

September 2022 - Office Meeting

Office Event schedule and links at www.executiveagent.net

Toys For Tots Halloween Party Planning Meeting September 13th 12:30 – 1:30PM

- Join us and help make this event a huge success.

Kim Mills Birthday Bash Fundraiser September 13th 5:30 – 7:30PM

- Ticketed fundraiser for Kim's run for Delegate, hosted by RE/MAX Executive.
- Join us at the Millersville office to celebrate and raise money for Kim's run for Delegate!
- [Purchase Tickets Here](#)

CMN Bike The Beach September 20th 12:00 – 6:00 Ocean City

- Beach Bike Bar Crawl this year to kick off the MAR Convention and raise money for Children's Miracle Network, details on Facebook or contact Melissa or Crystal

Maryland Realtors Conference Making Waves 2022 Engaging the Future September 21st Ocean City Fontainebleau Resort

- Attendees have the opportunity to receive Continuing Education credits (before and after the conference) that will expand your business potential, and networking opportunities. Take advantage of connecting with old friends, make new ones, share ideas, and build upon your potential in the real estate industry.
- Dynamic keynote speakers Molly Fletcher and Kevin Brown will inspire the personal best from every attendee, and additional programming will enlighten you on topics as broad as cryptocurrency...

RE/MAX Party at Seacrets September 21st 7:30 – 10:00 Ocean City, MD

- Each agent will receive one free ticket additional tickets \$77.

New MD Real Estate Contract Class September 27th 11:00 – 1:00 Severna Park

- The MD Contract has undergone a significant change in format and content.
- Many addendums have been reworked or replaced.
- Join us live or via zoom for a more in-depth review.

MD Contract Q&A – October 4th 11:00

- As you work with the new document's questions will arise. This will be the first of several Q&A sessions in Oct. to gain clarity and understanding of the new docs and how best to use them.

RE/MAX Executive Office Meetings October 18th and 20th 11:00 – 12:00

- AACO Meeting at Severna Park on 10/18
- Kent Island at Chester on 10/20

September Anniversaries: Jennifer Reed, Todd Young, 2 years. Lisa Quinn 5 years, Gail Hardesty 8 years, Ed White 13 years, Krista Green 15 years.

September Birthdays: Krista Green, Nathan Murray 9/6, Kim Mills 9/13, Chuck Blanton 9/18, Janet Craig 9/20, Matt Webb 9/21, Tonya Young 9/24, Jackie Shea, Lisa Quinn 9/27

Program

Toys for Tots Halloween Party- Planning Meeting to follow today at 12:30

- Tickets at: <https://executiveevents.ticketleap.com/seasonscreepings/>
- We need help with Sponsors, Door Prizes, Liquor Basket and performers.
- Acts may be solo or groups and can compete in the Lip Sync Battle.

Bright ON MLS Study Results

- Recently Bright released results from a study they did comparing MLS listed homes with off market sales. Results are compelling. Download from Bright MLS.
- Average SP 71k higher in Q1 2022, 56k higher in 2021.

New MD Realtor Contract – Substantial Changes- Use after Oct. 1st.

- Entire packet of new forms and practice summary at www.executiveagent.net and via download from www.mdrealtor.org
- Be prepared to redo templates beginning Oct. 2nd, this will give me time to edit forms in the office libraries and make your job a lot easier. When ever possible pull forms for your templates from the office folders near the top of the library.
- Key Changes: See handout and review.
 - 11 Page Contract, new format
 - Removal of list of inclusions from COS
 - Removal of WDI (Termite) paragraph, now included in PIA.
 - AS IS addenda retired.
 - FTHB Addenda retired, covered in Par. 51 in new contract.
 - New Disclosure of Inclusions/Exclusions, Leased Items and Utilities (Required)
 - VA Addendum Changes, Termite to WDI, and allows buyer to pay for inspection.
 - Property Inspection Addendum, Totally New (But old again!)
 - Under PIA, Buyer right to terminate for any reason!
 - PIN now allows 2 days for counter after counter.
 - Post Settlement now a standalone agreement! Payment broken down. Security Deposit changes. Must be signed by Escrow Agent as well.

L2L and Testimonial Tree login changes 8 Week Bootcamp just started.

- Use the links at www.executiveagent.net to access L2L and Testimonial Tree

Market Update August 2022 – Market Update Infographics www.remaxhustle.com

- www.getsmartcharts.com or stats as PDF/JPEG at www.executiveagent.net
- Look at PPSF, Closed Units, and Price over 10 years!



