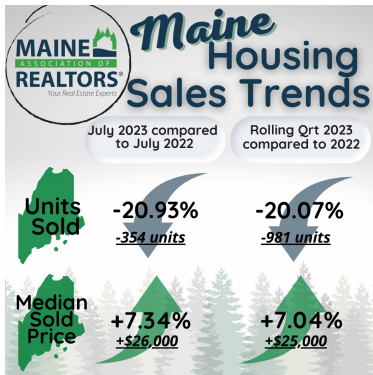




MAINE ASSOCIATION OF REALTORS®

Your Real Estate Experts



SALES DOWN AND VALUES UP IN JULY:

In a press release to the media today, Maine home sales decreased -20.93% comparing July 2023 to July 2022. The median sales price (MSP) was \$380,000, a 7.34% increase in that same time period. NAR reports that existing home sales were down and median sales

prices were up nationally and in the northeast comparing July 2023 to July 2022. [Read the full release here!](#)

JOIN US FOR RIDING WITH THE BRAND!

Building Communities is OUR Brand! Join us for these community service events!

-Bangor Area: September 19 from 10 a.m. – 2:00 p.m. [Penquis](#) Community Clean Up

-Mid-Coast Area: October 2 from 10 a.m. – 3 p.m. Partnering with [Mid-Coast Habitat for Humanity](#) for a build day! Kick off our 2023 Annual Convention by making a great impact!

-Lewiston-Auburn Area: October 17 Time 9 a.m.– 2 p.m. Lewiston/Auburn Area, [Rebuilding Together Partnership](#), Home Improvement Project, more details to come!

Sign up below for Riding With the Brand Community Outreach Days!

MAINE ASSOCIATION OF REALTORS®
Your Real Estate Experts

BUILDING COMMUNITIES IS OUR BRAND

Join us for **#RidingWithTheBrand** this fall- THREE different community outreach days

PENQUIS
Helping Today • Building Tomorrow
Sept 19 | Bangor Area

Follow the link to learn more about how you can show your REALTOR® Brand!

Midcoast Habitat for Humanity®
Oct 2 | Rockport Area
Kickoff Event for Convention!

Rebuilding Together.
Oct 17 | Lewiston/Auburn
claire@mainerealtors.com
<https://na.ly/RWTBMaine>

SIGN UP NOW

Sign Up Now!

UNACCOMPANIED ACCESS TO PROPERTIES:

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

[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

We're hearing about this again, so here's a reminder about the prohibition against giving buyers or potential buyers direct unaccompanied access to properties: It is absolutely prohibited to give access to a potential buyer or buyer to visit or view a property on their own – even vacant properties. To do so is a violation of the Code of Ethics (subject to sanctions and fines), and Maine Real Estate Commission laws and rules (subject to sanctions and fines, including suspension or revocation of real estate license). It is never ok and there is no excuse which is good enough to undertake this behavior.

RECENT MREC CASE:

Seller filed a complaint against Buyer Agent for allowing buyer unsupervised access to the property. Agent was running late for a showing at seller's property and gave his buyer the lock box code to enter the seller's home unsupervised before the Agent arrived at the property. After he and the buyer left the property, the seller called the Agent and asked if he had shared the code with the buyer. Agent admitted that he panicked and told the seller he did not. Agent also told seller that the buyer was another real estate agent when in fact the buyer was not. Buyer Agent later sent an apology letter to the seller and Seller Agent. Buyer Agent acknowledged that when he gave the lockbox code to his buyer and allowed unsupervised entry to the property "his actions demonstrated a lack of trustworthiness and competence to transact real estate services in such a manner as to safeguard the interests of the public." (32 MRS § 13067-A)(1)). He also acknowledged that he was not truthful when he told the seller that the buyer was a real estate licensee "which constitutes or demonstrates untrustworthiness or dishonest, fraudulent or improper dealings." (32 MRS § 13067-A(2)). Licensee agreed to pay a fine in the amount of \$2,000.



SCAM: FRAUDULENT SELLERS:

MAR continues to hear about situations involving fraudulent sellers who try to sell properties in Maine that they do not own - recently on a property in Brunswick. Seller impersonation fraud is happening across the

country, most commonly involving vacant land listings with non-local owners.

For prospective sellers who are not physically located near you/the property, ask them to Zoom, Google Meet, Facetime with you for a first meeting – and ask them to show their identification on the screen. While scammers may also have fraudulent identification, they are likely to be unwilling to show their face on a screen. In this Brunswick situation, the "sellers" had sent copies of fake driver's licenses that looked VERY real but would not go on-screen to meet for real-time

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Last Issue: August 17

Some content may be commercial in nature.

verification. The land actually belonged to an elderly couple from New York, whose identities had been stolen years ago, and was not for sale.

For potential sellers who are nearby, always schedule first meetings with customers/clients in the office, verify their identity (take a photo of their driver's license), and introduce them to a colleague.

Use your Forewarn app (a NO-COST member benefit provided by Maine Listings).

- Conduct a reverse lookup of the telephone number in FOREWARN and if it comes back with anything other than the expected person – investigate further.
- Conduct a reverse name search in FOREWARN and call the number(s) provided to confirm the person's identity and whether or not they did indeed contact you to list the property.

In addition, you should verify information about the listing property and owner with the town/municipal tax records and the registry of deeds.

Trust your instincts, be safe, and let law enforcement and others know about any suspicious and unsettling interactions. Always.

MAR CONVENTION FULL REGISTRATIONS ARE SOLD OUT:

Thank you to all who have registered for CSI- Communicate, Socialize & Innovate” – the MAR convention scheduled for October 3-5 at the Samoset Resort. We have reached capacity for the full registration slots and are SOLD OUT. Thank you for your support!



REGISTRATION CONFIRMATIONS:

All convention registrations received have been processed and confirmations have been distributed, or members have been contacted regarding wait lists. Confirmation emails were sent from bonnie@mainerealtors.com. Read your confirmation closely.

CONVENTION EXHIBITS AND SPONSORS:

Exhibit spaces are sold out. We have a few sponsorship opportunities remaining for the 2023 convention. Please reach out to tanya@mainerealtors.com for additional information and to maximize your company's exposure to our Association's membership.



MEDIATION/OMBUDS TRAINING:

On September 7-8, MAR will be offering a two-day training with Diane Disbrow, a national educator, to expand the rosters of Professional Standards mediators and ombuds for local REALTOR® boards across Maine. The training is no-cost to you (but your time). In return, you would be

willing to volunteer once or twice each year to help resolve confidential contractual disputes arising out of real estate transactions. If this type of role interests you, please contact [Suzanne](#) at MAR for additional information.

MAINE LISTINGS NEWS:

Click on the links below to learn about:



- [FloPlan](#)
- [General Preferences](#)
- [Reverse Prospecting](#)
- [QA Reminder](#)
- [Setting Up a Subscription](#)
- [Training Registration](#)
- [Compliance Corner](#)
- [Training](#)

Connect with us!



Maine Association of REALTORS® | 19 Community Drive, Augusta, ME 04330

[Unsubscribe tanya@mainerealtors.com](mailto:tanya@mainerealtors.com)

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