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# **Badger Team Meeting**

*November 9, 2020*

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# Overview

- Welcome to the team!
- Marketing Minute
- Referral Spotlight
- Market Update
- October Numbers
- Contract Deep Dive - Clause to protect your buyer
- Other Important & Exciting Stuff
- In Closing

# Welcome to the Family!

*North Conway Office*

Jackie Goodhart



# Marketing Minute

# Berlin Office: Marketing Update



# Testimonials

For Jerry Hamanne  
By Rachel



*"Jerry, you really went above and beyond the call of duty! Thanks... we'll never forget it! We knew having you as our agent to sell our parents house was the right thing to do. We appreciate all the time and efforts you took to sell so quickly! Thanks again."*

★★★★★



*"Jerry, you really went above and beyond the call of duty! Thanks... we'll never forget it! We knew having you as our agent to sell our parents house was the right thing to do. We appreciate all the time and efforts you took to sell so quickly! Thanks again."*

For Jerry Hamanne  
by Rachel

★★★★★



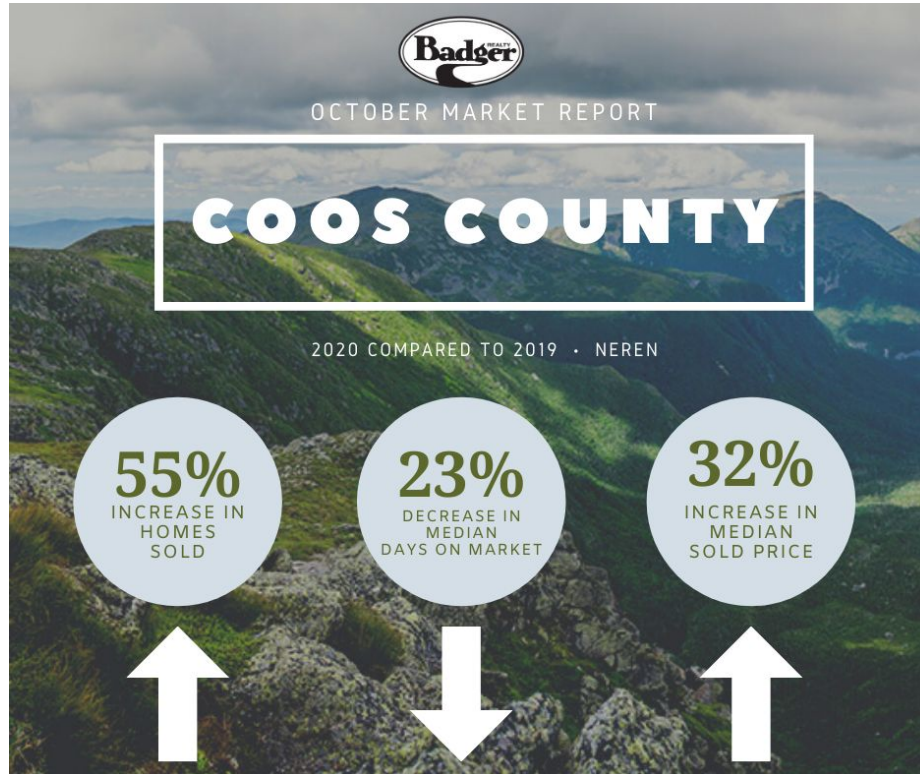
For Jerry Hamanne  
by Rachel

*"Jerry, you really went above and beyond the call of duty! Thanks... we'll never forget it! We knew having you as our agent to sell our parents house was the right thing to do. We appreciate all the time and efforts you took to sell so quickly! Thanks again."*

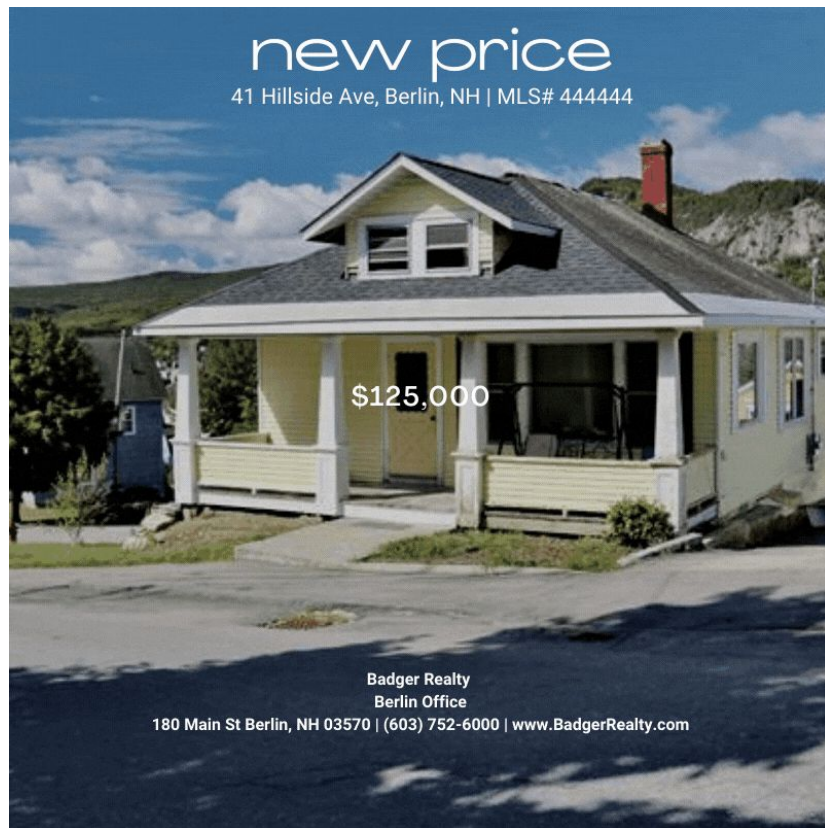
★★★★★



# Market Updates



# Social Media Templates



# Programs & Events: Operation Warm

**firefighters**

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OPERATION **warm** | more  
than  
a coat



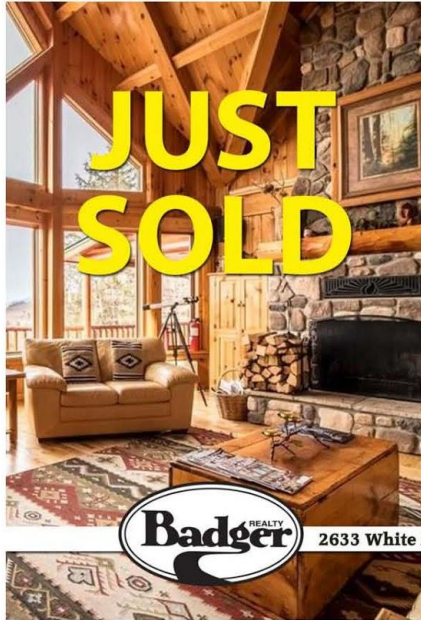


# October Marketing Moments



# SOLD POSTCARDS - NH

NEW LOOK for the FALL



Homes are  
selling quickly  
in your  
neighborhood.

Is now the right time to  
sell your property?

Discuss your options:  
603-356-5757

Visit our website at  
[www.BadgerRealty.com](http://www.BadgerRealty.com)

Sent to New Hampshire towns:

48 Albany

544 Bartlett

625 Conway/North Conway

189 Jackson

214 Madison

TOTAL – 1,620 Postcards (\$566 Postage Cost)

**INCREASE OF 257 Postcards**

Sent to Maine towns:

95 Fryeburg

TOTAL – 95 Postcards (\$32 Postage Cost)

Visit [www.BadgerRealty.com](http://www.BadgerRealty.com) for ALL available properties in the area.

## Real Estate Recap

Single Family, Condos & Mobile Homes

# September

## What's Available Right Now!

Single Family, Condos & Mobile Homes



**109 NEW Listings\***  
70% are already Under Agreement, Pending or Closed



**121 SOLD\***  
73% Single Family Homes  
42% Sold for Asking Price or More



**85 Homes Sold\***  
were on the market 30 Days or Less



**16 Condos/Townhouses\***



**82 Single Family Homes\***

35 are under \$300K  
36 are \$300K - \$381K  
11 are \$381K +



**5 Mobile Homes\***



Low Inventory!

The Housing Inventory Shortage Continues. We have buyers! Many sellers are getting asking prices or more! If new to your time to sell, please give us a call for a FREE Market Analysis of your property.

\*NORTH Information gathered 10-1-20 for September 2020. Towns include Albion, Bartlett, Chatham, Conway, Eaton, Freedom, Wales Location, North Location, Jackson, Madison, Tipton and Tamworth.

*Leading*  
REAL ESTATE COMPANIES  
IN THE WORLD

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OPEN HOUSE every Friday thru Monday in October • Time: 11 to 4 pm

### KEARSARGE BROOK

in cranmore



JOIN THE KEARSARGE BROOK SALES TEAM FOR A TOUR OF THESE BEAUTIFUL CRANMORE MTN SLOPESIDE CONDOMINIUMS

- Walk out proximity to the slopes
- Excellent Amenities
- Be here this winter
- Ask about the fantastic owner benefits

Masks are required. Tuesday thru Thursday by appointment

### What's Happening in the Mt. Washington Valley

9-24-20 thru 10-1-20 (Residential Properties)

▲ 27 New Listings this Week in MWV		▲ 49 Properties Closed this Week	
Property Types	Count	Property Types	Count
▲ 2 Albany	▲ 21 Single Family Homes	▼ 1 Albany	▲ 11 Bartlett
▲ 9 Bartlett	▼ 1 Condominium	▲ 11 Conway / North Conway	▲ 3 Eaton
▲ 5 Conway / North Conway	▼ 4 Mobile Homes	▲ 6 Freedom	▲ 4 Jackson
▼ 2 Freedom		▲ 6 Madison	▲ 5 Tamworth
▲ 1 Hart's Location		▼ 2 Tamworth	
▲ 1 Jackson			
▼ 3 Madison	• 10 of these homes are under agreement or closed		
▼ 2 Ossipee	• 13 of these homes are priced under \$300,000		
▲ 3 Tamworth			

35 of these SOLD Homes were on the Market 20 Days or Less  
70% of these Homes Sold for Asking Price or MORE!!!

