



## **Meet Madeleine Hill** **2022 Maine Association of REALTORS® President**

### **Why did you start in real estate?**

My real estate journey began in 2006 at a time when I was between careers and preparing to buy my first home. While I was searching the housing market, I started to investigate the license requirements and career opportunities related to becoming a REALTOR®. I had always wanted to establish a career that would allow me to be in control of my own growth and success, manage my own time, and most of all build valuable relationships. I knew that real estate was the answer. After my initial research, I sought out the advice of local REALTORS® and was ultimately convinced that this was where I wanted to focus my life. It is what I love.

### **What was your first transaction?**

In my first transaction, I was the Buyer Agent for a single mother of two who had been working towards her goal of buying her first home. One of her children struggled with significant health issues, so accommodating her child's needs was her main priority. Adding to the challenge, as a small business owner, her financing required her to find a lender that would facilitate a portfolio loan. After working together for many months to find the right property and the right lender, I remember her tears of happiness at the closing table, and admittedly mine as well. It was a wonderful moment for us both! It is a day I will never forget.

### **What was your favorite transaction?**

My favorite transaction may also be one of my most challenging. A couple had reached out to me to sell their beautiful, 16-acre farmhouse with a maple sugar shack, gardens, and old barn. It was an incredible property. They had been trying to sell for quite some time and had been unsuccessful. After our initial meeting, I could tell that they were frustrated. They had lived in their home for 42 years but now needed to downsize as the farm was becoming too much of a burden to maintain. I desperately wanted to help these folks move quickly and with as little friction as possible, but little did we know how challenging this would be. Unfortunately, due to various circumstances beyond our control including lost buyer financing, missed plane rides, one couple divorced mid transaction, and more, it took placing their property under contract five times before we finally met together at the closing table. Although an arduous and time-consuming process, in hindsight I sincerely appreciate the time spent we spent together and the relationship we developed while overcoming these challenges. Through all the nightly phone calls and many hours of time spent together, we became a family. I wouldn't trade the struggle for anything. At the closing table the wife looked at me and said, "I had four sons, but I never had a daughter until you." Together we persevered and built a forever relationship. And now, my daughters enjoy their homemade maple syrup from the farm every time we have pancakes for breakfast.

### **What is something people may not know about you?**

I try to involve my daughters as much as possible in my professional career, so I asked them to answer this question for me! They said to tell people that I've hiked Mt Katahdin 3 times, I coach basketball (my first year), I was a teacher in New Zealand, and my favorite gift is a handwritten card. This was a fun question to ask them! My youngest daughter went to her first closing when she was 2 weeks old, and

they have been a part of my career every day since then. I appreciate their continued involvement and support. We are truly a real estate family.

### **What led you to the Presidency of the Maine Association of REALTORS® (MAR)?**

Approximately 10 years ago I was asked to serve as a director on our local board. At the time making that decision was not an easy one. I was a young mother, laser focused on my career, and when I commit to something I want to give it 100%. I remember having a conversation with my company owner and she said to me “Try it, and if you love it, it will become a part of who you are and what you do.” She was exactly right! Leadership has changed my life in the very best ways, and I am so thankful for this opportunity to give back to our association. I would highly encourage anyone who has been thinking of giving back to our industry to try a year of service. I promise you it will be the best decision you could ever make as a professional who is dedicated to success.

### **What would you like members to know about MAR?**

The Maine Association of REALTORS® receives much recognition and praise from across the country for our work and advocacy. MAR works tirelessly for our members on every level to promote and protect our industry. I would strongly encourage all members to go to our website and look at the member benefits page where you will find a list of things to help support your business. Please come join us in our efforts. We want to hear from you! We highly value a geographically diverse representation of local markets and perspectives. Even if you don't know exactly how to serve or what to do, please call us. We can find the perfect fit for you on a committee, task force, volunteer group; there are many options for all. It is the most rewarding experience; one I guarantee you will be thankful for.

### **What is your plan for MAR for 2022?**

It is not my plan; it is OUR plan. My job as a leader to steer our association through our strategic plan and any pressing issues that come before us. We have record membership numbers, and I want to do everything possible to maintain the highest level of professionalism and consumer confidence. I am committed to education, ethics, sustainability, diversity, and working to ensure the best qualified licensees. We are also focused on the housing shortage and studying ways to create inventory and promote homeownership at all levels. I have been involved with several task forces and committees over the years and will continue my work this year with positivity and dedication.

### **What would you like members to know about the National Association of REALTORS® (NAR)?**

NAR sets the standard for professionalism, advocacy, and ethics. Protecting our industry at the federal level, monitoring economic trends, and state level licensing. We are so fortunate to have their influence at local, state, and national tiers. I would encourage fellow REALTORS® to consider serving on a national committee. We are only as good as our volunteers, and it is such a rewarding experience. Lastly, NAR offers endless benefits such as economic projections, marketing strategies, education, research reports, housing statistics, various certifications, and so much more. Please go to [www.nar.realtor/membership](http://www.nar.realtor/membership) to explore their wealth of knowledge and opportunities to help your business.

### **How do you relax and unwind?**

I find my peace and relaxation in the little moments, for example watching the sunrise with a cup of tea, sitting around a campfire sharing stories, listening to good music, going for a hike, and most importantly

spending time with my family and friends. We live in such a fast-paced world, and our work is no exception, so it is important to slow down, appreciate the little things, and enjoy a special moment whenever possible.

**Where's your favorite place in Maine?**

We are so fortunate to live in such a beautiful state, I could never pick just one place! Everywhere I look is a photograph in my eyes. My drive to my office on Bailey Island is incredible, I am thankful for it every morning. Mt Katahdin is one of my favorite places, the mountain inspires adventure! Being in the West Forks or Damariscotta Lake with my family are two spots at the top of my list, we have many fond memories there. No matter if it's a coastal beach, the northern woods, or your favorite hiking trail, it's all a blessing. We are lucky to be exactly where we are.

**How can members be in contact with you?**

I look forward to connecting with our members. The best way to reach me is a phone call or text to 207-807-6578. If you prefer to email it is [mhill.realestate@gmail.com](mailto:mhill.realestate@gmail.com). I would be so happy to hear from you. Thank you!