10TH ANNUAL

SEASON'S CREEPINGS

HAUNTED HOLIDAY GALA BENEFITING TOYS FOR TOTS

Dinner, Drinks, DJ, & Dancing · 21 & Over
Friday · October 21 · 7:30 - 11:30 PM

Admission \$50 plus an unopened, new toy

Severna Park Elks Lodge #2482

160 Truck House Road · Severna Park, MD

LIP SYNC SHOWDOWN | COSTUME CONTEST AT 9

Best Lip Sync, Funniest, Scariest, and Group

tickets: executiveevents.ticketleap.com/seasonscreeplings

lip sync performers: contact melissa bishop-olason at 301.503.5759 to sign up

info/sponsorships: 443.274.1900 ~ ask for Melissa, Chuck or Krista

RE/MAX Executive · 8432 Veterans Highway · Millersville, MD 21108

RE/MAX
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**FitzGerald**
Financial Group
A Division of TowneBank Mortgage
Scott Haney

SPONSORED BY

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SINCE 1994
Stephan Olason

10th Annual Halloween Party Benefiting Toys for Tots

Presented by RE/MAX Executive
8432 Veterans Highway
Millersville, MD 21108



Friday, October 21st, 2022

7:30 - 11:30 pm

\$50.00 PLUS an unopened new toy

Ticket purchases and sponsorship sign ups: executiveevents.ticketleap.com/seasonscreepings

Platinum - \$1500.00

10 Tickets

Name on all material

Gold - \$350.00

2 Tickets

Name on the Banner. Brochures and/or business cards on table that will be in the main entrance area of party venue.

Agent Sponsorship - \$250.00

1 Ticket

Name on the banner

Silver - \$250.00

1 Ticket

Name on the banner. Brochures, and/or business cards on table that will be in the main entrance area of party venue.

Sponsorship Tier: _____

Contact Name _____

Company _____

Phone number _____ E-mail Address _____

Payment: Cash Check Debit/Credit Card

Amex/Disc/MC/Visa# _____ CC Exp: _____ CV Code: _____

Zip Code: _____ Signature: _____

Make checks payable to Executive Events. Mail payments and this form to:
Krista Green at RE/MAX Executive, 8432 Veterans Highway, Millersville, MD 21108 OR fax to: 443.274.1901
For questions you may call Krista Green, Chuck Blanton, or Melissa Bishop Olason at 443.274.1900

Thank you for all your support!

August 2022

Anne Arundel County, MD

Sold Summary

	Aug 2022	Aug 2021	% Change
Sold Dollar Volume	\$491,427,671	\$540,589,689	-9.09%
Avg Sold Price	\$525,923	\$492,973	6.68%
Median Sold Price	\$445,650	\$425,000	4.86%
Units Sold	939	1,107	-15.18%
Avg Days on Market	15	15	0.00%
Avg List Price for Solds	\$523,910	\$489,501	7.03%
Avg SP to OLP Ratio	99.9%	100.5%	-0.63%
Ratio of Avg SP to Avg OLP	99.4%	99.8%	-0.39%
Attached Avg Sold Price	\$399,490	\$373,813	6.87%
Detached Avg Sold Price	\$597,807	\$569,753	4.92%
Attached Units Sold	341	433	-21.25%
Detached Units Sold	598	674	-11.28%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Aug 2022	Aug 2021	% Change
Active Listings	803	928	-13.47%
New Listings	883	1,202	-26.54%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	850	1,159	-26.66%
All Pendings	1,016	1,602	-36.58%

Financing (Sold)

Assumption	0
Cash	93
Conventional	561
FHA	104
Other	13
Owner	0
VA	163

Days on Market (Sold)

0	22
1 to 10	512
11 to 20	161
21 to 30	88
31 to 60	104
61 to 90	25
91 to 120	4
121 to 180	3
181 to 360	3
361 to 720	15
721+	2