▼ - Down from last week ▲ - Up from last week — - Stayed the Same

### Impeccably Appointed Mountain Home w/Sweeping Views



**BARTLETT, NH** - Natural light abounds in this impeccably appointed home featuring a spacious open floor plan, high-performance cedar log siding and washed ceiling. From the stunning wood floors to indoor income cedar, this lustrous beauty shines in the details. Spend your days capturing the property's exquisite landscaping or just relax in front of the fire while you cook in the sweeping views. Priced to sell! (463)263-1713/900



**BROWNFIELD, ME** - Cozy camp on a level one acre lot. Close to Saco River canoe put-in, yet off the beaten path. Home is in tough shape, but has many many features of days gone by including a hand water pump and wood cookstove in the kitchen. 3 bedroom septic design available. Close to Fryburg and North Conway. (463)279-520/000



**BARTLETT, NH** - Single floor living in the spacious 3 BR, 2 1/2 bath ranch. Gorgeous wide-plank flooring, custom molding, cedar closets & 2 fireplaces make this sun-filled home a great use. Convenience includes w/c or garage. Top floor laundry & large level yard, in a sought after intimate location. Easy access to everything MWV has to offer. Includes 1 acre buildable lot over down! (463)294-6489/900

### Fully Restored Contemporary w/Magnificent Mountain Views



**JACKSON, NH** - Jackson view property was fully restored with quality as a guideline. Magnificent mountain views from Mt. Washington across the Presidential's. Spacious kitchen with stainless steel Kitchen Aid appliances, Chathamville Granite, all cabinetry & built-in throughout home done by Farver's Kitchens. The second level features a large family room, hardwood floor, lower-level walkout with radiant heat on entry, central A/C and a generator. (463)380-5275/000



**NORTH CONWAY, NH** - Spacious Ski-In/Ski-Out fully remodeled Gossene Trilabite unit. Professionally remodeled in 2003. Move in ready & steps from the triple chalet at Gossene Resort. 3 BR. - spacious loft. From the NW kitchen to the cozy gas FP, stepping into quality, comfort & luxury. 4 miles of mtg living, deck overlooking property. private placed in patch of master suite. (462)775-1629/000



**JACKSON, NH** - 5.57 Acres in Jackson abutting conservation land, and just steps away from the Ellis River. Tucked in a private location, the building site will be located on a knoll with mountain views and possible river views once cleared. Enjoy fly fishing and swimming from your new mountain home. Fully surveyed, with septic, approvals in process. (463)331-1510/000

## LAND

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Jackson Office • 104 Main Street • Jackson, NH 03846 • (603)383-4407  
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# PRINT ADVERTISING

October 3, 2020

## September Stats

- How many new listings
- How many Sold
- A few stats
- What's available right now

## Open Houses

## 7-Day Market Snapshot

## 2 Fine Homes

## QR Code link to Videos

## New Listing Highlight

## LAND

## Promoting Website in multiple locations

## Promoting Social Platforms

Visit [www.BadgerRealty.com](http://www.BadgerRealty.com) for ALL available properties in the area.

**Gorgeous Mountain Views from this Stunning Custom Home**



**BARTLETT, NH** - Minutes from Attitash Ski Resort, the National Forest, and the Sacra River in beautiful Bartlett. 15 year old, quality built 4 bedroom, 3 bath, 2600 square foot custom home with a large level grassed back yard, chef's kitchen, cozy family room w/gas fireplace and stone walk and a 3-car garage. This is a great home to enjoy life in the mountains. (483)330-5645/360

**Open House - Join Kerry MacDougall at 31 Prides Pasture in Intervale**



**NORTH CONWAY, NH** - Lovely, open Village at Kearsarge home featuring winter views of Coombs. 4 BR + bonus room, 1st floor master suite, partially finished basement w/gaming room & workshop/deli/tanning area, deck, open kitchen/dining/living area w/quarter counters, 55 appliances & new gas FP across by a stone hearth. 2 full baths, one 1/2 bath & one full bath, 2-car garage. Lots of improvements made over the last 2 years. Towns sepct. (483)419-5675/300  
**DIRECTIONS:** From Route 16, take Kearsarge Mountain Road to the Village of Kearsarge (North River Road). Turn left right onto Prides Pasture. Home is the second on the left.

# PRINT ADVERTISING

October 10, 2020



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**FRYEBURG, ME** - Beautiful colonial nestled in the foothills of southern Maine! 4BR w/so much charm of the original day but updated in every way w/wooden conveniences. 3 season porch w/so much storage, FR w/ fireplace, & another gorgeous garage, pastoral view, call barn w/attached workshop area. Stunning stone walk w/wooded acres too. Full basement, new furnace & generator. (483)8723-5579/900



**CONWAY, NH** - PUD eligible townhouse in Old Mill Estates. Sold as is. Located in a private wooded setting at the end of this quality, quiet community. 3 BR, 2 bath home. First floor w/tilted entry into kitchen, fully appointed w/counter top island. Master BR w/bath. Upper floor w/bath has a large BR & large FR/bedroom w/skylight. Full basement ready to be finished. (483)2259-5500



**NORTH CONWAY, NH** - Beautifully renovated split level home on 0.5 acres on the "Ironing" Ski Trail. Walk into Foxden, Fall & Winter Woods from your front door. Mt. Washington views. This special property is private, convenient and close to all Mount Washington Valley activities. New flooring, cathedral ceilings & over-size 2-car garage. 3 BRs, 2 baths & so much more. (483)249-5379/900



**BARTLETT, NH** - Large secluded mountain home on 5.13 acres w/wooded privacy located in town of Bartlett. 3 BR, 2 full baths that have been renovated and a newly renovated kitchen that's bright and cheery! High ceilings & tons of windows to allow for plenty of natural light. Kitchen/dining opens up to large LR w/pine paneling & gas stove. 2 minutes to Attitash & short drive to Bretton Woods. (483)7669-9569/900

**OPEN HOUSE every Friday thru Monday in October - Time: 11 to 4 pm**

**JOIN THE KEARSARGE BROOK SALES TEAM FOR A TOUR OF THESE BEAUTIFUL CRANMORE MTN SLOPESIDE CONDOMINIUMS**



- Walk out proximity to the slopes
- Excellent Amenities
- Be here this winter
- Ask about the fantastic owner benefits

**Masks are required**  
 Sunday thru Thursday by appointment

**What's Happening In the Mt. Washington Valley**

10-1-20 thru 10-8-20 (Residential Properties)

▼ 20 New Listings this Week in MWV		▼ 16 Properties Closed this Week	
▼ 7 Bedden	▼ 14 Single Family Homes	▼ 2 A/Buy	▼ 4 Bedden
▲ 8 Convey / North Conway	▼ 4 Condominiums	▼ 8 Convey / North Conway	▼ 1 Jackson
▲ 1 Bawn	▼ 2 Mobile Homes	▼ 1 Jackson	▼ 1 Townhome
▲ 1 Jackson			
▼ 2 Outpace			
▼ 1 Tarawatch			

15 of these homes are priced under \$330,000

11 of these SOLD Homes were on the Market 13 Days or Less

25% of these Homes Sold for Asking Price or MORE!

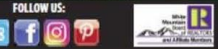
▼ - Closed from last week ▲ - Up from last week -- - Stayed the Same

**JUST LISTED**  
**SOLD!**  
**RECENTLY SOLD**  
**IN SEPTEMBER**  
**INTERESTED IN SELLING?**  
 Now may be a great time to make your move.  
 Let's discuss your options  
 (603)356-5757

**24 Residential Badger Listings SOLD in September. Congratulations to all the Buyers & Sellers!**

Address	Listed by	Days On Market	Selling Price
53 River Mountain Road, Bartlett	Listed & Sold by Diane McGregor	22	\$1,495,000
232 Rt 16a, Bartlett	Co-Listed & Sold by Diane McGregor/Kevin Kilpatrick	8	\$1,500,000
103 Harper Lodge Rd, Bartlett	Listed & Sold by Diane McGregor	3	\$1,200,000
207 Switchback Way, Jackson	Kathleen Sullivan - Head	4	\$775,000
105 Birch Lodge Road, Bartlett	Listed by Kathleen Sullivan - Head / Sold by Diane McGregor	7	\$675,000
953 Kearsarge Road, North Conway	Edward Cradigan	7	\$575,000
2645 Easton Road, Lisbon	Brendan Butterfield	60	\$540,000
Newcastle Brook Condominiums, NH	Co-Listed by Elvira Ochoa-Medina Jordan	81	\$530,000
15 Mount Mountain Circle, Bartlett	Listed by Kasia Badger & Sold by Bernadette Donohue	1	\$500,000
38 Lower Highland Rd, Jackson	Listed & Sold by Diane McGregor	20	\$420,000
100 White Oak Drive, Conway	Bernadette Donohue	39	\$392,500
93 Garmish Road, Conway	Listed by Dorethe Braun & Sold by Steven Dillen	5	\$385,000
75 Huffs Lane, Jackson	Listed & Sold by K. Atherton Sullivan Head	6	\$371,000
14 Regent Hill Road, Conway	Listed by Amy Rogers & Sold by Dorethe Braun	4	\$345,500
Lot 23 Pinesgrove ext, Olive Conway	Co-Listed & Sold by Brendon & Bernadette Donohue	6	\$335,485
1564 Plains Road, Madison	Bernadette Donohue	9	\$275,000
2553 Willow Hill Road, Acworth, ME	Michelle Jordan	4	\$295,000
14C Joshua Loop Road, Jackson	Dorethe Braun	91	\$257,000
400 Bond Spring Road, Newland, ME	Michelle Jordan	16	\$245,000
1138 Conway Road, Madison	Nathan Shaw	2	\$252,500
862 Christmas Mt. Rd, Bartlett	Dorethe Braun	62	\$185,000
6 Mountainview Road, Bartlett	Listed by LA Cradigan & Sold by Bernadette Donohue	16	\$199,000
19 Sans Street, Conway	Kerry MacDougall	4	\$110,000
16 Sans Street, Conway	Listed by Dorethe Braun & Sold by David Chavakis	4	\$102,000

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Custom Mountain Home with Dramatic White Mountain Views



**BARTLETT, NH** - Spacious contemporary wrapped in the natural splendor of the White Mountains. 5 bedrooms, 4 1/2 baths, 7-car garage, dramatic views, 7 acres & a multi-generational design. This stunning home featuring beautiful mill work & a creative open design which combines the outdoors with a gracious & relaxed living environment indoors. Multiple master suites. Mostly finished. \$1,789,999 \$1,300,000

Relaxed Elegance Hidden in the Midst of Ski Country



**BARTLETT, NH** - The welcoming foyer leads out to a beautiful stone fountain and as you walk the beautiful grounds, reminiscent of luxury enjoy quiet sitting areas in delightful gardens. The home centers around a love of beauty, good food & fine wine, with a kitchen that would be the envy of most restaurants. The dining room is highlighted by a massive stone fireplace and large glass enclosed wine cellar. Three master suites with elegant baths, balconies and patios overlooking the gardens. 3-Car garage, one level living w/2 of the suites on the main level, elevator, heated movie park, office, library, exercise studio, whirlpool, bar, grill, pizza oven & draft system, walking trails & great location nearby Attitash. 17 Acres. (862)236-52,600/000



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# PRINT ADVERTISING

October 17, 2020

Open House

7-Day Market Snapshot

**NEW!** Fine Home Feature

New Listing Highlight

Promoting Social Platforms

Always promoting our Website

LAND

OPEN HOUSE every Friday thru Monday in October • Time: 11 to 4 pm



JOIN THE KEARSARGE BROOK SALES TEAM FOR A TOUR OF THESE BEAUTIFUL CRANMORE Mtn Slopeside CONDOMINIUMS



- Walk-out proximity to the slopes
- Excellent Amenities
- Be here this winter
- Ask about the fantastic owner benefits

Masks are required. Reservations Thursday for appointment.

