

A Message from the President:

I hope all of our members are having a prosperous year so far! The market is very active and it does not seem to be slowing anytime soon. We have accomplished numerous things at the Association in the last few months and cannot wait to share them with everyone. We look forward to seeing everyone in person as we roll out some of our Spring and Summer events. Take care and happy home selling!

Chris Drewer

Kathy McFadden – CEO:

In-Person, Outside Meetings Scheduled - The Association is pleased to announce the Broker/Manager/Team Leader event will be in-person and outside in a ventilated covered space on May 27th at Mountain Branch from 8:30 – 10:30 a.m. Notices have been sent out. We are so excited to be able to hold an event and see our members in-person.

There are several events scheduled for the rest of the fiscal year. The Upcoming Events schedule was distributed several weeks ago. Most of our functions will be combined with other events. With things starting to open up, this will help avoid overlapping with many gatherings that will be taking place over the next several months. The Association will follow all the CDC/State/County COVID guidelines and work closely with facilities hosting the event to ensure that our members are in a safe environment.

HarCAR will no longer be the best kept secret – I am thrilled to announce the Board of Directors approved the hiring of the full-service, public relations firm Nevins & Associates effective May 1, 2021. When I was appointed as your CEO, I was astounded at the number of charities and community services HarCAR contributes to on a yearly basis. Almost every event has a giving component to a charitable organization. I can tell you with over 24 years' experience in the non-profit arena, this is not the norm. Some associations may have one or two fundraisers a year for a charitable reason but nothing like the REALTOR® associations.

Nevins & Associates will generate media coverage, guest appearances on public/local tv and radio news and other stories throughout the year. They will get our story out there to the public! This will include, among other things: not only what we do for charities but how we safeguard the consumers; fight for fair housing, and protect homeowner's rights on a local, state, and national level; and why you should use a REALTOR®.

They hit the ground running booking President Chris Drewer to be interviewed by Nevins & Associates CEO David Nevins on CityBizList. The CityBizList website has over one million unique visitors per month and President Drewer's interview will be distributed to 30,000 business leaders through the CityBizList eblast. Nevins & Associates will also distribute his interview in their eblast that reaches 10,000 additional contacts.

Stay tuned and watch for our Association in the news.

Danielle Leppo – Member Services Coordinator:

According to a recent update by the Maryland Real Estate Commission (MREC), all members with an extended license, those who are past their renewal date, must renew their license by June 15, 2021. After June 15th, extended licenses that are not renewed will be considered late and will be subject to a \$150 late renewal fee. It appears that virtual classes will at least be available through July, but that final decision rests with the MREC. The situation will be monitored for any changes or updates.

As your license renewal date approaches, visit the Maryland Department of Labor website at <http://dllr.state.md.us/license/mrec/mreceduc.shtml> to confirm what Continuing Education (CE) you have completed. Click on Verify Credits Earned, select the correct License Type, enter your information, and Login. On the first page, you will see **some** of the CE credits you have earned. To see additional CE credits you may already have, click on the View Continuing Education History option at the bottom. You may find other CE credits here that apply to your upcoming renewal date. Credits found in both places are applicable.

The current National Association of REALTORS® (NAR) Code of Ethics (COE) Cycle 6 will end on December 31st, 2021. **All REALTORS® who have not taken COE since January 1st, 2019, must complete their NAR COE requirement by the end of the year.** Members may take the COE course through NAR or Harford County Association of REALTORS® (HarCAR). If you do not take the class through NAR or HarCAR, you **must** send a certificate of completion from the course provider to Danielle Leppo at danielle.leppo@harfordrealtors.com to receive credit for the NAR COE requirement.

In May, eight CE classes have been scheduled for a total of fifteen credits. Three of those eight classes are electives. Eight CE classes have been scheduled in June for a total of sixteen and one-half credits. On June 3rd and 4th, we are providing four Housing Opportunity Certification (HOC) classes. These classes will be open to any member interested in the initial certification and folks that are interested in renewal. All four classes must be taken for initial certification and those who plan to renew must attend the Maryland Mortgage Program class and one other class of their choice.

