



2024 MAR OFFICERS

ELECTED:

At the October 4, 2023, Annual Meeting of the Maine Association of REALTORS®, the membership elected its 2024 MAR Officers:

- President: Paul McKee (Keller Williams Realty, Portland);
- President Elect: Jeff Harris (Harris Real Estate, Farmington);
- First Vice President: Judy Oberg (Oberg Insurance & Real Estate, Bridgton), and
- MAR Treasurer (continuing term): Eric Flynn (Excellence Realty, Portland)



The 2024 Officers were installed by National Association of REALTORS® 2024 President Elect Kevin Sears of Springfield, Massachusetts. Congratulations and thank you for your commitment to MAR and Maine's real estate industry!



2023 MAINE REALTOR® OF THE YEAR:

Congratulations to Laura Pellerano! A REALTOR® since 1999, Laura is affiliated with Legacy Properties Sotheby's International Realty in their Northeast Harbor office. Laura is a past President of the Acadia Council and the Mid-Coast Board of REALTORS® and has served as Board Treasurer since 2018. Laura has served as an MAR Director for

four years, been a member of the MAR Legislative Committee for seven years, and MAR's budget committee since 2021. She serves on Professional Standards and the Maine Listings Policies and Procedures Committee. Laura holds the ABR, GRI, CRS and Green Designations; is committed to learning and professional development and is a MARPAC Major Investor. In her spare time, she volunteers in her community, is a talented photographer and works with local writers and conservationists to document and explore our natural world. Congratulations and

Quick Links

[Maine Association of REALTORS®](#)

[National Association of REALTORS®](#)

[Maine Listings](#)

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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

thank you Laura! Laura's email: lepellerano@gmail.com

THANK YOU FOR YOUR SUPPORT!

More than 500 REALTORS®, Affiliate Members, and industry professionals were at the Samoset this week for CSI – Communicate, Socialize & Innovate: the MAR Annual Convention. Thank you!



THANK YOU TO OUR 2023 CONVENTION SPONSORS!

The support of these industry partners is most appreciated!

Diamond Sponsors (\$2,500):

- Camden National Bank
- Skowhegan Savings Bank

Gold Sponsors (\$2,000)

- Gateway Title of Maine
- KFS Mortgage Company

Silver Sponsors (\$1,500)

- Bangor Savings Bank
- CMG Home Loans
- Great East Title
- Maine Savings Federal Credit Union
- Treworgy & Baldacci
- Vacasa Vacation Rentals

Bronze Sponsors (\$1,000)

- First National Bank
- REALTOR.com

SPECIAL THANKS TO OUR TRADE SHOW EXHIBITORS TOO!

- All Dry Services of Southern Maine
- America's Preferred Home Warranty
- Atlantic Coast Title Company
- Black Point Title
- Bouchard Cleaning & Restoration
- Caliber Home Loans
- Camden National Bank
- CUSO Home Lending
- First Light Inspections
- Gateway Title of Maine
- Great East Title
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- REALTOR.com
- Red Door Title
- Schaeffer Douglas Title
- SERVPRO
- Stewart Title Company
- Tate Ficker Insurance Agency
- The Real Estate Learning Group
- University Credit Union

President

Carmen McPhail

President Elect

Paul McKee

First Vice President

Jeff Harris

Treasurer

Eric Flynn

Chief Executive Officer

Suzanne Guild

Last Issue: September 27

Some content may be commercial in nature.

- Vacasa Vacation Rentals

NATIONAL FLOOD INSURANCE PROGRAM EXTENDED:

Thank you to those who responded to NAR's Call for Action last week regarding the National Flood Insurance program. The U.S. Congress and the President signed a Continuing Resolution through November 17, 2023 to keep the federal government, including the NFIP operational.

EVERY MONTH IS SAFETY MONTH!

The Maine Association of REALTORS® has been notified that a woman, claiming to have Parkinsons Disease and using a walker, is in Maine (from Maryland) searching for homes in southern Maine as a cash buyer. She is vague/changes her story about her exact location in Maine and lacks her own transportation. A York County REALTOR® picked her up at an agreed-upon location and showed her 4 properties, with the woman stating that she would show proof of funds with an offer after going to the bank the next morning.

A later search on Forewarn and Google showed that the woman has an extensive criminal history including armed robbery, fraud, forgery, and theft in other states. There has been no additional communication since the showings. The agent contacted law enforcement.

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.

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. You can use a phrase like, "it's our office protocol for new customers and clients". If they're unwilling, likely a red flag.

When showing a home, accompany the potential buyers at all times, and always have your prospect walk in front of you. Don't lead them, but rather, direct them from a position slightly behind them for your physical safety and for the security of the premises.

Safety comes first, trust your instincts, and let law enforcement and your colleagues know about any suspicious and unsettling interactions. Always.

CYBERSECURITY AWARENESS MONTH:

Since 2004, the President and Congress have declared October to be Cybersecurity Awareness Month.

Learn more here: [Click Here](#)

4 Things You Can Do:

- **Think Before You Click: Recognize and Report Phishing:** If a link looks a little off, think before you click. It could be an attempt to get sensitive information or install malware.
- **Update Your Software:** Don't delay -- If you see a software update notification, act promptly. Better yet, turn on automatic updates.
- **Use Strong Passwords:** Use passwords that are long, unique, and randomly generated. Use password managers to generate and remember different, complex passwords for each of your accounts. A passwords manager will encrypt passwords securing them for you!
- **Enable Multi-Factor Authentication:** You need more than a password to protect your online accounts, and **enabling MFA makes you significantly less likely to get hacked.**

GPBR COURSE – LD 2003 – OCTOBER 19:

The Greater Portland Board of REALTORS® is offering “A New Source of Housing Inventory: Navigating Opportunities Provided by LD 2003” on October 19 from 10:00 a.m. – 1:00 p.m. at Holiday Inn by the Bay in Portland. The course has been approved for 3 continuing education credit hours by the Maine Real Estate Commission. For registration and cost information: [GPBR Annual Meeting & Affiliate Expo - Greater Portland Board of REALTORS® \(thegreaterportlandboardofrealtors.com\)](https://www.thegreaterportlandboardofrealtors.com)

MAINE LISTINGS NEWS:

Click on the links below to learn about:



- MAR Convention Winners
- How's the Market?
- Cybersecurity Awareness Month
- Activity Report
- Realist
- Dashboards The Way You Like Them
- Compliance Corner

Maine Listings News link: [Click Here](#)

2023 HOLIDAY SCHEDULE REMINDER:

Defined in paragraph 23 of the Purchase and Sale Agreement (and Addenda): "days in this Agreement, including all addenda made a part hereof, shall mean business days defined as excluding Saturdays, Sundays and any observed Maine State/Federal holidays". The Maine State Holiday list is inclusive of all federal holidays. As always, the best approach to any confusing holiday is to communicate both with your client and the agent for the other side to be sure you have all counted the same way and have the same expectations.

Here's the holiday schedule for 2023: [Click Here](#)

INDIGENOUS PEOPLES' DAY HOLIDAY:

MAR and Maine Listings offices will be closed Monday, October

9 for the Indigenous Peoples' Day holiday. The Maine Listings Member Success Team will monitor the systems and Help Desk email over the holiday weekend. If you should experience any issues, please email help@mainelistings.com.

The Maine State Museum has assembled some learning resources about Indigenous Peoples' Day that can be accessed here: [Click Here](#)

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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