What's Happening in the Mt. Washington Valley This past week... 10/8/20 thru 10/15/20 (Residential Properties)

<p>▲ 25 New Listings this Week in MWV</p> <p>Property Types</p> <ul style="list-style-type: none"> <li>▼ 7 Bunkies</li> <li>▼ 1 Convey / North Convey</li> <li>▲ 2 Freedom</li> <li>▲ 1 Hales Location</li> <li>▼ 1 Jackson</li> <li>▼ 1 Madras</li> <li>▲ 4 Ossipee</li> <li>▲ 2 Tenthredin</li> </ul>	<p>▼ 15 Properties Closed This Week</p> <ul style="list-style-type: none"> <li>▼ 2 Albany</li> <li>▼ 2 Bartlett</li> <li>▼ 4 Convey / North Convey</li> <li>▼ 1 Freedom</li> <li>▼ 1 Jackson</li> <li>▼ 4 Madison</li> <li>▼ 1 Tennesser</li> </ul> <p>87% of these SOLD Homes were on the Market 28 Days or Less</p> <p>80% of these Homes Sold for Asking Price or MORE!</p>
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▼ = Down from last week   ▲ = Up from last week   ▬ = Staged the Same

19 of these homes are priced under \$332,000  
10 homes are already Under Agreement



**BARTLETT, NH** - Natural light abounds in this impressively appointed home featuring a spacious open floor plan, high performance cedar log siding and vaulted ceiling. From the stunning wood floors to indoor access down to this intimate beauty shines in the details. Spend your days exploring the property's exquisite landscaping or just relax in front of the fire while you soak in the sweeping views. Plus, Bartlett taxes! (863)6351 57,919/900



**BARTLETT, NH** - Minutes from Attitash Ski Resort, the National Forest, and the Saco River in beautiful Bartlett. 15 year old, quality built 4 bedrooms, 3 bath, 2000 square foot custom home with a large level gravel back yard, chef's kitchen, cozy family room with gas fireplace and stone work and a 3 car garage. This is a great home to enjoy life in the mountains. (862)730 5645/000



**NORTH CONWAY, NH** - Great rancher in the Village of Kearsarge w/white finished levels, 2 Bds, 1 1/2 baths, fireplace and woodstove hoodtop. Nice deck for sun. Village of Kearsarge has improved pool and forest for summer fun and is close to all the Valley activities. Just a stone throw to White Woods and to Coombs. This could be the ideal gateway location you and your family have been looking for. (862)368 5275/000



**BARTLETT, NH** - Enjoy the best of single floor living in this spacious, well built 3 bed, 2.5 bath ranch. Gorgeous wide plank flooring, crown molding, cedar closets and 2 fireplaces make this sun-filled home a must see. Convenience comes with a 2 car garage. 1st floor laundry and large level yard with a couple other intimate locations means easy access to everything the MWV has to offer. (862)194 5469/000



**BROWNFIELD, ME** - COZY CAMP ON A LEVEL ONE ACRE LOT. Close to Sara River canoe put in, yet off the beaten path. Home is a tough shape, but has many many features of days gone by including a hand water pump and wood cookstove in the kitchen. 3 bedrooms septo design available. Close to Fryeburg and North Conway. (483)579 550/900



**FRYEBURG, ME** - BEACH ACCESS, COZY & WARM. This Malin's last home of trees, down a well maintained country road, you will find this hidden gem with a private custom sandy beach on Lower Kimball Lake. Enjoy exposed beams, warm wood, and unique style throughout, along with huge screen porch & sun deck and a full level lanes and Fryeburg convenience. (862)768 5275/000

## LAND

**CONWAY, NH** - Get ready to build your full-time or home away from home! Nice 4.23 acre wooded lot in a lovely private neighborhood with driveway in place. Close to all the Mount Washington Valley has to offer. (483)4283 585/000

**NORTH CONWAY, NH** - Unique opportunity to build a 10 unit P-UD residential structure in the heart of North Conway. Structure will need to conform with the same footprint and design as originally approved by the Town of Conway and the Association. (482)9547 5450/000

**MADISON, NH** - Conveniently located near Conway Village and Silver Lake. This 3.6 acre lot would be a perfect spot to build a primary or vacation home. Potential mountain views should be obtainable on this gently sloping piece of land. Close to many ski resorts, lakes, rivers and shopping. Don't wait if you've been looking to find the right piece of land as this won't last long. (482)859 544,900

**JACKSON, NH** - Ski in Ski out view site at Black Mountain in Jackson. Skip the drive, the crowds, and the basal ridge. Line trails at the highest lot location in the association. This gently sloping lot offers views, privacy, association water and underground utilities. Double site also available. (817)960 5469/900

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## The #1 Reason Not to Wait to List Your House for Sale

Many industries have been devastated by the economic shutdown caused by the COVID-19 virus. Real estate is not one of them.

Purchaser demand is so high, the market is running out of available homes for sale in Carroll County. Anyone thinking of putting their home on the market should not wait. A seller will always negotiate the best deal when demand is high and supply is limited. That's exactly the situation in the real estate market today.

Next year, when the pandemic is hopefully behind us, there will be many more properties coming to the market. Don't wait for that increase in competition in your neighborhood. Now is the time to sell.



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OPEN HOUSE every Friday thru Monday in October • Time: 11 to 4 pm

### KEARSARGE BROOK of Chammoose



JOIN THE KEARSARGE BROOK SALES TEAM FOR A TOUR OF THESE BEAUTIFUL CRANMORE MOUNTAIN SLOPESIDE CONDOMINIUMS

- Walk out proximity to the slopes
- Excellent Amenities
- Be here this winter
- Ask about the fantastic owner benefits

Masks are required.  
Tuesday thru Thursday  
by appointment

LAND

**JACKSON, NH** - Brook frontage, views to "The Thumb" of Black Mountain, and the ability to ski from the top of Wildcat to the lake make this a very special half acre on Jackson's scenic Carter Notch Road. The back of the lot is bounded by March Brook with old stone walls on the other 3 sides, this level parcel really has to be seen to be appreciated. (483842) \$190,000

**Easton, NH** - Conway Lake Waterfront - With a level building site, level access to the lake, 225' of water frontage, & a private boat camp, this 2.61 acre site is ready for your new lake house. 15 minutes to W. Conway. Located in low tax Easton, NH. Additional lots available. (481570) \$649,000

**CONWAY, NH** - This is your chance to be part of an up and coming neighborhood. All lots are an acre or more and wooded. Level or sloped view lots available. Building packages available. Close to all valley activities. (4823016) \$62,900

**Madison, NH** - Conveniently located near Conway village and Silver Lake. This 3.6 acre lot would be a perfect spot to build a primary or vacation home. Potential mountain views should be obtainable on this gently sloping piece of land. Close to many ski resorts, lakes, trails and shopping. Don't wait if you've been looking to find the right piece of land as this won't last long. (4838839) \$4,900

### Gorgeous Mountain Views across the Presidentials



**JACKSON, NH** - Jackson view property was fully restored with quality as a quadplex. Magnificent mountain views from Mt. Washington across the Presidentials. Spacious kitchen with stainless steel Kitchen Aid appliances, Chathamville Granite, all cabinetry & built into throughout home done by Parsons' Kitchens. The second level features a large family room, hardwood floor, lower level walkout with radiant heat on entry, central A/C, and a generator. (4815100) \$195,000



**CONWAY, NH** - Lovely, open village at Kearsarge home w/interior views of Cranmore. 4 BRs + bonus room, 1st floor master suite, partially finished basement w/garage room & workshop (all heating area), open kitchen/dining/living area w/quartz counters, SS appliances & new gas FP surrounded. Tree hill traffic, one 1/2 bath & one full bath, 2-car garage. (4832789) \$675,000



**FRYEBURG, ME** - BEACH ACCESS, COLT & WADSW. This Maine's lush forest of trees, down a well maintained country road, you will find this hidden gem with a private association candy beach on Lower Fryeburg Hill. Easy exposed beams, warm wood, and unique style throughout, along with huge screen porch & sun deck and a lush level lawn and Fryeburg conveniences. (4829680) \$275,000

### Classic Country Home in a Perfect Jackson Location



**JACKSON, NH** - Classic country home set on the much loved Carter Notch Rd overlooking Eagle Mountain House Golf Course fairways & Jackson Ski Touring's trails. A great multi-generational design. 4 BRs w/private baths, spacious fireplace LR, DR w/side porch, den w/sloped roof & kitchen designed for multiple chefs. Enjoy the front porch, then walk to the Eagle for cocktails or dinner, play golf, hike or ski. Short walk to Jackson Falls. Hot tub on our deck. (4838191) \$950,000



**BROWNFIELD, ME** - COLT CAMP ON A LEVEL ONE ACRE LOT. Close to Saco River Canoe put-in, yet off the beaten path. There is no tough slope, but has many many features of days gone by including a hand water pump and wood cookstove in the kitchen. Bedroom w/closets design available. Close to Fryeburg and North Conway. (4830539) \$50,000



**BARTLETT, NH** - Enjoy the best of single floor living in this spacious, well built 3 bed, 2.5 bath ranch. Gorgeous wide plank flooring, crown molding, cedar closets and 2 fireplaces make this sun filled home a real gem. Cornerstone abound with a 2-car garage, 1st floor laundry and large level yard, while a single after interstate location means easy access to everything. (4815194) \$489,900

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# PRINT ADVERTISING

October 24, 2020

We Need Listings – top ¼ of Page

Open Houses

7-Day Market Snapshot

2 Fine Home

QR Code – Video

LAND

Visit [www.BadgerRealty.com](http://www.BadgerRealty.com) for ALL available properties in the area.