The IDEA (Inclusion, Diversity, and Equity Awareness) Committee recently announced a raffle they are sponsoring to encourage all HarCAR members to complete the Fair Haven module on NAR's website. Starting at the end of April, once a month for four months, someone will be chosen at random from the pool of members that completed the simulation to receive a gift card to either Dunkin' or Starbucks. The April Fair Haven winner is Fred Branscome. Complete the Fair Haven simulation and you may be the next winner!

Laura Metz - Director of Operations:

PARTNERS:

Many thanks to our 2021 Partners!!! The support of our Partners makes many great initiatives possible, including complimentary continuing education, networking events, our Annual Membership Meeting, and additional REALTOR® membership incentives. Platinum and Gold Partners are producing their commercials this week. They will be posted on our website and social media once completed!

PLATINUM:

Aberdeen Proving Ground Federal Credit Union

Certified Property Inspection

GOLD:

Freedom Federal Credit Union

Harford County Association of REALTORS® Charitable & Educational Foundation

The Robinson Law Firm, LLC

SILVER:

360 Tour Designs Services

Broadview Title

Chesapeake Bank of Maryland

Hall's Septic Services

HAR-CO Credit Union

Home Land Environmental

Jarrettsville Federal Savings & Loan

Movement Mortgage

Pillar to Post

Rosedale Federal Savings & Loan

Sanctuary Title

Southern Trust Mortgage

SunTrust Mortgage now Truist

WesBanco Bank

GIVE A BUCK CHALLENGE:

The Give-A-Buck Challenge is underway! Please give a "buck" or more per settlement, title search, real estate transaction, test, inspection, etc., from May 1st to July 31st to benefit the Harford County Boys & Girls Clubs. Email laura.metz@harfordrealtors.com to request a Pledge Form.

UPCOMING EVENTS:

June 9th we are having our first in-person Member Social since the pandemic wreaked its havoc. This event is sponsored by the Winter Networking (ok, we'll just say Networking) and Affiliate committees and will be held at Steelefish Grill from 5-7 p.m. Seating is Limited! **RSVP IS REQUIRED!!!!** Do not delay signing up for this event! There will be sponsored door prizes, and food and your 1st drink are on us! Register by clicking the link at the bottom of this newsletter.

The YPN Committee has been conducting monthly Open Forums, "It's Not Training, It's Conversation". PLEASE JOIN US! If you are a new member, we want to help you! If you are a member, but not a new member, we want you to join in the conversation! Ask questions, present ideas, help each other out! The next forum is scheduled for Monday, May 10th from 4:00-5:00 p.m. via our Ring Central virtual platform. Register by clicking the link at the bottom of this newsletter.

The YPN Committee is also excited to announce they are hosting a Cornhole Tournament at Hopkins Farm Brewery on June 23rd! Registration information is coming very soon.

The 60th Anniversary and 2020 Awards will be celebrated on July 7th at Mountain Branch (in the tent). We hope you will join us for this momentous occasion. Registration information coming soon!

The full upcoming events schedule:

May 24, 2021 9:00 a.m.	REALTOR® Care Day Emily Bayless Graham Park (outside/tent)
May 27, 2021 8:30-10:30am	Broker/Manager/Team Leader Breakfast Mountain Branch (outside/tent)
June 9, 2021 5:00-7:00pm	Networking/Member Social Steelefish Grill (outside/tent)
Mid June 2021	State of the Municipalities Virtual/to be televised on HCN
June 23, 2021 4:00-8:00pm	YPN Cornhole Tournament Hopkins Farm Brewery (outside/tent)
July 7, 2021 3:00-6:00pm	60th Anniversary/2020 Awards Celebrations Mountain Branch (outside/tent)
August 12, 2021 11:30am-2:00pm	Dog Days of Summer HarCAR office (outside/tent)
September 14, 2021 11:30am-3:00pm	Annual Meeting w/Installation & 2021 Awards Mountain Branch (outside/tent)
October 2021 8:00-10:00am	Coffee Talk Legislative Breakfast Location TBD
October 9, 2021 9:00am-12:00pm	Shred Day HarCAR office (outside)
October 12-14, 2021	Maryland REALTORS Conference Ocean City, MD
November 2, 2021 9:30am-4:00pm	Trade Show—"Halloween" Theme Highlands School
November 9-15, 2021	NAR Conference San Diego, CA

