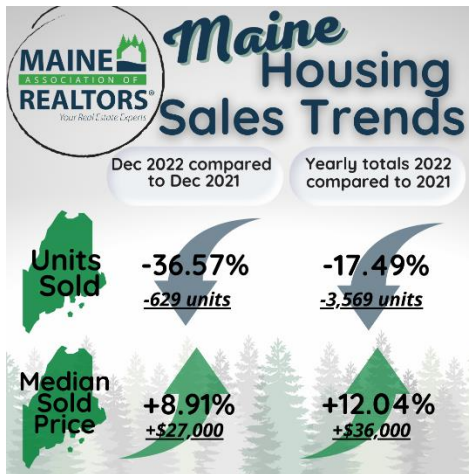


January 20, 2023



SALES DOWN AND VALUES UP IN DECEMBER:

In a press release to the media today, Maine home sales decreased -36.57% comparing December 2022 to December 2021. The

median sales price (MSP) was \$330,000, an 8.91% increase in that same time period. NAR reports that existing home sales were down and prices up nationally and in the northeast, comparing December 2022 to December 2021.

SALES DOWN AND VALUES UP FOR 2022:

For calendar year 2022, Maine REALTORS® sold 16,832 single family homes, a decrease of -17.49% over 2021. The statewide median sales price for calendar year 2022 increased 12.04% to an historic high of \$335,000. For more information, [read the full release here](#).

WELCOME BRENDA!

The Maine Association of REALTORS® has hired Brenda Heikkinen as a part-time Office Assistant. Brenda will provide member service and office support Monday through Friday from 8:30 a.m. – 12:30 p.m. You can reach [Brenda](#) at 207.622.7501.

HOW ARE YOU COMMUNICATING AS A REAL ESTATE PROFESSIONAL?

by MAR Legal Counsel, Hannah McMullen

Quick Links

[Maine Association of REALTORS®](#)

[National Association of REALTORS®](#)

[Maine Listings](#)

[Maine Real Estate Commission](#)

Board Portal Links

[Greater Bangor Association of REALTORS®](#)

[Greater Portland Board of REALTORS®](#)

[Kennebec Valley Board of REALTORS®](#)

[Maine Association of REALTORS®](#)

- Maine Commercial Association
- MAR Only Members
- York County Council

Article 12 of the NAR Code of Ethics states the following: "REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional." Please make sure that you clearly identify yourself as a REALTOR® in all of your real estate communications (i.e. to customers, clients, other REALTORS®, etc.). This includes communications such as texts or emails sent to listing brokers to request showings.

In addition, Chapter 410, Section 1 of Maine Real Estate Commission rules requires that you include in all real estate brokerage advertisements a prominent display of "the trade name as licensed by the Commission of the real estate brokerage agency that placed the advertisement." Please note that advertisements "include all forms of representation, promotion and solicitation disseminated in any manner and by any means of communication for any purpose related to real estate brokerage activity, including, at a minimum, advertising the sale or purchase of real estate or promotion of real estate brokerage services conducted by mail, telephone, the Internet (including but not limited to the world wide web, electronic mail and social media), business cards, signs, television, radio, magazines, newspapers, and telephonic greetings or answering machine messages."



and Legislative Committee to meet Maine's Legislators. Join us, no registration required.

JOIN US JANUARY 24! SOCIALIZE WITH MAINE LEGISLATORS:

The Maine Association of REALTORS will be hosting our annual "Meet & Greet" Maine's legislators at the Senator Inn in Augusta on **Tuesday, January 24 from 4:00 to 6:00 p.m.** This is a strictly social event and opportunity for members to join MAR's leadership team

Mid-Coast Board of REALTORS®

- Acadia Council
- Waldo County Council
- Penobscot Bay Council

Mountains to Shore Board of REALTORS®

- Androscoggin Valley Council
- Lincoln County Council
- Merrymeeting Council
- Western Maine Council

MAR Leadership

President
Carmen McPhail
President Elect
Paul McKee
First Vice President
Jeff Harris
Treasurer
Eric Flynn
Chief Executive Officer
Suzanne Guild

Last Issue: January 12

Some content may be commercial in nature.

What do you know about Unorganized Territories?



Q&A with:
LAND USE PLANNING COMMISSION

JAN 30th
12pm-1pm *Sign Up Now*

registration now open

claire@mainerealtors.com
207-622-7501
mainerealtors.com

LUNCH AND LEARN JANUARY 30:

Join us on **Monday, January 30** from 12:00 – 1:00 p.m. via **Zoom** (no-cost) as we host the [Maine Land Use Planning Commission](#) for a session

regarding Maine's Unorganized Territories. We welcome LUPC's Stacy Benjamin, Acting Chief Planner and Audie Arbo, Permitting and Compliance Manager to provide an overview of the Land Use Planning Commission's role as the planning and zoning administrator for Maine's Unorganized Territories. Their discussion will include how permits for development projects are obtained and reviewed, and the standards that apply to residential and commercial development proposals. [Register here](#)

2023 FORMS NOW IN YOUR LIBRARY:

MAR's 2023 forms have loaded automatically into your Zipform library and are now live. To view the changes for 2023, marked up versions of the 2022 [forms are filed in the REALTOR® Access Only section of the MAR website](#) (password: codeofethics)

COPYRIGHT 2023:

All copyright dates in the forms' footers now read Copyright © 2023. The Revised dates indicate the last time that MAR amended that particular form.

ZIPFORMS: START WITH THE COVER SHEET:

For each new transaction in Zipforms, make a habit of first completing the Cover Sheet which is filed alphabetically in the list of forms. When you complete and save the Cover Sheet, many fields will auto-populate into other forms for your transaction which will save you time and data entry.



Maine Association of
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Connect with us!



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Email: info@mainerealtors.com