

# York County Council of REALTORS®

## August Newsletter

August 14, 2009

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Augusta, ME 04330  
Phone: (207) 622-7501  
<http://yorkcountycouncil.com>

### CONGRATULATIONS!

2009 REALTOR® of the Year



Cornelia Stockman  
BH&GRE/The Masiello Group, Kennebunk

2009 Affiliate of the Year



Kim Chilton  
Key Bank, Kennebunk

### A Message from President Cornelia Stockman:

Many of the REALTORS in the State of Maine and in other parts of the country are seeing an up tick in home sales that gives us hope. As our NAR economists are telling us, we still have too much inventory and too many foreclosed properties to say that the market is healthy, but there is hope that we have hit the bottom for prices in some areas of the country.

As I had an opportunity to visit several other states during July, I was aware of the depressed prices and the extraordinary houses that remain on the market even with savagely reduced prices. Houses with tremendous location and substantial amenities are still awaiting the buyer who will fall in love with them. In this prolonged down turn the usual and customary means of advertising and selling have produced mediocre results. However, there are signs of hope with the increased interest in and sale of property during our usually busy summer season. Perhaps we are beginning to see a leveling off in the shape of an "L" though all of us, agents, sellers, and buyers in the market place would welcome the "V" shape growth we have seen in the past.

Right now we are somewhat bedazzled when a closing actually takes place and the money is in the bank. So we continue to work as hard and as long as when the market was inordinately inflated and satisfactorily active. Gratitude is the response that I hear when real work produces a successful listing or a completed sale. I'm also seeing agents working well across company lines to shepherd through the difficult issues that foreclosed or distressed properties present. That sense of cooperation and collaboration is due to the excellence of individuals and the determination to succeed even in stressful conditions. I admire the many York County agents who are still doing the basics of listing and selling property and working in the best interests of clients. Furthermore, I've seen many of our colleagues in the other related industries really make added effort to accommodate with quick turn arounds on inspections, appraisal and title work. Our industry will be leaner and stronger as we adjust to the present condition and apply our experience to create better systems to meet client needs and to advise clients for pricing and negotiating.

### A Message from President Cornelia Stockman (continued):

The Affordable Housing Committee is in the process of selling Fuel Fund Raffle Tickets at \$15 per ticket. We need to sell all 350 tickets to make this fundraiser successful as the MAR Foundation is not offering a matching grant program this year due to the reduced interest rates on earnest money deposits. We need to be able to help as many people as possible in the York County area that need heat assistance this coming winter. If you are interested in selling tickets, please contact me at 468-4586, my Co-Chair Jenn Stonehouse of Franklin American Mortgage Company at 432-1200 or Carol Goodwin of BH&GRE/The Masiello Group at 490-2900. We're counting on you to make this fundraiser successful. One of the committee members will be in touch.

If you would like to contact me please do so at [cstockman@masiello.com](mailto:cstockman@masiello.com) or call me at 468-4586. I hope many of you will attend the upcoming September Membership Meeting taking place on Tuesday, September 8 at the Knights of Columbus in Sanford.

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### Upcoming Membership Meeting:

The next meeting of the York County Membership is scheduled for Tuesday, September 8 at the Knights of Columbus in Sanford. Registration: 8:00 a.m.; Breakfast & Membership Meeting: 8:30 a.m.—9:30 a.m.; “Business Planning” (3 hours c.e. credit): 9:30 a.m.—12:30 p.m. by Elaine Richer. A registration form is enclosed.

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### Nominating Committee/2010 Officers and Trustees:

The York County Council Nominating Committee will be meeting soon to consider candidates for officer and trustee positions on the York County Council Board of Trustees. If you would like to be considered or would like to suggest a name, please e-mail [tanya@mainerealtors.com](mailto:tanya@mainerealtors.com) by September 11 so the information can be provided to the Nominating Committee.

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### Meeting Schedule:

September 8	Breakfast	Knights of Columbus, Sanford	“Business Planning”
November 10	Breakfast	Holiday Inn Express, Saco	“Legal Update—2009”
December 11	Dinner	Clay Hill Farm, Ogunquit	Holiday Party

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Visit Our Websites: <http://yorkcountycouncil.com> and <http://realtorscholarship.com>

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

~ Plan to Attend the York County Membership Meeting on September 8th! ~