Veronica Rolocut – Government Affairs Director:

It's hard to believe that a little over a year ago a global pandemic was announced. While the U.S. grappled with how to best protect its citizens, life changed. We had to adapt to a different way of living and doing business. We began wearing masks. We had to decide what was "essential" and how to find essentials like toilet paper, chicken, and disinfectant spray. We learned to appreciate front line healthcare workers and carryout food more than ever. We learned new words and phrases like Zoom meetings, social distancing and flatten the curve. And, we learned how important other words were like broadband. Some of us became not only parent but schoolteacher to our children. And, for some, there was isolation, depression, and loss.

But through it all, REALTORS and Associations rose to the challenge. We advocated hard to make sure real estate was considered essential in MD and won. We advocated for unemployment benefits for independent contractors and self-employed who could not work and won. We tackled technology hurdles to make sure settlements could happen remotely, home showings could be done virtually and that our members had the ability to stay licensed with virtual continuing education. We took care of ourselves AND the community with food drives, meals for frontline workers and donations. At the Association, we worked longer, harder, and smarter to make it happen for our members so they could help their clients.

While we have done so much, and come so far, there are always more challenges to be met. And one of those challenges has been reaching our annual NAR RPAC goals. I am overjoyed to announce that HarCAR has not only met its 2021 RPAC goals but exceeded them all before the end of March. It's historic! Many thanks to our RPAC Chair Theresa Simon, Vice Chair Paulette Shaduk and all the members of the RPAC Committee for everything they have accomplished to date. And, being "Who We R", there's more to come.

Our annual community outreach program known as REALTOR Care Day will be moving forward with a project in June. The Membership Committee will be installing a bench, lending library and some landscaping at the Emily Bayless Graham Park. Be sure to look for the Facebook photos at the end of June or just take a walk through the beautiful park to see the results.

Finally, we have FANTASTIC news! We will be recording and airing our annual State of the Municipalities event on the Harford Cable Network in June!! As you may remember this event was so popular, there was standing room only last year as we engaged the Harford County Council President and municipality mayors on local real estate matters. More information will be coming soon.

Be sure to like us on Facebook.

Debbie Gantert – Administrative Services Professional:

Time is running out!! Don't forget, if you paid your dues on time between October 16th and November 16th, you have a \$25 store credit to use in our REALTOR® store. This credit is good thru May 31st, so be sure you do not miss out!!! All store purchases are still by appointment only, based on availability and via curbside pick-up. When you call to make an appointment, we will take payment (or apply your

credit) over the phone. Please note that your card will be charged prior to your appointment. Upon arrival all you need to do is pull up, pop your trunk, and we will load the item (s) and receipt for you.

If you are in need of a lockbox, we have plenty available, and this service continues to be by appointment only.

Whether you need a lockbox or a purchase from our REALTOR® store, please contact us at 410-569-0750.

Important information from SentiLock: Beginning April 1st, 2021, all new members have been issued an app-exclusive account and have no longer been issued an actual SentiCard. This process has been working very well so far. This is something that brokers can continue to advise their new agents when they are onboarding and discussing SentiLock. Also, beginning January 1st, 2022, all agents will no longer be able to use their SentiCard to access lockboxes. It will strictly be by the SentiKey Real Estate app only. We will provide more information as it becomes available.