## Bear Creek Estate

BARTLETT, NEW HAMPSHIRE



TAKE A TOUR  
SCAN WITH YOUR  
CELL CAMERA



**RELAXED ELEGANCE** hidden in the midst of old country. The welcoming foyer looks out to a beautiful stone fountain and as you walk the beautiful grounds reminiscent of Tuscany enjoy quiet sitting areas in beautiful gardens. The home boasts a level of luxury, good food and fine wine, with a kitchen that would be the envy of most homeowners. The dining room is bright, lively, fun & inviting, with fireplace and large glass enclosed wine cellar. Three master suites with elegant baths, balconies and private walk-in closets are perfect. • Large open vine level living with 2 of the suites on the main level, elevator, theater room, pub, office, library. Expansive patio with a covered dining pavilion, spa, hot tub and staff system. Walking trails and a great location nearby. Available 17 Acres (3 lots of records). Great estate. No developer profit, but we desire you to view the virtual tour. Scan code above. (MLS #R22266) \$2,600,000.

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**BARTLETT, NH** - Stunning mountain view, contemporary style, and an expansive, luxurious floor plan to enjoy life and entertain guests. Privately located on a 2+ acre landscaped lot with a level grassed backyard in Bartlett's Ellis Ridge neighborhood. This home can offer a true level lifestyle. 4 bedrooms, and a 3 car garage. Minutes to dining and skiing. (482906) \$425,000



**BROWNFIELD, ME** - COZY CAMP ON A LEVEL ONE ACRE LOT. Close to Sand River Camp just do, get off the beaten path. Home is in tough shape, but has many many features of days gone by including a hand water pump and wood cookstove in the kitchen. 3 bedroom rustic design available. Close to Fryeburg and North Conway. (663076) \$50,000



**JACKSON, NH** - Fully restored w/quality as a guideline. Magnificent mtv views. Spacious kitchen w/5 Kitchen Aid appliances, Charonville granite, oil cabinets & built in throughout home done by Parson's Kitchens. The second level features a large family room, hardwood floors, lower level walkout with radiant heat in entry, central A/C, and a generator. (1615080) 1795,000



**FRYEBURG, ME** - BEACH ACCESS, COZY & WARM. Three Master's level level of three, shows well maintained country road, you will find this hidden gem with a private association sandy beach on 1 over Kimball Lake. Enjoy exposed beams, warm wood, and unique style throughout, along with huge screen porch & sun deck and a hot level lawn and fronting convenience. (662688) 527,000



**OPEN HOUSE every Friday thru Monday in October • Time: 11 to 4 pm**  
**KEARSARGE BROOK**  
in CHANMORE



**BARTLETT, NH** - Minutes from Attitash Ski Resort, the National Forest, and the Sand River in beautiful Bartlett. 15 year old, quality built 3 bedroom, 3 bath, 3600-square foot custom home with a large level grassed back yard, chef's kitchen, cozy family room with gas fireplace and stone work and a 3 car garage. This is a great home to enjoy life in the mountains. (161710) \$425,000

**JOIN THE KEARSARGE BROOK SALES TEAM FOR A TOUR OF THESE BEAUTIFUL CRANMORE MOUNTAIN SLOPESIDE CONDOMINIUMS**

- Walk out proximity to the slopes
- Excellent Amenities
- Be here this winter
- Ask about the fantastic owner benefits

Masks are required,  
Thursday thru Saturday  
by appointment



**BARTLETT, NH** - Natural light abounds in this impeccably appointed home featuring quality open floor plan, high performance cedar log siding & vaulted ceiling. Shining wood floors & indoor warmer radiators... this intimate beauty shines in the dusk. Spend your day exploring the exquisite landscape just minutes from the fire while you soak in the company of one, two or three loved ones. (162835) \$695,000

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Jackson Office - 104 Main Street • Jackson, NH 03846 • (603)383-4407  
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# PRINT ADVERTISING

October 31, 2020

Open Houses

Fine Home upper half of page

QR Code – Video

Price Reduced



## QR Code

33 Plus Visual Tours Available  
All done by Josh Laskin



- Market Chats and Stats
- Fine Home Collection
- For Sale – Take a Tour
- Open Houses – KB Tours
- @ Home in the Mountains
- White Mountain TV



# PRINT ADVERTISING

NH Buyers Guide - October 2020

2 Featured Homes

INFO-graphic – Targeted to Sellers

Promoting Website & Social Platforms

This ad is submitted 3 weeks before it hits the stands:

Under Agreement

Price Changes

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**Clearly, homes are selling at an incredibly fast pace. Call us if you're ready to sell and benefit from such a high-demand market.**

**65%** of homes sold in August were on the market for less than a month.

**JACKSON, NH** - Amazing views to Mt. Washington, Black Mountain, and the Presidential Ridge. 5,170 SF, 3 level, custom contemporary home has luxuriously large living & entertaining spaces which include spacious decks to take in the incredible mountain view. This 4+ bedrooms w/ 2 suites, wood fireplace, and 10' ceilings is a must see. 2-car garage and all set on 2 acres. \$1,400,000 #4819236

**Bartlett, NH** - Spacious contemporary wrapped in the natural splendor of the White Mountains. 3 BRs, 4.5 baths, 2-car garage, dramatic views, 7 acres & a multi-generational design. This stunning home featuring beautiful mill work & a creative open design which combines the outdoors with a gracious & relaxed living environment indoors. Multiple master suites. Mostly furnished. \$1,300,000 #4789799

**NORTH CONWAY, NH** - Mt. Cranmore Condo - Newly renovated, luxury 3 BR w/soa, full & 2.5 bath. This 1st level condo has luxury plank flooring, granite counters, SS appliances. Totally renovated bath. Custom stone IP in LR-DR. Cross the driveway & onto ski trail. \$479,000 #4809750

**BARTLETT, NH** - Large wooded 3 BR, 3 full bath mountain home on 3.3 acres. Each open space w/wooded privacy. Recent renovations including the kitchen/dining area which opens up to a large 12' w/soa stone, 2 fireplaces from French Bear Peak & short drive to Bretton Woods. \$463,000 #4827109

**JACKSON, NH** - Magnificent mountain views from Mt. Washington across the Presidential. Fully renovated home w/spacious kitchen, SS appliances, granite counters, high-end cabinetry & entry built-in throughout. Large 12' 10W floor, lower level walkout, central A/C, & a generator. \$799,000 #4813080

**NORTH CONWAY, NH** - Spacious 3e to 3rd and fully renovated Cranmore Clubhouse unit. Steps from the triple chairlift at Cranmore Resort. 3 BRs - 2 spacious bth. NEW kitchen & easy go thru place. Deck overlooking the greens & practice glazied in porch off the master suite. \$639,000 #4827151

**FRYEBURG, ME** - Beautiful 3 BR colonial w/attached garage & gorgeous backyard. Spacious main level w/ warm finishes providing a cozy ambiance in this very well cared for property. Propane stove, sunny back deck & yard. No need to look any further. \$325,000 #4827132

**BARTLETT, NH** - Beautifully renovated single family home w/soa 2 car, updates & down. Updates: propane kitchen w/wine refrigerator, quartz counter, white views, open concept living area w/ fireplace. Downstairs another kitchen w/wine refrigerator, association beach & hot tub in 1st. \$313,000 #4829445

**NORTH CONWAY, NH** - Two 2-bedroom, 2 bath units each w/ 2 bay garage. Panoramic mountain views & porch over the Sun Deck. Completely remodeled in 2015 including vinyl, roof, insulation, full interior, driveway, heating, A/C and much more... it is all fresh and modern. \$429,900 #4719229

**CONWAY, NH** - The newly designed "Deed" floorplan features an oversized great room open to your customized, modern kitchen. One-level living design w/large master suite including walk in closet and master bath. To be built in our new community close to all valley activities. \$528,000 #4827736

**REPRESENTATIVE PHOTO**

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Maine Buyers Guide - October 2020

Limited listings in Western Maine

All 4 are Under Agreement

Submitted 3 weeks before hitting  
the Stands



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**SWEDEN, ME** - Custom built Timber Frame on 68 acres with mountain views. 5 BRs & 4 1/2 bath. Gorgeous 1st floor master suite. Cathedral ceilings rise up to balcony overlooking great room & connecting two 2nd floor BRs. Lower level rec room, sauna, kitchenette & 2nd master suite. Beautiful grounds & fire pit. Separate studio unit located above 5-bay garage. \$1,450,000 ME# 1449177



**FRYEBURG, ME** - Beautiful 4 BR colonial nestled in the foothills of southwestern Maine! So much charm of its original day yet updated w/modern conveniences. 3-season porch w/small FP, FR w/FP, & another! Gorgeous grounds, pastoral views, 2-stall barn w/attached workshop. Stone walls & pond. Full basement, new furnace & generator. \$519,000 ME# 1461804



**FRYEBURG, ME** - Beautiful and well cared for 3 BR colonial w/attached garage. Spacious main level w/warm finishes providing a cozy ambiance. Propane stove, sunny back deck & yard. Large level, landscaped yard offers plenty of space inside & out. \$325,000 #1467763



**PARSONSFIELD, ME** - Gorgeous 4 BR Victorian with commanding views of the Ossipee River. The vacant lot it looks over includes the Veteran's Memorial Park and is owned by the seller & is being included in this sale. Perfect spot for a single family or would make a beautiful inn. \$229,000 #1453512

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NH Buyers Guide

Kearsarge Brook - October 2020

Showcasing number SOLD & Available

**32**  
SOLD

**5**  
AVAILABLE

Don't miss your opportunity to own slopeside!