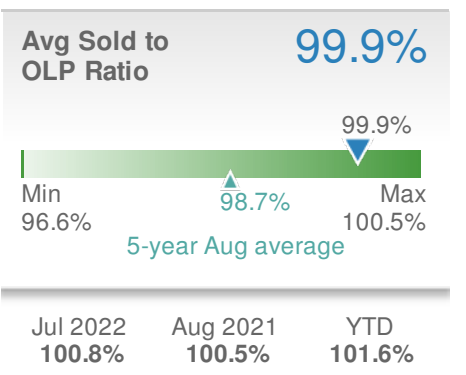
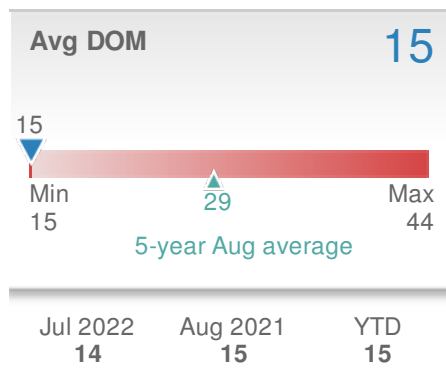
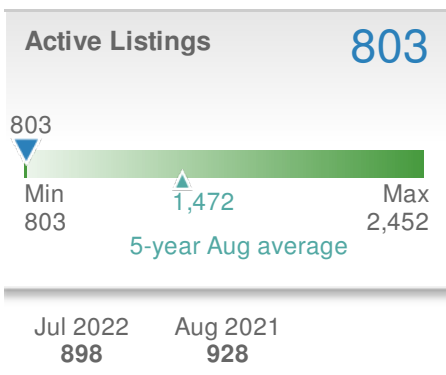
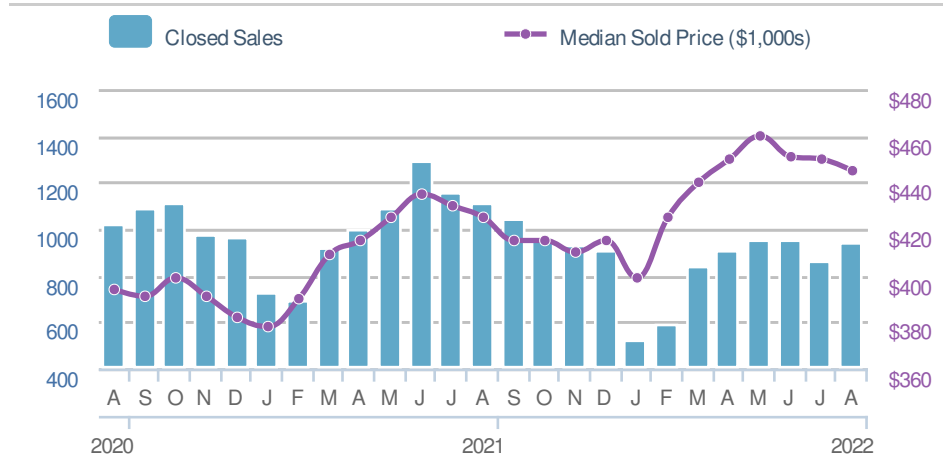
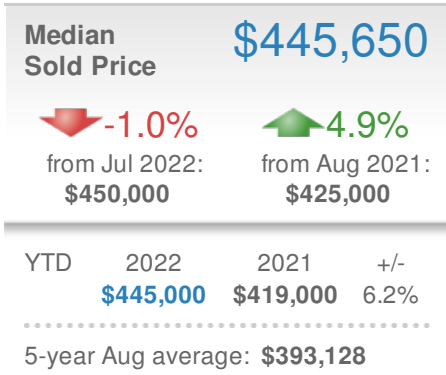
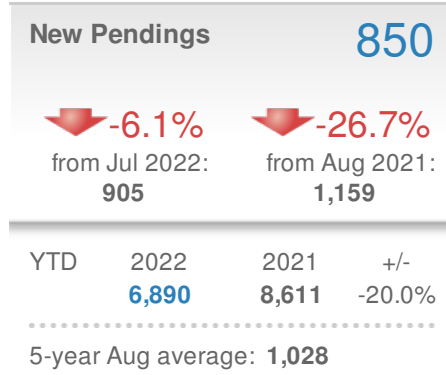
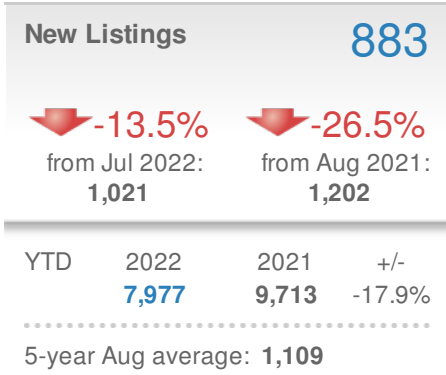
Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	1	0	0	1	0	0	33
\$50K to \$99,999	1	0	1	0	0	0	0	3	0	4
\$100K to \$149,999	0	1	1	1	0	0	0	2	2	1
\$150K to \$199,999	1	4	1	3	1	1	4	3	7	3
\$200K to \$299,999	8	6	10	8	4	2	43	32	8	11
\$300K to \$399,999	14	21	68	48	41	9	34	77	38	15
\$400K to \$499,999	5	7	56	72	78	15	8	93	45	7
\$500K to \$599,999	1	0	28	24	61	3	2	75	38	5
\$600K to \$799,999	1	1	15	6	110	6	4	132	11	2
\$800K to \$999,999	1	0	8	1	43	0	1	58	0	5
\$1M to \$2,499,999	0	0	3	0	33	3	1	69	0	1
\$2.5M to \$4,999,999	0	0	2	0	2	0	0	15	0	0
\$5,000,000+	0	0	0	0	0	0	0	8	0	0
Total	32	40	193	164	373	39	98	567	149	87
Avg Sold Price	\$351,137	\$332,340	\$484,565	\$425,071	\$677,564	\$501,173	\$343,886			
Prev Year - Avg Sold Price	\$475,504	\$316,654	\$442,661	\$406,246	\$659,393	\$414,999	\$325,145			
Avg Sold % Change	-26.15%	4.95%	9.47%	4.63%	2.76%	20.76%	5.76%			
Prev Year - # of Solds	41	50	245	213	388	47	123			

