



Steve Roy (President); Shawn Roy (President-elect); Roger Belanger (Vice President); Lori Gray (Secretary); Jeff Jolicoeur (Treasurer); Brian Rizzo (Past President). Directors: Mary Faucher, Dawn Klein, Stacey Martin-Ludder; Kevin Lombard, Heidi Pinette, Jessie Stover & Yvonne Wilkins. Executive Officer: Tammy Lapierre Office: 622-1234 & Fax 620-7272; tlapierre@midmaine.com



2007 Officers & Directors

- President: Steve Roy
- President-elect: Shawn Roy
- Vice Pres.: Roger Belanger
- Secretary: Lori Gray
- Treasurer: Jeff Jolicoeur
- Past President: Brian Rizzo

Directors:

- Mary Faucher
- Dawn Klein
- Kevin Lombard
- Stacey Martin-Ludder
- Heidi Pinette
- Jessie Stover
- Yvonne Wilkins

State Directors:

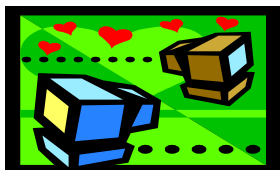
- Brian Rizzo
- Steve Roy
- Shawn Roy
- Roger Belanger

Executive Officer:

Tammy Lapierre
Phone: 622-1234
Fax: 620-7272
E-mail: tlapierre@midmaine.com

Web Site:

www.kvbr.org



President's Corner

Spring is in the air, (really)

Thanks to the generosity of you all we were able to raise over \$12,000 for the oil account at the Holiday Gala.

We also owe a big *thank you* to the Broker Owners who participate in the Foundation Sweep account. The Foundation was very generous and we received an additional \$12,000 in matching grant money for a total of \$24,000. Sadly enough, we distributed all of the \$24,000 before the 1st of February.

I want to encourage any of the offices who are not participating in the MAR Foundation earnest money account currently to give us a call and join in. It is a very easy and trouble free process to set you up. Plus you can see what we can accomplish with those pennies on the earnest accounts when they are added together!

Again, the Kennebec Valley Board of REALTORS® is showing a strong presence in our state organization. We continue to demonstrate our commitment to the profession and its mission in every way possible.

I want to thank the contingency of REALTORS® who represented us very well in the building of the Habitat home in Mobile, Alabama. Everyone with whom I spoke with was deeply touched by the experience and they came away from the mission with a new perspective on life.

I want to encourage anyone who is interested in getting involved at any level to contact me or Tammy Lapierre. We have a number of committees that need assistance and welcome everyone to participate. Bring your creative ideas.

Steve Roy
2008 President

Realtors® & Habitat

Maine Realtors® headed to Mobile, Alabama from January 13-18th, 2008 to build a house for a Hurricane Katrina family through Habitat for Humanity®.

Representing the Kennebec Valley Board were Sherry Gregory, Gail Rizzo, Tom Munson, Bart Stevens and Joanne Webber. They were part of 19 Realtors® from across the state. .

Monday morning, we gathered at Denney's for a robust breakfast before we went to the job site. Arriving at the site, we met our job supervisors, started with a prayer, & got our marching orders. At the site was an outhouse, a concrete slab and of lumber scattered across the red Alabama soil.

By the end of day one, we had a house framed with interior framed walls. Amazing what manual labor can accomplish.

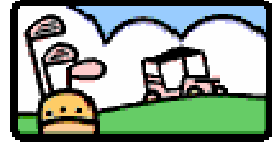
Even with a rain day on Wednesday, when we left we had a full structure with windows, sided with a concrete mixture clapboards, roof with shingles and smiles on peoples faces!! The prospective new owner came & worked on her day off even though she has met her required hours commitment.

We are so grateful to all of our sponsors who helped make this possible!



Golf Tournament (Save the Date)

THINK SUMMER!!
THINK GOLF!!



The Tenth Annual KVBR Golf Tournament
has been scheduled for
Wednesday, **JUNE 04, 2008** at the
Belgrade Lakes Golf Course in Belgrade.
All levels of golfing skill welcome!

This is Our Major Fundraiser for our Affordable Housing Campaign. Last year we awarded 3 charities a total of \$12,600.

For details on how to participate as sponsors or golfers,
please contact:

Tammy Lapierre (622-1234) or email: tlapierre@midmaine.com

From the Executive Officer

The following applications for REALTOR® membership have been received from:

Linda Chapman (Allied Realty);
Roselee Bodmer (Brady Palmer Real Estate); Royce Watson (Century 21 Alliance); Scott White (Century 21 Nason Realty); Debra Baker, and Angela Frame, (Century 21-Surette); Michael Lee (Century 21 Venture); Shelly Kilmer, and Lew Robichau (Kennecook Real Estate);

DB's Please Note:
Article VI, Section 12 .Designated
REALTOR® Members SHALL NOTIFY
the board of ANY individual (s)
licensed or certified with the firm (s)
within thirty (30) days of the date of
affiliation or severance of the individual.

Banknorth); and Renee Hawthorne and Meghan Loubier (Skowhegan Savings)

Applications for membership (\$50 fee) may be obtained by visiting our website at www.kvbr.org.

