

JUNE 10, 2026

Newsletter



Anne Arundel County Association of REALTORS®

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**Connect
With Us!**



The Community Service Committee's Bingo Fundraiser has been rescheduled, and we hope you'll save the date and join us later this summer.

NEW DATE: Thursday, August 28, 2026

The AACAR Community Service Committee invites you to our first Bingo Fundraiser, benefiting local charities and community initiatives. Gather your friends, test your luck, and enjoy an evening filled with cash prizes, food, drinks, and fun—all while supporting a great cause.

Get Your Ticket!

Interested in becoming a sponsor? Support a meaningful cause while gaining visibility for your business. To get started, [please complete the sponsorship form.](#)

For more information or to become a sponsor, please contact: Christie MacDonald [!\[\]\(4186b6ce3a1c83eabb297c1bfd00309c_img.jpg\) Christie@aacar.com](mailto:Christie@aacar.com) 
410-544-4554



Educate



COMMERCIAL CURIOUS?

What Residential Agents Need to Know

Real stories. Better questions. Stronger referrals.



JUNE 10TH



1:00PM - 2:30PM



AACAR
1521 RITCHIE HIGHWAY,
SUITE 203, ARNOLD, MD

Commercial insight without the intimidation



JUSTIN MULLEN
Hyatt Commercial



MICHAEL CERRITO
Cerrito Realty



MIKE STAMPER
Murphy Business Sales



GREG FISK
Moderator
Douglas Realty

For agents who want to recognize opportunity sooner and serve clients with more confidence.

Walk-ins welcome.

NEW SATURDAY SUCCESS SERIES

UP NEXT >

GROWING WEALTH THROUGH SHORT TERM RENTALS

June 13, 2026
9:00 AM - 9:45 AM

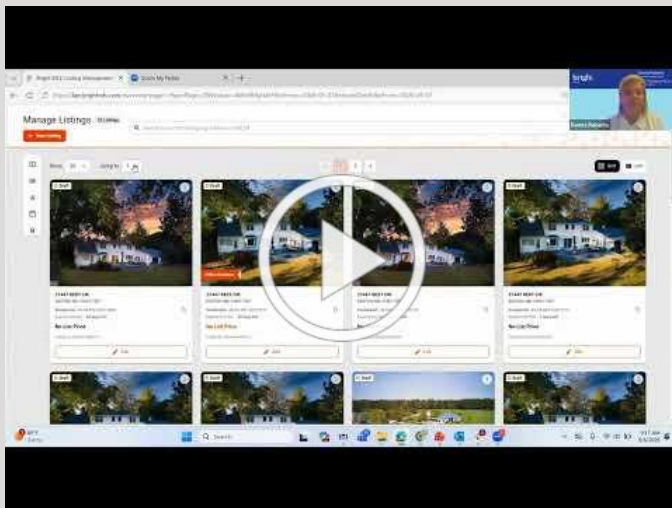
Learn how to grow your wealth and help your sphere do the same through short-term rentals with iTrip owners Sean and Jennifer Degnan.

JOIN THE ZOOM CALL AT
bit.ly/sssaaacar

Hosted by the AACAR
Education Committee



Join the session at **bit.ly/sssaaacar**.



ICYMI: The last Saturday Success Series session offered a deep dive into the latest updates from Bright MLS.

Watch the recording

 **Realist Association
of Greater Arundel**

DISCOVER MORE

Live Your Way!

**TURN YOUR HOME EQUITY INTO
FREEDOM, SECURITY &
PEACE OF MIND.**

A REVERSE MORTGAGE CAN HELP YOU:

-  Increase Your Cash Flow without monthly mortgage payments
-  Stay in the Home You Love for as long as you choose
-  Enjoy Financial Flexibility for today and tomorrow
-  Gain Peace of Mind for you and your loved ones

REVERSE MORTGAGE CLASS

MONDAY JUNE 22nd **1-3 PM**

Don't miss this FREE CLASS!

