

MARCH 12, 2025

Newsletter



Anne Arundel County Association of REALTORS®

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With Us!**

AACAR YPN
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS
YOUNG PROFESSIONALS NETWORK

ST. PATRICK'S DAY HAPPY HOUR

JOIN US FOR A PRE-ST. PATRICK'S DAY CELEBRATION
NETWORKING | DRINKS | LIGHT APPETIZERS | MUSIC

MARCH 13, 2025

4 - 6 PM

O'LOUGHLIN'S RESTAURANT
1258 BAY DALE DRIVE,
ARNOLD, MD, 21012

\$5 PER PERSON
\$10 FOR WALK-INS

LAFAYETTE FEDERAL CREDIT UNION
WWW.LFCU.ORG

ATG Title

Don't miss AACAR's YPN Pre-St. Patrick's Day Networking Happy Hour tomorrow, March 13th, at O'Loughlin's in Arnold!

Everyone is welcome, so feel free to bring along your colleagues, friends, and business cards. Registration includes 2 drink tickets and light appetizers.

Thank you to our sponsors, Lafayette Federal Credit Union and ATG Title.

[REGISTER NOW](#)

Will you be there?

LOCATION

O'Loughlin's Restaurant

DATE AND TIME

03/13/25 4:00pm - 03/13/25 6:00pm US/Eastern

Walk-In Pricing: \$10



Already registered!

I'm planning to attend as a walk-in.

Can't make it!

Advocate



AN IMPORTANT UPDATE ABOUT MARYLAND'S BUDGET, TAXES, AND THE IMPACT ON REAL ESTATE

BY MAX GROSS, GAD



An Important Update about Maryland's Budget, Taxes, and the Impact on Real Estate

By Max Gross, AACAR's Government Affairs Director

This is not a call to action... yet. For the past week, since the late introduction of a bill to create a "business to business" tax on many services in Maryland (HB 1554/SB1045), members have been asking what we are doing and wondering when a call to action will follow.

For years, AACAR and Maryland REALTORS® (MR) have been warning

our members about the danger of a service tax. It feels like this is the moment we have been preparing for. So why hasn't it happened yet?

First, it's important to note that our partners at MR *have* been engaged in this process throughout. They are testifying against the bill at both Senate and House hearings on March 12, and are signing on with the Maryland Chamber of Commerce's formal opposition, as they have with other tax proposals this session. Your advocates are not sitting on their hands on this issue.

Second, I want to recognize that this is not the same tax on services bill we've seen in years' past. **It does not tax real estate commissions. The impact on REALTORS® will come from other services that are frequently utilized like marketing, web hosting, or photography services.**

There's a bigger conversation to be had, however, around a basket of tax proposals on the table for this legislative session. There are several proposals AACAR and MR legislative committees have voted to strongly oppose. And some of them are going to pass. According to the Maryland state constitution, the only thing each legislative session *must* accomplish is to pass a balanced budget. So when the news broke of a \$3 billion deficit heading into the year, new taxes were all but assured. Fortunately, the plan is to find twice as many spending cuts as new revenue sources. Fortunately, there are actual aspects of tax reform included—some of which MR even supports—such as reducing the corporate tax rate and eliminating the inheritance tax.

The question this session is *which* taxes will be enacted, not whether they will be. And there are several proposals which will negatively impact real estate:

1. The Business-to-Business Service Tax (HB 1554/SB1045)
2. Real Estate Transfer Tax increase on “high-value” properties
3. State Property Tax Increase
4. Capital Gains surcharge impacting properties over \$1.5 million
5. High-earning individual tax increases that will impact pass-through business entities.

Even though it may seem late in the session (about two-thirds of the way through), it's too early to know which of these measures is gaining traction, which is more or less realistic, and what form each would take after going through the legislative process. That's why, for now, we're not calling on members to activate the power of our collective voices. Acting too early, we could end up playing whack-a-mole; beat down one proposal only to have it replaced by two that are even worse for REALTORS® and affiliates.

What's Next?

March 17th is what is known as “crossover day” in the Maryland General

Assembly. This is when bills that have passed one chamber move to the other chamber for discussion, amendment, and approval. Then conference committees work out the differences before a final vote can occur. This is a useful marker for advocates and other legislation watchers because a bill that does not move to the other chamber is almost certainly not going anywhere; and because it's when bills begin to look closer to their final form. This marks the beginning of the last leg of session, and is a good time for advocacy strategies to take shape.