**KEARSARGE BROOK**  
at **cranmore**

**New Slopeside Condominiums in North Conway, NH**

Construction of Phase II at the beautiful Kearsarge Brook Condominiums at Cranmore is in full swing! Set at the base of Cranmore's South slope, you & your family can enjoy the healthy, active outdoor lifestyle year-round! Enter right from the slopes into your luxury home featuring open floor-plan living space, with oversized windows and gourmet kitchen. Granite or quartz countertops, stainless steel appliances, and open concept living. Perfect for entertaining! Cozy up to your convenient gas fireplace or step out onto your patio or balcony and watch the activity of the mountain. Master suites offer a granite double vanity, in-unit laundry, deeded parking, radiant heated walkways, attractive private ski locker, and beautifully maintained common areas and landscaping. Special winter/summer discounts included for our Phase II owners. Ski in/ski out, access to a variety of resort amenities including optional membership to the year-round heated pool, hot tub area and fitness center. Minutes to all North Conway Village has to offer! Be here this winter!

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Publication	Minimum Price
Robb Report	\$750,000
New York Times	\$600,000
DuPont Registry	\$500,000
Mansion Global	\$1,000,000
Wall Street Journal	\$500,000
The Washington Post	\$500,000
LuxuryHomes.com	\$1,000,000

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\*Listings must meet price point qualifications and are subject to change.

# Articles & Blog Posts

Conway Daily Sun & Badger Realty Website – by Jason Robie

## #1 – Peter Pietz



### Under The Weather Upgrades

by Badger Realty



So you've decided to sell! Excellent choice. For all the reasons we've been talking about over the last couple weeks, it seems to me that this really is a great time to put your home on the market. We have talked about what upgrades you could do to attract potential buyers as well as how best to show your home through static pictures as well as virtual tours. You've got this! Today, I'd like to focus on the ever-present cloud of unrest that appears to be lingering over our heads since the...

[Click Here to Read More...](#)

## #2 – Bernie Donohue



### Navigating New Roads

by Badger Realty



#### Real Estate Corner - VIBE MAGAZINE Summer/Fall 2020

By Bernadette Donohue, Contributing Author Or REALTOR®



Being a passenger with a teenage driver, I am constantly aware that I have absolutely no control, at least over the brake and wheel. This has become a good reminder to me lately of the trust that we must place in others. Our society is built on trusting others, otherwise we would never get into a car (much less with a teenager driver). What keeps the traffic flowing and the oncoming...

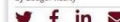
[Click Here to Read More...](#)

## #3 – Linda Walker



### Loving Your Living Locality

by Badger Realty



OK, "locality" is a bit of a stretch, "Location" seemed too broad but you know how much I love alliteration. The idea is to love your home and keep loving it through the impending winter chill. This week I attacked my bedroom/office. Honestly there was no real reason for it. I was

pretty happy with the layout. It was pure boredom. It was time for a new look and I just purchased a shiny new laptop. I figured I should go ahead and change things up in the office while I was at it. Not to...

## #4 – Eileen Difeo



### Curating Colossal Curb Appeal

by Badger Realty



I went to a new breakfast place last week and ended up leaving before I even ordered my food. While a bummer, (I was starving) it was another lesson in the importance of first impressions. They failed on so many levels I won't detail them all here. The primary issue was, it just didn't "feel" like a place I

wanted to eat. After telling my story to a few friends, I was quickly assured I had made the right decision. Today we're going to talk about that "first impression" when you are selling...

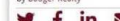
[Click Here to Read More...](#)

## #5 – Tara Peirce



### Master The Move

by Badger Realty



My friends in Colorado just got a healthy foot of snow (even in town!) so the idea of moving right now is not the least bit attractive. The last couple times I have moved, we have been super fortunate with decent weather and relatively easy access to the house/garage. A couple "moves" ago, we hired a company to do the moving and I can't express enough how

[Click Here to Read More...](#)

# Other Articles & Blog Posts to Mention

Conway Daily Sun & Badger Realty Website

## New Realty Reality

October 13th, 2020 by Debbie Anderson



### What's Driving Crazy Busy Real-estate Sales In Valley?

BY RACHAEL BROWN – SPECIAL TO THE CONWAY DAILY SUN (10/10/20)

CONWAY — Location, location, location. That's the triple-word mantra of the real estate world. Though there is disagreement about the term's origin — perhaps it was published in the Chicago Tribune

in 1926, or perhaps coined by Lord Harold Samuel in Britain 1944 — one thing is for sure: Our location is drawing buyers to the Granite State in droves.

According to the New Hampshire Realtors' August report, the actual number of sales were slightly down from the same month last year. However, this August's \$800 million total — with properties having a median selling price of \$349,450 — represents the highest sales month in the state's history.

— How new reality is thriving in today's new reality economy.

Here's a look at the impact and what's driving the phenomena.



Brenda Leavitt, managing partner of Badger Realty, is seen at Theater Point, which her husband, builder Rich Leavitt, constructed near Cranmore Mountains. (JAMIE GEMMETT PHOTO)

#### 1. Supply and demand

"There is such little inventory. People (buyers) are out digging at a frantic pace," stated Evelyn Whelton, retail lending sales manager of the Bank of New Hampshire.

Brenda Leavitt, managing partner for Badger Realty, with offices in North Conway, Jackson and Berlin, provided a snapshot of recent homes for sale: Albany, one home; Bartlett, 14; Conways, 27, with five at Kearsarge Brook condominiums at Cranmore Mountain Resort, two new builds and one mobile home; Eaton, three homes; Hale's Location and Hart's Location, zero; Jackson, seven; Madson, three; Tamworth, 21; and across the border in Maine, Fryeburg, 11; and Brownfield, six.

# 3 Top Facebook Posts

#1

Visit from Chalmers



Reached 693 Unique Viewers

#2

Jackson Pumpkin People



Reached 453 Unique Viewers

#3

Testimonial



Reached 337 Unique Viewers

# Facebook

Types of posts this month



Town Facts

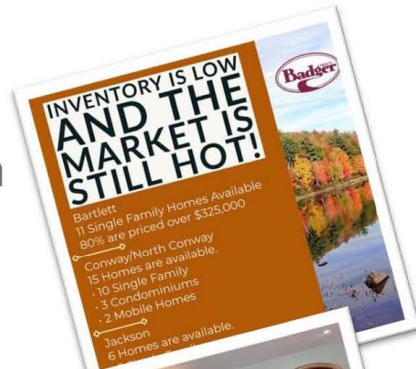
Agent Testimonials

Press Releases

New Blogs

Agent Photos at Closings

Open Houses



7-day Market Snapshot

New Listings

Price Reduced Listings

KCM infographics & Videos

Custom Videos

Holiday Posts (Halloween)

Fine Home Collection Videos

Welcome to New Agents

Updated Headers & Headshots

Agent Related Stories

# Instagram



badgerrealtynh

Edit Profile

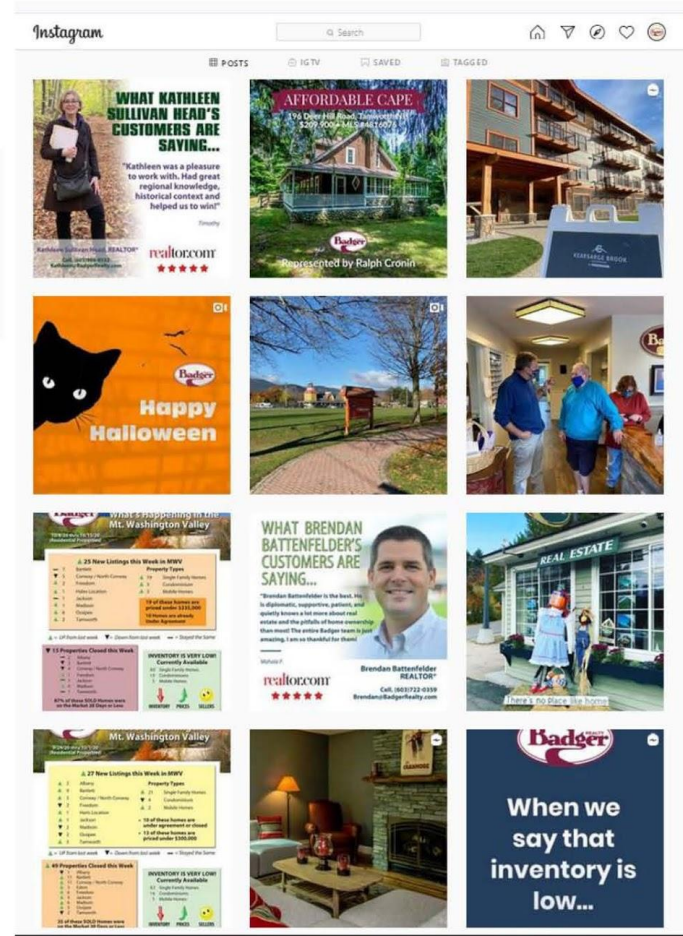
112 posts 263 followers 269 following

Badger Realty, LLC  
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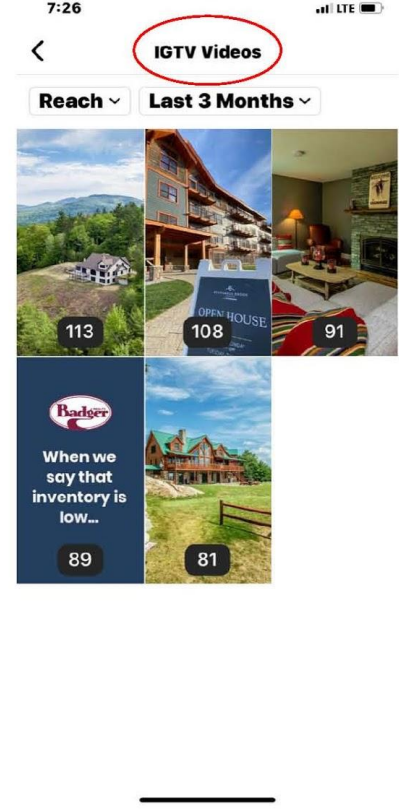
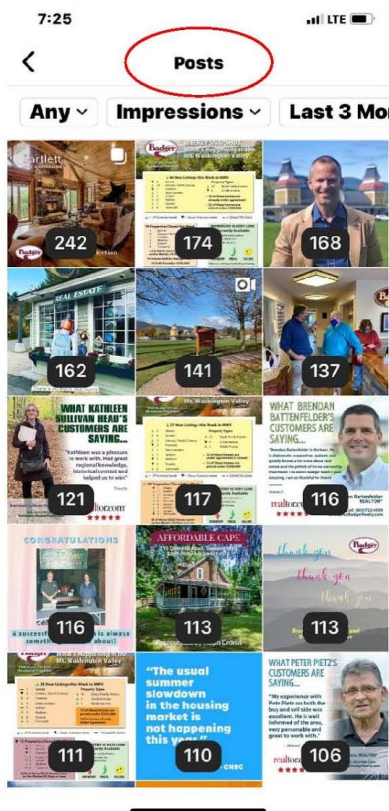
I really don't want to put stats on here.  
The life of a realtor seems to get much  
better reception.