Active Detail

August 2022

Anne Arundel County, MD



August 2022

Queen Annes County, MD

Sold Summary

	Aug 2022	Aug 2021	% Change
Sold Dollar Volume	\$49,650,757	\$54,654,585	-9.16%
Avg Sold Price	\$528,522	\$508,630	3.91%
Median Sold Price	\$449,750	\$420,000	7.08%
Units Sold	93	107	-13.08%
Avg Days on Market	23	26	-11.54%
Avg List Price for Solds	\$539,682	\$510,790	5.66%
Avg SP to OLP Ratio	97.5%	99.2%	-1.63%
Ratio of Avg SP to Avg OLP	96.5%	99.6%	-3.14%
Attached Avg Sold Price	\$370,477	\$295,443	25.40%
Detached Avg Sold Price	\$559,310	\$546,113	2.42%
Attached Units Sold	15	16	-6.25%
Detached Units Sold	78	91	-14.29%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Aug 2022	Aug 2021	% Change
Active Listings	149	163	-8.59%
New Listings	87	110	-20.91%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	77	107	-28.04%
All Pendings	118	171	-30.99%

Financing (Sold)

Assumption	0
Cash	21
Conventional	49
FHA	7
Other	0
Owner	1
VA	12

Days on Market (Sold)

0	1
1 to 10	41
11 to 20	9
21 to 30	9
31 to 60	23
61 to 90	7
91 to 120	0
121 to 180	1
181 to 360	1
361 to 720	1
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	1	0	1
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	2	0	1
\$150K to \$199,999	0	0	1	0	0	0	0	1	0	0
\$200K to \$299,999	1	1	9	1	0	0	2	3	0	1
\$300K to \$399,999	1	2	12	0	3	0	3	16	1	2
\$400K to \$499,999	1	0	10	0	9	0	5	33	1	5
\$500K to \$599,999	0	0	5	0	8	0	1	22	0	10
\$600K to \$799,999	1	0	2	0	3	0	0	22	1	6
\$800K to \$999,999	0	0	2	0	2	0	0	4	0	0
\$1M to \$2,499,999	0	0	2	0	5	0	0	13	0	0
\$2.5M to \$4,999,999	0	0	0	0	1	0	0	3	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	4	3	43	1	31	0	11	120	3	26
Avg Sold Price	\$366,333	\$281,666	\$440,527	\$205,000	\$742,749	\$0	\$409,741			
Prev Year - Avg Sold Price	\$310,097	\$0	\$388,015	\$203,266	\$710,698	\$0	\$316,715			
Avg Sold % Change	18.13%	0.00%	13.53%	0.85%	4.51%	0.00%	29.37%			
Prev Year - # of Solds	10	0	34	3	47	0	13			

Active Detail

August 2022

Queen Annes County, MD