We appreciate having active, engaged members and volunteers who are paying attention to legislation, and we want you to remain engaged. As individuals, you can always contact your representatives and speak up for yourselves. And, if you are looking for guidance, the [MR website](#) has a [tracker of all the bills](#) they support or oppose (1 being the lowest level of support or opposition and 5 being the highest level) which you can review.

However, when it comes to a collective action, speaking as one unified voice, we're recommending strategic patience while the tax reform picture comes into better focus. When the time comes—and we think it will—we hope to have your support as we call, write, or even show up in Annapolis to make sure that our interests are protected the best that they can be, and we thank you in advance for your engagement.

Questions? Email Max

Communicate



The 2025 AACAR Convention & Tradeshow at LIVE! Casino and Hotel on March 6th was a blast!

We are so grateful for all of the sponsors, vendors, instructors, attendees, and volunteers who helped us 'knock it out of the park' this year. A special thank you to [Gene's Virtual Tours](#) for the wonderful [event photos](#).

Thank You, Sponsors!

Platinum

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MARCH 6TH

LIVE! CASINO & HOTEL HANOVER, MD

KNOCK IT Out Of The Park

CONVENTION & TRADESHOW

2025 Convention Committee



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Coldwell Banker Realty
Committee Chair



Kevin Michno
Academy Federal Savings Bank
Committee Vice Chair



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Eagle Title



Betty Jane
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Tia Stewart Watkins
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David Win
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Nestfully

Your new favorite app has arrived

32 Total Leads
4 New Requests
12 Active Leads

My Listings (4)
New Listings (13)

My Listings (4)
\$455,000
123 Main Street, Orange, CA 92668
3 B | 2.5 B | 1000 sq ft

My Listings (4)
\$525,000
456 Main Street, Orange, CA 92668
3 B | 2.5 B | 1200 sq ft

My Listings (4)
\$513,000
789 Main Street, Orange, CA 92668
3 B | 2.5 B | 1100 sq ft

Engage



AT HOME WITH DIVERSITY

with **Cammie Reed**



April 17, 2025



9:00 AM - 4:00 PM



CE AVAILABLE

Register Today to Secure Your Spot

COMMERCIAL SYMPOSIUM

THURSDAY, MARCH 20TH, 2025

College Park Marriott Hotel & Conference Center, Hyattsville, MD!

Discover the latest trends, unlock strategies for your business, and network with like-minded individuals! This year's 2025 Innovate Commercial Symposium theme will be focused on adaptive reuse and mixed-use buildings.



MDRealtor.org/Commercial



Upcoming Events



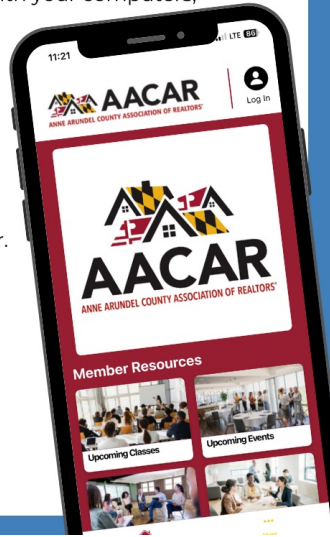
FREE TECH SUPPORT
YOUR NEW MEMBER BENEFIT

Based in the U.S., friendly Tech Helpline analysts can help you resolve problems with your computers, tablets, printers, scanners, smartphones, and more — all at no additional cost to you!

With no limit to the number of calls you can make, this member benefit can save you hundreds each year.

HOURS:
Mon - Fri: 9 AM - 8 PM
Sat & Sun: 9 AM - 5 PM

Contact the Tech Helpline using the AACAR app today.



**YPN Committee's
St. Patrick's Happy Hour**

Date: March 13th

Location: O'Loughlin's

**Maryland REALTORS®
Commercial Symposium**

Date: March 20th

Location: College Park Marriott
Hotel & Conference Center,
Hyattsville, MD

**Annual Billy Goodall Charity
Golf Tournament**

Date: September 22nd

Location: The Golf Club at
South River

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