Please send your photos.

**Berlin Office especially.**



# Instagram



# PRESS RELEASES

Conway Daily Sun

## #1

### Mike Rogers joins the Badger Realty team

CONWAY — Badger Realty Managing Partner Brenda Leavitt has announced that Mike Rogers has joined the North Conway office as a real estate agent.

"We're delighted that Mike, who has previous real estate experience in Florida and decades of experience in sales, building and development, is returning to the real estate field," said Leavitt in making the announcement. "As the husband of agent Amy Rogers, Mike was already part of the Badger Realty family. Amy's one of our most successful agents and we're excited to see what Mike will do as a team with Amy while focusing on development as well."

Rogers looks forward to developing his own client relationships as well as supporting his wife's efforts. "Amy's found her niche over the past two and a half years at Badger Realty," he said. "My goal is to support her in this exceptionally busy market."

Rogers grew up in the Washington, D.C., area where his father was a master electrician, giving him an early introduction into the construction trade.

Early on, Rogers worked for a builder, an experience that has served him well during his many personal real estate investments that have included single family new builds, renovations and flips.

For the past two decades, Rogers has been a career sales professional working in business development, sales management/sales operations, strategic account management and executive leadership with companies including MCI Worldcom and Cintas, and he most recently served as VP of National Accounts at Towne Park, a leading hospitality solutions provider.

Rogers' broad-ranging experience has given him a unique perspective.

"My approach for my clients is to ensure they are receiving the utmost professionalism from me,



Mike Rogers and Managing Partner Brenda Leavitt. Rogers has joined the North Conway office as a real estate agent. (COURTESY PHOTO)

with the support of the Badger team throughout the entire process," Rogers said. "I'm proud to lean on my experience in cultivating long-term, genuine relationships, while facilitating all the steps within a real estate transaction for my clients. Let's face it, buying or selling a home can be stressful. My goal is to help minimize the stress and advise our clients so they can maximize their real estate investment."

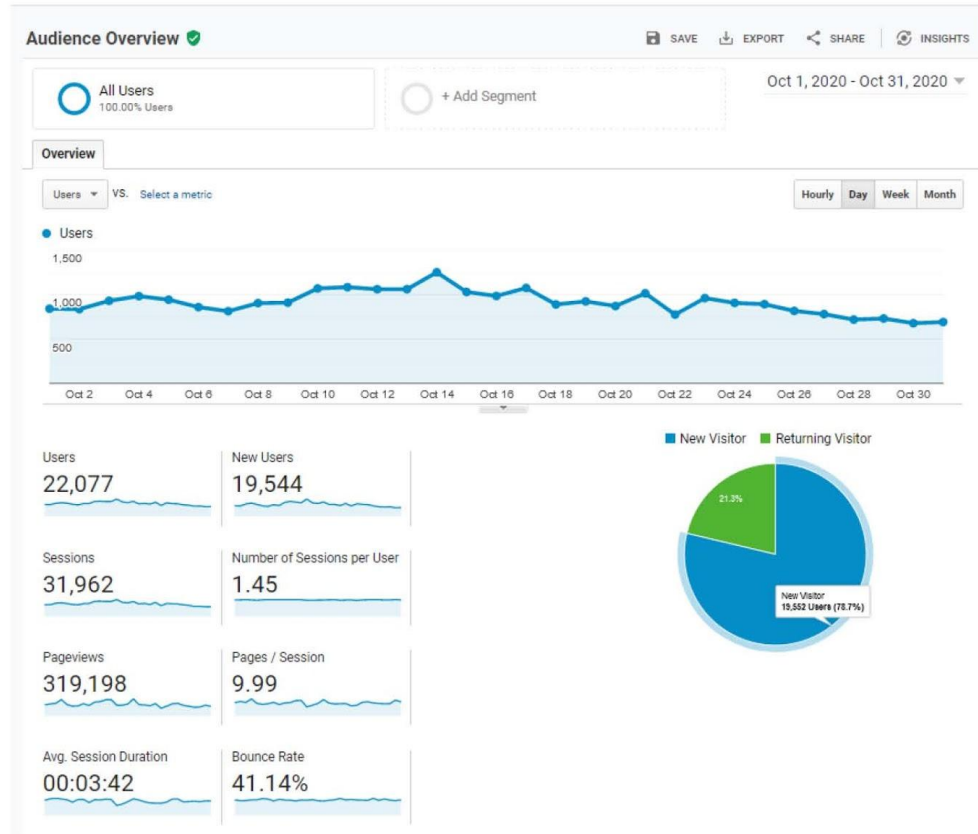
Badger Realty, which has offices in North Conway, Jackson and Berlin, is the leader in real estate sales, rentals and leasing in the greater Mount Washington Valley.

For more information, contact Badger Realty at (603) 356-5757 or go to [badgerrealty.com](http://badgerrealty.com) or Rogers at [mike@badgerrealty.com](mailto:mike@badgerrealty.com) or (239) 398-6157 mobile direct.

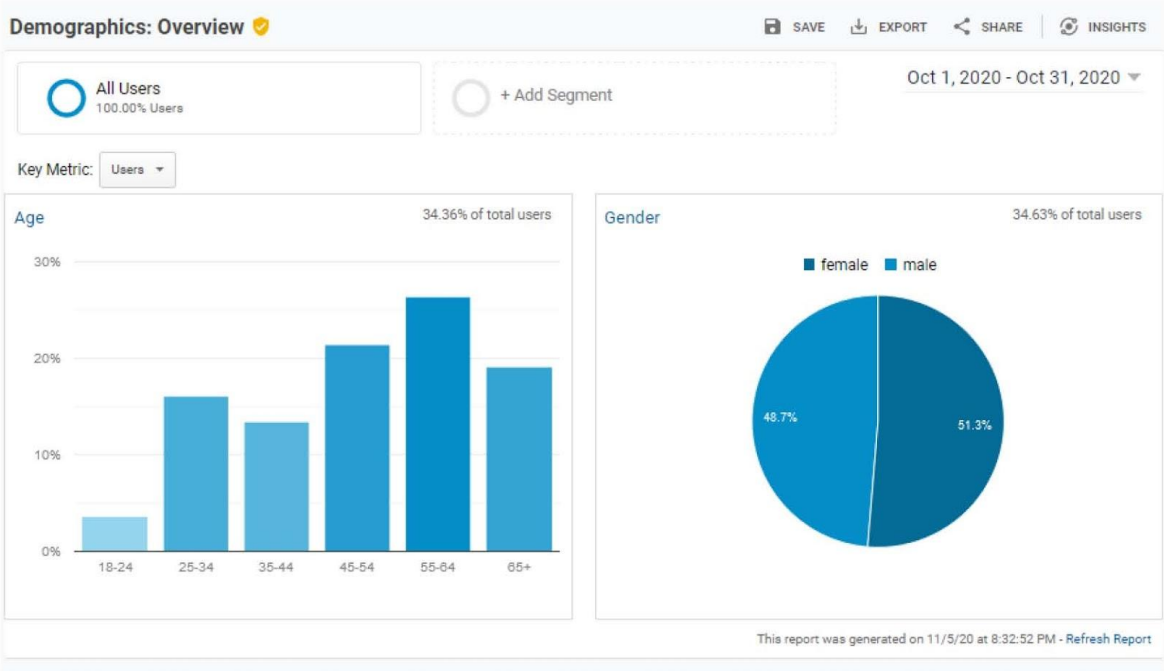
# Badger Realty Website

## September

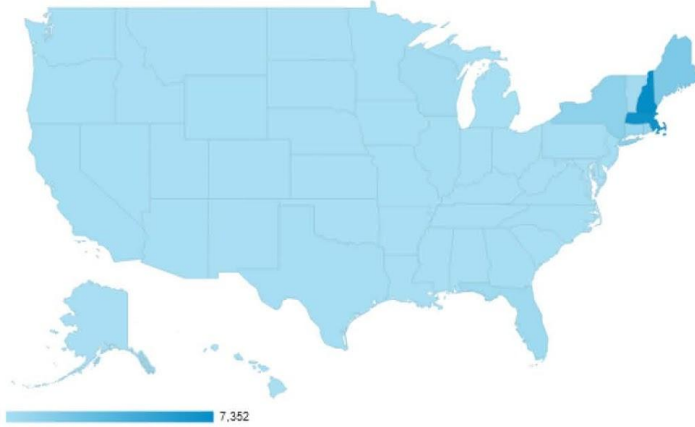
- Users – 22,558
- New Users – 19,948
- Page Views – 339,266
- Bounce Rate – 40.1%



# Badger Realty Website



# Badger Realty Website



Primary Dimension: Region City Metro Other

Secondary dimension

advanced

Region	Users	Sessions	Pages / Session	Avg. Session Duration	% New Sessions	Bounce Rate
	21,612 (% of Total: 97.89% (22,077))	31,380 (% of Total: 98.18% (31,962))	9.95 Avg for View: 9.99 (-0.34%)	00:03:43 Avg for View: 00:03:42 (-0.43%)	60.91% Avg for View: 61.15% (-0.40%)	40.76% Avg for View: 41.14% (-0.93%)
1. New Hampshire	7,352 (32.81%)	10,578 (32.71%)	10.91	00:03:54	57.70%	37.31%
2. Massachusetts	6,918 (30.87%)	9,831 (31.33%)	10.06	00:03:48	60.46%	40.15%
3. Maine	1,997 (8.91%)	2,511 (8.00%)	7.38	00:02:47	70.05%	50.18%
4. New York	1,259 (5.62%)	1,923 (6.13%)	10.29	00:04:19	55.33%	40.72%
5. Connecticut	853 (3.81%)	1,160 (3.70%)	8.80	00:03:18	61.64%	39.91%
6. Rhode Island	831 (3.71%)	1,162 (3.70%)	10.74	00:04:05	59.98%	35.46%
7. Florida	474 (2.12%)	708 (2.26%)	8.82	00:03:07	59.04%	44.49%
8. Vermont	305 (1.36%)	370 (1.18%)	7.05	00:02:41	75.95%	41.89%
9. Wisconsin	248 (1.11%)	371 (1.18%)	5.19	00:03:16	54.18%	42.32%
10. California	221 (0.99%)	262 (0.83%)	8.57	00:03:31	79.01%	47.71%

