 AM – 11:30 AM:
BRAD-SD (K)
Sandra Stewart | 3
hours of CE

10:15 AM - 11:45 AM:
**Trafficking in Real
Estate (F)**
Candice Parrott | 1.5
hours of CE

11:00 AM - 12:00 PM:
**Mastermind
Session #1
Innovative Ways to
Stand Out in a
Crowded Market**

1:00 PM – 2:00 PM:
**Panel Vision: 2025 Navigating the New
Normal of Real Estate**
Joey VanDaniker, Gina White, David Orso, Greg
Fisk

1:00 PM – 2:30 PM:
**Professionalism as it Relates to Maryland
Code of Ethics (N)**
David Norkus | 1.5 hours of CE

1:00 PM – 3:00 PM:
Fair Housing (C)
Cleo Pappas | 2 hours of CE

1:00 PM – 4:00 PM:
Code of Ethics (D)
Kim Link | 3 hours of CE

1:00 PM – 4:00 PM:
**Legislative Update (A) Critical Area,
Deconstructed**
William Bower | 3 hours of CE

1:00 PM - 4:00 PM:
Brokerage Relationships & Disclosures (H)
Ana Ferguson | 3 hours of CE

1:15 PM - 4:15 PM:
**Property Management & Landlord & Tenant
Laws (M)**
Mary Groven | 3 hours of CE

3:00 PM - 4:00 PM:
**Mastermind Session #2
The Art of Storytelling**

3:00 PM - 4:30 PM
Imposters (F)
Cheryl Odell-Duffy | 1.5 hours of CE

3:15 PM - 4:45 PM
Preparing for Home Inspection (F)
Stephen Showalter | 1.5 hours of CE



AACAR staff joined volunteer leaders in Washington, DC, for the inaugural Advocacy Week, where they received training on effectively advocating for key real estate issues, including housing affordability, tax reform, and property rights. [Learn more.](#)

Engage

Have you downloaded the AACAR App?

Download on the App Store



GET IT ON Google Play



Discover the latest trends, unlock strategies for your business, and network with like-minded individuals!

[**Early bird registration ends February 1st, 2025.**](#)

Welcome to our new affiliate member!

Amy Voight | Eagle Title



Upcoming Events

Maryland REALTORS® Lobby Day

Date: February 12th

Location: Annapolis, MD

2025 AACAR Convention

Date: March 6th

Location: LIVE! Casino & Hotel

Annual Billy Goodall Charity Golf Tournament

Date: September 22nd

Location: The Golf Club at South River

Have you taken the REALTOR® Safety Pledge? [Learn more.](#)

[Become a Member](#)

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