



Meet Aaron Bolster
2021 Maine Association of REALTORS® President

1. Why did you start in real estate? It was the spring of 2000, I found myself unemployed. After working at a large company for eight years called Avian Farms, they went bankrupt. I had several job offers in the poultry industry, but the thought of moving my family out of state was not an option. My roots were in Maine and family is extremely important to me. I answered a little ad in the Morning Sentinel, "real estate agents wanted". It has now been almost 21 years being a licensed agent and REALTOR®.

2. What was your first sale? It was a piece of land in Manchester, the sales price was around \$30,000.00. What I do remember was the experience for me was embarrassing! I was on the buyer's side and at the closing table, the attorney asked for the funds to close. The buyer whips out his personal check book and starts writing a \$30,000.00 + check. What do you think the attorney did? The room was full of people, listing agent, two sellers, the closing attorney, both buyers and little ole me. I wanted to disappear, since it was my responsibility to inform the buyer that a bank check was needed, the closing was delayed until the buyer could retrieve certified funds. I did not do that again and now when our office trains new agents, we certainly do our job.

3. What was your favorite sale? This is a challenging question to answer since my memory is full of very positive sales. However, my favorite sale was when my daughter and son-in-law purchased their first home. They had been renting for a few years when the light bulb went on about being homeowners. We sat down and formulated a plan for their purchase and around 18 months later, they closed on a sweet home only 3.5 miles from my residence. There are several reasons it was so special, first to see your child achieve the American Dream is up and personal. Second, seeing the excitement for more than a few minutes was extremely beneficial. In other words, most of the buyers and sellers over the years has been good relationships, but you don't end up spending much time with them during the process. I got to experience "the buyer's energy" every time I saw them. Lastly, my little granddaughters visit me all the time!

4. What is something people may not know about you? I love to talk and meet with people, hence this business is really about people and not real estate, it works well for me. However, I actually like my privacy and probably could be classified as an introvert. When my wife and I built our home, I decided to position it so it could not be seen from the public road. When I am home, nobody knows it, just the way I like it.

5. What led you to the Presidency of the Maine Association of REALTORS® (MAR)?

I would say a life changing moment was on May 17, 2012 at the NAR Mid-Year REALTOR® Rally at the Washington Monument in D.C. According to most, it was the largest gathering of

REALTORS® in one place at the same time from all 50 states and beyond to stand and protect the American Dream. The count was approximately 15,000 REALTORS®!

6. What would you like members to know about MAR? There is so much to say about MAR! First, the team working for you is a very well-oiled machine. This is great for our volunteer leaders, our members, and the industry we represent. Second, the staff at our association is so dedicated to the membership. We are truly blessed as members to have the years of experience from these professionals that serve all of us. The work that is being done daily is overwhelming, just so we can help sellers sell and buyers buy property. When you study the organizational chart and experience how it all gels together, it is simply astonishing.

7. What is your plan for MAR for 2021? My plan is to work the strategic plan set forth, advocate for property rights, and unite our membership just as REALTORS® began on a national level in 1908.

8. What would you like members to know about the National Association of REALTORS® (NAR)? This is one of the most influential trade associations in the world! If you have never been to a national meeting or convention, I highly encourage you to attend as soon as possible. You will love the energy and want more. For those of you that have been to an NAR event, invite someone who has not, it might impact them to get involved. The resources you have as a member are overwhelming, please visit nar.realtor often - login, explore, learn, and grow.

9. How do you relax and unwind? I enjoy the woods, just walking through the forest exploring God's creation and observing the wildlife is refreshing to me. Also, I do ride snowmobiles for a winter sport. Each year my goal is to travel 1,000-1,500 miles throughout Maine and explore the beauty our state features.

10. How can members be in contact with you? I can be reached at abolster@alliedrealty.net or 207-399-9005. Let's unite and make 2021 a year to remember!