Show rows: 10 Go to: 1 1 - 10 of 82

This report was generated on 11/5/20 at 8:39:05 PM - Refresh Report

# Badger Realty Website

Sessions  
31,962  
% of Total: 100.00% (31,962)

Pageviews  
319,198  
% of Total: 100.00% (319,198)

<input type="checkbox"/> Device Category	Users	Users
	22,077 % of Total: 100.00% (22,077)	22,077 % of Total: 100.00% (22,077)
<input type="checkbox"/> 1. mobile	12,209	55.71%
<input type="checkbox"/> 2. desktop	8,259	37.68%
<input type="checkbox"/> 3. tablet	1,448	6.61%

<input type="checkbox"/>	Browser	Acquisition		
		Users	New Users	Sessions
		22,077 % of Total: 100.00% (22,077)	19,560 % of Total: 100.08% (19,544)	31,962 % of Total: 100.00% (31,962)
<input type="checkbox"/>	1. Safari	10,249 (46.59%)	9,552 (48.83%)	14,547 (45.51%)
<input type="checkbox"/>	2. Chrome	8,450 (38.41%)	7,267 (37.15%)	12,832 (40.15%)
<input type="checkbox"/>	3. Safari (in-app)	759 (3.45%)	600 (3.07%)	861 (2.69%)
<input type="checkbox"/>	4. Edge	589 (2.68%)	482 (2.46%)	976 (3.05%)
<input type="checkbox"/>	5. Firefox	523 (2.38%)	436 (2.23%)	770 (2.41%)
<input type="checkbox"/>	6. Android Webview	488 (2.22%)	423 (2.16%)	571 (1.79%)
<input type="checkbox"/>	7. Samsung Internet	345 (1.57%)	280 (1.43%)	583 (1.82%)
<input type="checkbox"/>	8. Internet Explorer	314 (1.43%)	252 (1.29%)	473 (1.48%)
<input type="checkbox"/>	9. (not set)	184 (0.84%)	184 (0.94%)	185 (0.58%)
<input type="checkbox"/>	10. Amazon Silk	72 (0.33%)	61 (0.31%)	139 (0.43%)

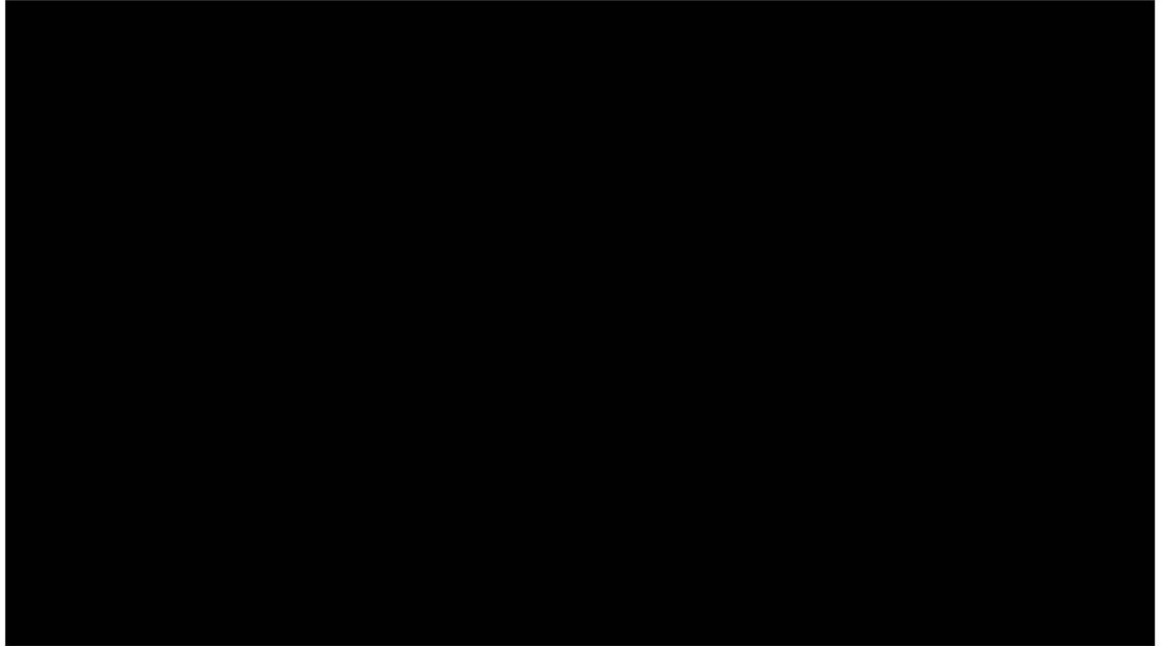
# Marketing Materials Station

Outside of my office

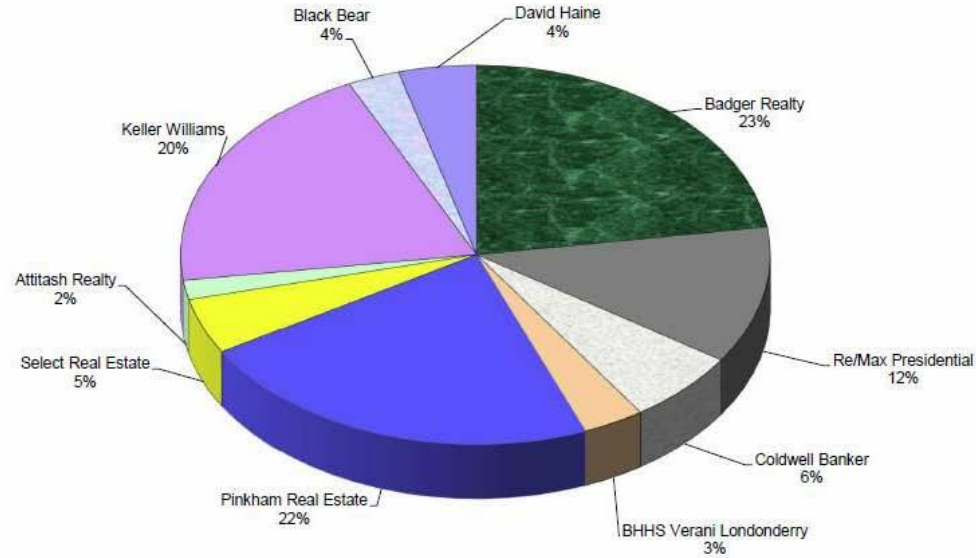


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- Listing Presentation Flyers
- Market Share Report
- 4 Leading RE Flyers
- Homes and Land Flyer
- Staging Your Home
- Website Syndication List and More



**Market Share Report**  
**White Mtn Board- All Property Types by # of Units**  
**For Period 1/1/20 - 10/31/2020**

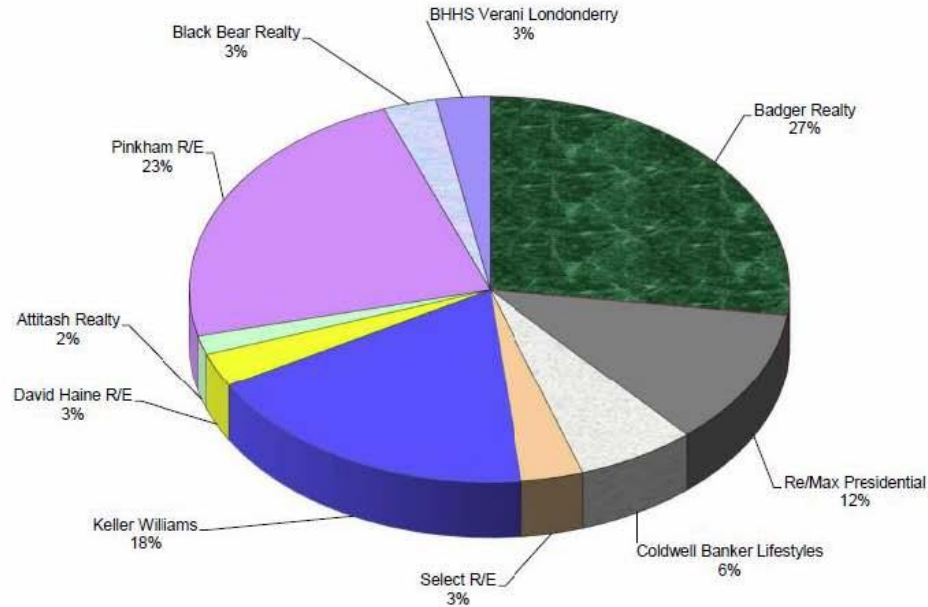


Based on information from the Northern New England Real Estate Network, Inc for the period shown above.  
Towns included are Albany, Bartlett, Conway, Eaton, Hales Location, Harts Location, Jackson, Madison Tamworth

# Market Share Report

## White Mtn Board- All Property Types by Dollar Volume

### For Period 1/1/20 - 10/31/2020



Based on information from the Northern New England Real Estate Network, Inc for the period shown above.  
Towns included are Albany, Bartlett, Conway, Eaton, Hales Location, Harts Location, Jackson, Madison Tamworth

# Referral Spotlight

# October Referrals

Incoming Referrals

12

Outgoing Referrals

6





**Outgoing Referrals  
CLOSED - OCT.**

**Diane McGregor**





# Connections POWERED BY PEOPLE

## 2020 REFERRAL INITIATIVE

### THE POWER OF CONNECTIONS

You have the power to leverage your global connections by introducing your clients to another trusted professional no matter where they have real estate needs. By offering them this valuable service and area expertise you are positioning yourself a step ahead of your competition and generating a lucrative source of income. LeadingRE's average referral fee to a referring agent is over \$1,500, a nice return for taking a few minutes to be truly 'full-service' to your clients. In just the last year, our members made connections in over 100 countries using our extensive worldwide contacts.

### MONTHLY DRAWING

During LeadingRE's 2020 Referral Contest, every qualified outgoing referral you place through your Relocation Department will be entered into a drawing for a \$50 American Express eGift Card. There will be 10 names drawn on the last business day of the month during the contest period, from July through December.

### MONTHLY GRAND PRIZE

As a bonus, the agents selected in the monthly drawing will also be eligible for a 2021 Agent SUMMIT Grand Prize drawing. Each prize includes an airfare credit up to \$500 (USD), hotel room and an Agent SUMMIT Registration (prizes are non-transferable).