**CLASS WILL BE HELD AT
AACAR**
1521 Ritchie Hwy | Arnold, MD 21012

TAUGHT BY:

 **JIM CONLEY**
REVERSE MORTGAGE SPECIALIST
HELPING SENIORS UNLOCK THE VALUE OF THEIR HOMES
443-336-1382

 **JOHN BRENNAN**
ATTORNEY
LEGAL GUIDANCE YOU CAN TRUST
301-261-8177

 **SCAN TO REGISTER!**
Reserve your spot today!

100% FREE **USE CODE: Brennan**
AT CHECKOUT FOR **FREE REGISTRATION!**

 *More Possibilities.
More Peace of Mind.*

SPACE IS LIMITED!
RESERVE YOUR SPOT TODAY!
Questions? Contact AACAR | (410) 544-4554

**WOMEN'S COUNCIL OF REALTORS,
ANNE ARUNDEL COUNTY PRESENTS:**

FREE CE CLASS!  **SPEAKER: BILL CASTELLI**

MARYLAND LEGISLATIVE UPDATES FOR REALTORS

JUNE 16TH, 2026

**SPONSORED BY FIRST CHOICE
PROPERTY MANAGEMENT**

11:30 AM TO 12 NOON, LUNCH 12-11:30 PM FREE CE CLASS

AACAR OFFICE 2ND FLOOR, 1521 RITCHIE HWY, ARNOLD, MD





*Opportunity is
heating up
this summer.*

Save 40%

*promo code
OPPORTUNITY*

Education provided by The CE Shop.

 **The CE Shop**  **AACAR** ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS

Valid 6/10 - 6/11. Visit Terms and Conditions for details.

 **AACAR**
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS®

Bundle and save on your continuing education classes!

JUNE 23RD & JUNE 25TH



Maximize your learning while minimizing costs when you register for the bundle or pick and choose the classes that work best for you!

**TUESDAY,
JUNE 23RD**

8:00 AM - 11:00 AM

**THURSDAY,
JUNE 25TH**

8:30 AM - 10:30 AM

Code of Ethics (D)

Mary Chieppa

11:00 AM - 11:45 AM
Lunch sponsored by
loanDepot

12:00 PM - 3:00 PM

Brokerage Relationships & Disclosures (H)

Mary Chieppa

3:15 PM - 5:15 PM
Real Estate &
Human Trafficking
(F)

Candice Parrott

Fair Housing (C)

Cammie Reed

10:45 AM - 12:45 PM

Pre-Closing Title Issues & Solutions? (F)

Beth Hoyt

12:45 PM - 1:40 PM

Lunch sponsored by Bay Capital Mortgage
Corp.

1:45 PM - 4:45 PM

Legislative Update Critical Areas

Kelly Krinetz, Planning Administrator (Critical
Area) AA County Gov; Nathan Markline, Code
Enforcement Administrator, Inspections &
Permits AA County Gov; Jamileh Soueidan
Natural Resources Planner with the Critical
Area Commission DNR

Engage



Last week, AACAR Community Service Committee members and fellow REALTORS® participated in NAR REALTOR® Volunteer Days, giving back through projects that made a difference both locally and globally.

Volunteers partnered with the Oyster Recovery Partnership and Chesapeake Bay Foundation to build and load 211 shell bags, creating habitat for up to 300,000 baby oysters and supporting Chesapeake Bay restoration efforts. Members also volunteered with Orphan Grain Train, sorting, packing, and loading donated goods that will be distributed to individuals and communities in need around the world!



[Reserve your spot](#)

Join AACAR's YPN Committee on Thursday, June 19th at Heroes Pub in Annapolis as we cheer on Team USA in their 3 PM matchup against Australia!

We've reserved the patio and the tables next to the dart boards inside, so there will be plenty of space to watch the game.

Your registration includes drinks and light appetizers.

Whether you're a die-hard soccer fan or just looking for a fun afternoon with friends, all are welcome!

**Early Bird Registration
Now Open!**

**MARYLAND REALTORS®
ANNUAL CONFERENCE 2026**

**The Maryland Mosaic:
Your Road Home**



SEPTEMBER 29TH – OCTOBER 1ST **Ocean City, MD**

Advocate



As more than 7,000 REALTORS® prepare to take their message to Capitol Hill, momentum is building for bi-partisan housing policy in Congress. In this episode, Shannon and Patrick detail the latest on the housing bills making their way through the House and Senate, provide an update on the growing Congressional Real Estate Caucus and preview what's ahead for the REALTORS® Legislative Meetings. Plus they discuss NAR's role in America's 250th birthday celebration and what it means for the history of housing.

