

JANUARY 21, 2026

Newsletter



Anne Arundel County Association of REALTORS®

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With Us!**



Are you ready to March Towards Success? The 2026 AACAR Convention & Tradeshow is happening on March 5th at LIVE! Casino and Hotel!

- Earn up to 6 hours of CE
- Network with local professionals
- Join mastermind sessions
- ...and so much more!

Your registration also includes breakfast, lunch, and happy hour.

Reserve your spot



Communicate



HOT TIP

Cut Through the Noise. Bring Clients the Truth.

Local stats, inventory levels, absorption rates, and pricing trends help you speak with authority when clients are confused or anxious.

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REACH YOUR PEAK

Save 40%

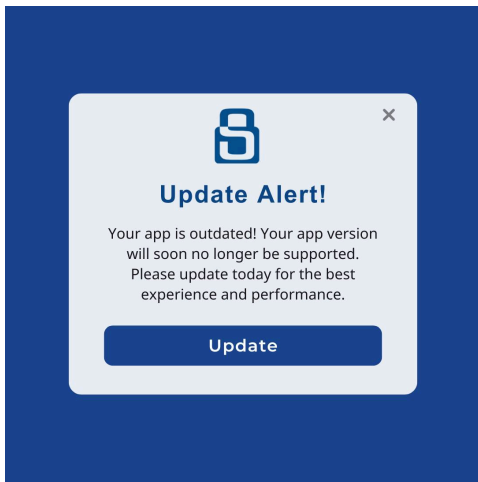
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Promo Code: **PEAK**

Education Provided by The CE Shop.

AACAR Valid 1/21. Visit Terms and Conditions for details.

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Questions? Contact SentiLock Support

SentiLock's SentiKey RE App iOS and Android Quarterly Update

Effective February 2, 2026, SentiLock will require all users to have at a minimum SentiKey RE app version 5.116.0. Please check your phone for this version or better.

If you don't have the required minimum version, you will receive an in-app notification prompting you to update the app before you can continue using it.

Enable auto-update on your phone to keep SentiKey RE up-to-date.

Educate

2026 SUPERPASS

Take any continuing education or professional development classes hosted by AACAR (in-person or virtually) for \$99!

Valid for use from Jan. – Dec. 2026

Available for purchase now through January 2026!

Learn more under the "Subscriptions" tab on the member portal.

Time is running out to purchase a 2026 SuperPass!

Take any on-site or virtual education classes hosted by AACAR for only \$99 with the 2026 SuperPass!*

VIRTUAL Contract Law Review (F)

Thursday, January 22nd
10:00 AM - 11:30 AM

VIRTUAL Brokerage Relationships & Disclosures (H)

Tuesday, January 27th
10:00 AM - 1:00 PM

VIRTUAL Fair Housing (C)

Thursday, January 29th
10:00 AM - 12:00 PM

Mortgage Financing (F)

Tuesday, February 3rd
10:00 AM - 11:30 AM

1031 Real Estate Exchange (F)

Thursday, February 5th
10:00 AM - 12:00 PM

Available to AACAR Members only for classes from January - December 2026.

Purchase a SuperPass today via the "Subscriptions" tab using your member login at www.aacar.com.

**Excludes the 2026 AACAR Convention and Designations/Certifications*

Serving Military Clients: Moving Made Easy (E)
Tuesday, February 10th
10:00 AM - 11:30 AM

Virtual Prospecting with Bright MLS Public Records
Tuesday, February 12th
11:00 AM - 12:00 PM

Advocate



**DON'T
FORGET
THE
LOCALS**

BY MAX GROSS, GAD



In Maryland, January through March is the political season. Everyone around the state is talking about what will come of the legislative session and the priorities for Maryland. This year, whether it's housing affordability or energy costs or the overall business environment, REALTORS® have a lot at stake on the biggest issues of the moment. However, that doesn't change the fact that when it comes to land use and housing, the bulk of the work still takes place at the local levels. And the local governments don't press pause when the State is doing its work.

Anne Arundel County is weighing a handful of bills involving land use and housing.

- Councilwoman Amanda Fiedler is looking to alter or avoid the planned housing development at the current site of Severna Park Golf on Ritchie Highway by scaling back some of the incentives for development that were contained in a bill last year that sought to produce more moderately priced dwelling units. AACAR, meanwhile, is working to get to a yes and ensure that neighborhood concerns are taken into account, but the desperately-needed housing units can still make it to the finish line.
- Council Chair, Julie Hummer, has introduced legislation regarding how property is treated **after an eviction** after a Maryland court case found that the current policies must be altered. AACAR has been in contact with the Chair and are emphasizing that the reforms need not go further than the State in this regard.
- Councilwoman Ledbetter has introduced a **Right to Farm disclosure**, and has been in contact with AACAR (including the Forms Committee Chair) to ensure that we would support the content and be able to add the notice to our county disclosures.
- Councilman Pete Smith is working **on a bill** to allow “tiny home” or “cottage cluster” communities with increased density in hopes of expanding the variety of housing options available to county residents.
- Comprehensive Zoning for County **Regions 6 and 8** is ongoing.

This isn't a comprehensive list of housing issues that will come across the county council dais in the coming months—***that's just a list of what's happening at meetings within the next two weeks.***

[Read More](#)

[Engage](#)



Join the AACAR REALTOR® Community Service Committee at the AACAR office for a fun and creative evening of crafting and connection on February 18th from 6-8 PM! Enjoy decoupage and decorating a ceramic dish while spending time with friends and enjoying light beverages. All proceeds benefit local Anne Arundel County charities.

[Learn more.](#)

2026 Economic Outlook

WEBINAR ALERT

Join CEO, Chuck Kasky and Special Guest & Chief Economist, Dr. Lawrence Yun as they take a look at what is on the horizon for 2026.

Thursday, January 29th at 1:00 PM

Register Today to attend our Zoom Webinar! →

Maryland
REALTORS®



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CARS, RESORTS, & MORE**



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Resorts, and More – Join the
NAR Travel Club**

Whether you're planning a business trip or a well-deserved vacation, NAR Travel Club saves you time and money on all your travel bookings.

Upcoming Events

Lobby Day

Date: February 11th

Location: Annapolis, MD

**Sip, Craft, & Connect hosted
by the REALTOR® Community
Service Committee**

Date: February 18th

Location: AACAR Office

**2026 AACAR Convention &
Tradeshow**

Date: March 5th

Location: LIVE! Casino & Hotel
Maryland

**2026 INNOVATE Commercial
Symposium**

Date: March 26th

Location: College Park Marriott
Hotel and Conference Center

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