For complete contest details visit [LeadingRE.com/contest](https://LeadingRE.com/contest)



## Winners

Our latest winners:

### October Drawing Winners

Brendan Battenfelder, Badger Realty, NH

Hollie Billero Buldo, Billero & Billero Properties, FL

Phyllis Harb, Dilbeck Real Estate, CA

Christi Coffey, F.C. Tucker Company, Inc., IN

Grace Lazarus, John L. Scott Real Estate, WA

Ron Paradiso, Laffey Real Estate, NY

Melody Bourell, Marx-Bensdorf, TN

Colleen Coopersmith, McEneaney Associates, Inc., VA

Audr Fletcher, Realty Concepts, Ltd., CA

Mike Poskochil, Woods Bros Realty, NE

### October Grand Prize Winner

Grace Lazarus, John L. Scott Real Estate, WA

# LRE REFERRAL WINNER!

\$50.00 Gift Card

Brendan Battenfelder



# Referrals

***Starting Nov. 1st***

70% to Agent

30% to House

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# Market Update

# MWV

# October Update

10/1/20 - 10/31/20 | NEREN

## \*SFH & Condos

*Harts, Jackson, Bartlett, Conway, Hales, Albany, Madison,  
Eaton, Tamworth, Freedom*

## Single Family Homes:

- Homes Listed: **41**
- Homes Sold: **75**
- Median DOM: **6**
- Median Sale Price: **\$325,000**

## Condominiums:

- Condos Listed: **9**
  - Condos Sold: **23**
  - Median DOM: **9**
  - Median Sale Price: **\$229,900**
-

# Great North Woods October Update

*10/1/20 - 10/31/20 | NEREN*

\*SFH

Berlin, Gorham, Milan, Dummer, Shelburne, Randolph

## Single Family Homes:

- Homes Listed: **20**
  - Homes Sold: **33**
  - Median DOM: **23**
  - Median Sale Price: **\$115,000**
-

# Western Maine October Update

10/1/20 - 10/31/20 | ME Listings

\*SFH

Fryeburg, Lovell, Brownfield, Denmark, Sweden

## Single Family Homes:

- Homes Listed: **14**
  - Homes Sold: **26**
  - Median DOM: **44**
  - Median Sale Price: **\$330,000**
-

# October Numbers



# October Numbers

## N.Conway/Jackson Office

- Listings: **28**
- Units Closed: **66**
- Ave. Transaction: **\$227,584**
- Sales Volume: **\$15,020,550**

## Berlin Office

- Listings: **10**
- Units Closed: **24**
- Ave. Transaction: **\$105,626**
- Sales Volume: **\$2,535,015**

## Badger Realty Team

- Listings: **38**
- Units Closed: **90**
- Sales Volume: **\$17,555,565**

# October Listing Leaders!





# **Listing Leader Berlin Office**

October, 2020

**Janet Nickerson!**



**4 Listings in October**

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# **Listing Leader NC/Jackson Office**

October, 2020

**Ed O'Halloran**



**4 Listings in October**

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# October Sales Leaders!





# **Sales Leader - Units Berlin Office**

October, 2020

**Janet Nickerson**



**9 Sides in October**

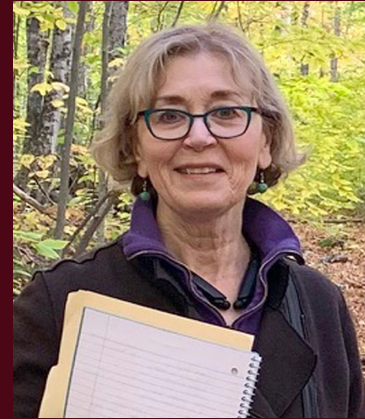
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# **Sales Leader - Units NC/Jackson Office**

October, 2020

**Kathleen Sullivan Head**



**11 Sides in October**

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# Sales Leader - Volume Berlin Office

October, 2020

**Janet Nickerson**



**\$792,100 Sales Volume in Oct.**

**Avg. Transaction: \$88,011**

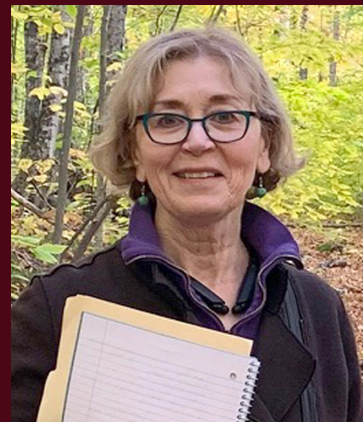
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# Sales Leader - Volume NC/Jackson Office

October, 2020

**Kathleen Sullivan Head**



**\$3,795,800 Sales Volume in Oct.**

**Avg. Transaction: \$345,073**

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# Contract Deep Dive

*Clause to Protect Your Buyer*

# NH Purchase And Sales Agreement

- Assuming...
- You are the Buyers Agent
- Sale is contingent on your buyer obtaining financing

18. **FINANCING:** This Agreement (  is ) (  is not ) contingent upon BUYER obtaining financing under the following terms:

AMOUNT \_\_\_\_\_ TERM/YEARS \_\_\_\_\_ RATE \_\_\_\_\_ MORTGAGE TYPE \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

For the purposes of this Agreement, financing is to be demonstrated by a conditional loan commitment letter, which states that BUYER is creditworthy, has been approved and that the lender shall make the loan in a timely manner at the Closing on specified customary conditions for a loan of the type specified above. BUYER is responsible to resolve all conditions included in the loan commitment by the Closing date.

**18. FINANCING:** This Agreement (  is ) (  is not ) contingent upon BUYER obtaining financing under the following terms:

AMOUNT \_\_\_\_\_ TERM/YEARS \_\_\_\_\_ RATE \_\_\_\_\_ MORTGAGE TYPE \_\_\_\_\_

---

---

For the purposes of this Agreement, financing is to be demonstrated by a conditional loan commitment letter, which states that BUYER is creditworthy, has been approved and that the lender shall make the loan in a timely manner at the Closing on specified customary conditions for a loan of the type specified above. BUYER is responsible to resolve all conditions included in the loan commitment by the Closing date.

PURCHASE AND SALES AGREEMENT  
New Hampshire Association of REALTORS® Standard Form



The existence of conditions in the loan commitment will not extend either the Financing Deadline described below or the closing date.

BUYER hereby authorizes, directs and instructs its lender to communicate the status of BUYER'S financing and the satisfaction of lender's specified conditions to SELLER and SELLER'S/BUYER'S real estate FIRM.

TIME IS OF THE ESSENCE in the observance of all deadlines set forth within this financing contingency.

BUYER agrees to act diligently and in good faith in obtaining such financing and shall, within \_\_\_\_\_ calendar days from the effective date, submit a complete and accurate application for mortgage financing to at least one financial institution currently providing such loans, requesting financing in the amount and on the terms provided in this Agreement.

If BUYER provides written evidence of inability to obtain financing to SELLER by \_\_\_\_\_ ("Financing Deadline"), then:

- (a) This Agreement shall be null and void; and
- (b) All deposits will be returned to BUYER in accordance with the procedures required by the New Hampshire Real Estate Practice Act (N.H. RSA 331-A:13) ("the Deposit Procedures"); and
- (c) The premises may be returned to the market.

BUYER may choose to waive this financing contingency by notifying SELLER in writing by the Financing Deadline and this Agreement shall no longer be subject to financing.

If, however:

- (a) BUYER does not make application within the number of days specified above; or
- (b) BUYER fails to provide written financing commitment or written evidence of inability to obtain financing to SELLER by the Financing Deadline,

Then SELLER shall have the option of either:

- (a) Declaring BUYER in default of this Agreement; or
- (b) Treating the financing contingency as having been waived by BUYER.

If SELLER declares BUYER in default, in addition to the other remedies afforded under this Agreement:

- (a) SELLER will be entitled to all deposits in accordance with the Deposit Procedures; and
- (b) This Agreement will be terminated; and
- (c) The premises may be returned to the market for sale.

If SELLER opts to treat the financing contingency as waived or relies on a conditional loan commitment and BUYER subsequently does not close in a timely manner, SELLER can then declare BUYER in default. SELLER then, in addition to the other remedies afforded under this Agreement:

- (a) Will be entitled to all deposits in accordance with the Deposit Procedures; and
- (b) This Agreement will be terminated; and
- (c) The premises may be returned to the market for sale.

BUYER shall be solely responsible to provide SELLER in a timely manner with written evidence of financing or lack of financing as described above.

**WIRE FRAUD ALERT.** Sophisticated criminals are targeting the email accounts of real estate agents, title companies, settlement attorneys and others to generate fake wire transfer instructions designed to divert closing funds to the criminals. The emails are professionally created and look real. Buyer and Seller should not send personal information such as social security numbers, bank account numbers or credit card numbers except through secure email or personal delivery of the information. **Buyer and Seller are advised not to wire any funds without personally speaking with the intended recipient of the wire to confirm the routing number and the account number.** Seller \_\_\_\_\_ Buyer \_\_\_\_\_

SELLER(S) INITIALS \_\_\_\_\_ / \_\_\_\_\_ BUYER(S) INITIALS \_\_\_\_\_ / \_\_\_\_\_

# This Agreement is Subject to...

“Bank appraisal meeting or exceeding purchase price”

**OR**

Buyer agrees to pay the difference between bank appraisal and the purchase price , up to x.... amount

# Other Important Things

# October Badger Birthdays!

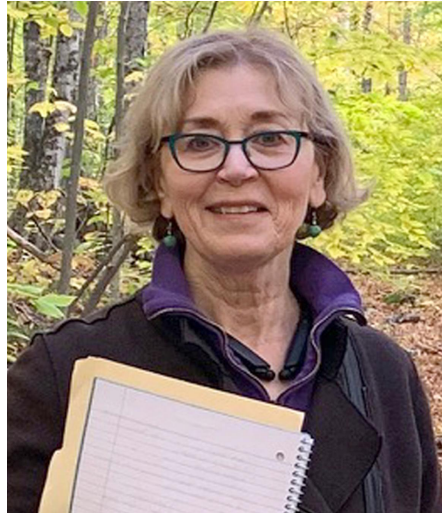


Happy Birthday Wendy!



# Upcoming Badger Birthdays!

Kathleen Sullivan Head



November 20th



# Jeff's First Closings At Badger!



# October Shoutouts!

Berlin Office



Cereal Drive

Jackson Office



Pumpkin People

**In Closing...**

**We want to hear from you...**

Questions? Comments? Wants or Needs?