Communicate



Fake sellers, real risk

Scrutinize those calls and emails: Seller impersonation fraud is real—and the results of not catching on can be devastating. These schemes can jeopardize buyers' savings, lead to title insurance claims and hurt your reputation. Iowa City, Iowa, real estate agent Adam Pretorius says he was lucky to get a call from the real property owner seven hours after listing a piece of land with a bogus seller. "[Scammers] target the same land again and again," he says. Now he's warning other agents and offering advice: "I didn't ask enough personal information, and I think personal information gives away a con artist pretty quickly." For our [story and video](#), Pretorius and Eagle Title President Brad Walsh talk with REALTOR® News writer Eliana Block.



Non-Bluetooth Lockboxes Retire August 31, 2026

After August 31st, 2026, Non-Bluetooth lockboxes will no longer work.

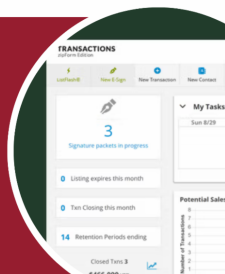
Upgrade to new SentiGuard lockboxes for the discounted price of \$110 + tax per box when you retire a non-bluetooth lockbox.

[Schedule an Appointment](#)



Your Member Benefit

Free Access to ZipForm® offered in partnership with Maryland REALTORS®



May 2026 Housing Market Report		Anne Arundel County, MD	
Closed Sales 741 +7.7% May '26 vs. May '25	New Listings 701 -7.2% May '26 vs. May '25		
Median Sold Price \$520,750 +3.1% May '26 vs. May '25	Active Listings 1,143 +7.2% May '26 vs. May '25		
Median Days on Market 7 days No change May '26 vs. May '25	Months of Supply 1.85 +4.5% May '26 vs. May '25		
New Pending Sales 809 +8.3% May '26 vs. May '25	Showings 14,663 +1.6% May '26 vs. May '25		

Special Free Educational Meeting/Presentation for AACAR Members!: Health Savings Accounts

(HSA): The Benefit That Can Have the Greatest Impact for Your Employees' Futures

Date: Wednesday, June 24th, 2026

Time: 1:00 PM – 2:00 PM



Presented by
Kelly Erdman

Kelly.Erdman@tasconline.com

Direct Line 608-316-2450

www.tasconline.com

Microsoft Teams meeting
Join:

<https://teams.microsoft.com/meet>



CALL FOR COMMITTEE **VOLUNTEERS**

NOW ACCEPTING APPLICATIONS

Seeking skills, talent and expertise to build on an energetic and inclusive group of volunteer members for a variety of Association committees. Help create positive outcomes as the voice of the industry!

SIGN UP AT

MDRealtors.org/REALTORCommittees

DEADLINE: JULY 1ST, 2026

Maryland
REALTORS®

[/221403088033078?](#)

[p=TzuLYSLvSynKILQJqC](#)

Meeting ID: 221 403 088 033 078

Passcode: 2AZ7HZ6Q

Nominating Application

MINIMIZE YOUR TRANSACTION RISK



Minimize Your Risk – Leverage Victor's E&O Insurance Coverage for Your Transactions

Victor Insurance Managers LLC is one of the largest and most experienced underwriting managers of specialty insurance programs in the world. Its first-class errors and omissions (E&O) insurance program puts

Upcoming Events

REALTORS®

Legislative Meetings

Date: June 13th -
18th

Location:
Washington, DC

YPN Watch Party

Date: June 19th
Location: Heores
Pub

Community Service Committee's Bingo Night Fundraiser

Date: August 28th
Location: Severna
Parks Elks Lodge

SAVE THE DATE 40th Annual Billy Goodall Charity Golf Tournament

Date: September 8th
Location: The Golf
Club at South River

you in touch with real estate underwriters who are skilled at evaluating your transaction risks.

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