

# MAY NEWSLETTER

MAY 17, 2011



**James Eastlack**  
2011 President

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19 Community Drive  
Augusta, ME 04330  
Phone: (207) 622-7501

## A Message from President James Eastlack:

Greetings Everyone,

I hope everyone is having a great year and selling lots of real estate! Here in the Rangeley area, our year to date sales were about the same as last year, however, things seem to have picked up a lot since the beginning of March. I think it's important to remember, "Attitude Makes The Difference". The more positive we are about real estate, the more successful we will be. The following are some great factors that will help us: interest rates are still at historic lows, inventories are high and the stock market continues to improve. Also, I think we all are doing a better job of listing property at better prices. This will help fuel sales and keep things moving forward.

Did we have any great success stories with the Maine Clearance Event? I would love to hear about them. I do think it really helped lower pricing which was part of what we were trying to accomplish. The statistics were around 90% of the homes that were included in the sale kept their prices down after things ended, that's fantastic!

I hope everyone is taking part in the Maine Open House Weekend which is coinciding with the *National Open House Weekend* on June 4 & 5. I've been in contact with a few brokers about advertising in our local publications for this event. The NAR, and partners in 59 countries across the globe, are all invited to participate. It's a great idea to help promote home ownership. This might be a great opportunity to sit down with your sellers in this next two weeks and discuss a fresh new price for the Open House Weekend Event.

If you would like to contact me with ideas or comments, please e-mail me at [eastlack@megalink.net](mailto:eastlack@megalink.net), or call me at Morton & Furbish Agency at 564-5777. Again, please let me know of any great success stories you've had so far this year. Let's stay positive, get to know each other and hope to see you all at our June meeting!

## Upcoming Membership Meeting & Course:

The next membership meeting of the Mountains Council of REALTORS® is scheduled for Wednesday, June 8. Registration begins at 8:00 a.m.; Breakfast & Membership Meeting begins at 8:15 a.m. An education program "Title, Title Insurance & Closing Issues" will be from 9:00 a.m.—12:00 noon. Register online or obtain a printable registration form at <http://mountainscouncil.com>.

## Membership Information:

There are currently 112 REALTORS® and 5 Affiliate Members. Last year at this time, we had 111 REALTORS® and 5 Affiliate Members. Members may request a current membership roster e-mailed in adobe acrobat format by e-mailing [tanya@mainerealtors.com](mailto:tanya@mainerealtors.com).

## Meeting Schedule:

June 8	Breakfast	Saddleback Mountain	“Title, Title Insurance & Closing Issues”
September 7	Breakfast	Oxford Federal CU	Course TBA
November 9	Breakfast	Fairbanks School Meeting House	Course TBA
December 8	Dinner	Location TBA	Holiday Party & 2012 Officer Installation

E-Mail Staff: [tanya@mainerealtors.com](mailto:tanya@mainerealtors.com)

Visit Council Website: <http://mountainscouncil.com>

~ Plan to Attend the June Membership Meeting on Wednesday, June 8 ~