Affiliate applications have been received from Todd LaPlante (Northeast Bank), Shirley Jolicoeur (TD



Personal Notes

- ◆ **April Sawtelle** has opened her own office in Vassalboro, called **Sawtelle's Home Team Realty** at 990 Main Street. Phone number is 873-4100 & fax is 873-9400.



More folks
are on the move...

- ◆ **Steve Chicoine & April Keene** have joined Coldwell Banker Rizzo Mattson.
- ◆ **Patrice Lessard** has joined Coldwell Banker Plourde.
- ◆ **Kathy Lee Cook** has earned "Rookie of the Year" for ERA Webb Associates.
- ◆ **Stacey Frost** was ERA Webb's "Top Producer" for 2007.

Secretary's Report

The December Meeting for the Southern and Northern Councils of the Kennebec Valley Board of REALTORS® was held on December 5th, 2007 at the Augusta Civic Center in Augusta.

President Brian Rizzo called the meeting to order. The host agency was Brady Palmer Real Estate and the sponsors were Augusta Fuel Company, Bangor Savings Bank, Kennebec Savings Bank, Linda Gifford Law Office/ Central Maine Title and The Real Estate Book.

The 2008 officers and directors were sworn in by MAR President E. Pat Foster. Toys were collected for the Maine Children's Home and an energetic auction raised many dollars for the Fuel Fund!!

Treasurer's Report

As of 11/26/07:

Checking Account.....	\$38,059.45
Investment Certificates.....	42,717.79
Passbook Savings accounts.....	563.63
Oil Fund Account.....	297.47
Total Accounts on Deposit.....	\$81,638.34

By The Way ... Short Sale Info

Your buyer client has just submitted or is about to submit an offer on a short sale.

Please keep the following things in mind.

If the property is bank owned:

1. Verbal or emailed counteroffers from lender (not the scanned contract just an okay in the body of an email) are non-binding and if a better offer is received, the lender will accept it.
2. If the lender counters with an addendum, the addendum will supersede any conflicting terms of the original offer.
3. If the lender does counter, quick action response will be expected & then a slow turn-around final signing of the contract from the lender.
4. Properties are sold "as is" with the lender *not* agreeing to make any repairs.
5. They may not even agree to a building inspection contingency.
6. You have put a building inspection contingency in the P&S agreement that has been accepted by the lender. If the property has been winterized, you will need to add language as to who will pay for de-winterizing so that the plumbing & heating systems can be checked.

If the seller still retains ownership:

1. It might take 8 weeks or more for a decision from the lender to agree to a short sale.
2. Short sales often require quick closings & daily penalties placed on the buyer if not closed on time.
3. The lender may re-negotiate the price and terms agreed to by the buyer and the seller.
4. Write your deadlines to begin with lender approval.

Reprinted with permission from Elaine Richer. For more information consider her class - "The Real Estate Agent in the Short Sale".



2008 Calendar

- ◆ March 2-4: NERC Cambridge, MA.
- ◆ March 12: Realtor@ SKI Day , Sugarloaf
- ◆ Mar 28-Apr2: AE Institute, Boston, board office closed

- ◆ April 4: KVBR BOD Mtg 8:30am, Augusta
- ◆ April 23: South Council Mtg, Civic Center, 11:30am
- ◆ April 24: North Council Mtg. Waterville, 11:30am

- ◆ May 7: MAR BOD Mtg. 9:30am –Noon, MAR
- ◆ May 12-17: NAR Mid-Year Business Mtgs, Wash.DC

- June 04: 8:00am Golf Tournament, Belgrade
- June 06: KVBR BOD Meeting, Waterville,
- June 12: ROTY Meeting, 5:30pm, Waterville

- ◆ July : No BOD or member Meetings

- August 01: KVBR BOD Mtg, 8:30am, Augusta
- August 13: MAR BOD Meeting, 9:30-2pm, Augusta

- ◆ September 20: Combined Council Annual Mtg, Waterville

- October 03: KVBR BOD Mtg., Waterville, 8:30am
- October 7-9: MAR Annual Convention, Samoset
- October 22: South Council Mtg, Civic Center, 11:30am
- October 23: Northern Council Mtg, , 11:30am

- ◆ November 5-10: NAR Annual Convention, Orlando
- ◆ November 21: KVBR BOD Mtg, 8:30am, Augusta

- December 03: Combined Holiday Council Mtg, Waterville
- December 06: MAR BOD Mtg, Augusta,

Maine CRS Chapter News!!

Mission: "To promote the professionalism and advanced knowledge of REALTORS® through the Council of Residential Specialists; and to foster sharing of best practices in real estate in an open and independent manner".

Course Offered!!

Business Planning & Marketing, CRS 200

MAR Building in Augusta

2 Days

March 10th & 11th

Sign up TODAY!!

Visit site below for registration.

Visit Web Site <http://mainecrs.com>

Contact: tlapierre@midmaine.com, 622-1234.



**KENNEBEC VALLEY
BOARD OF REALTORS®**

**6 Cushman Street
Augusta, Maine 04330**



March 2008 Newsletter

**We are on the web!
www.kvbr.org**

Code of Ethics

The next cycle for taking the NAR mandated Code of Ethics course began **January 1, 2005 and runs through December 31, 2008.**

When you take the class, please fax a copy (620-7272) or mail a copy to the board office at 6 Cushman St. Augusta, Me. 04330.

All REALTORS® must take this class to maintain their good standing as a REALTOR®.