

Dear Fellow Realtors,

I hope this finds you enjoying a well deserved Spring Break! Winter on the mountain has been a challenge this year and I hope everyone has made it through the snow and ice safely. As we look towards the beginning of our busy season, your board is working hard to make sure your Association is assisting you in providing the best level of service possible to your clients and the public.

You should have received a survey from the Advertising Committee asking for your input. We want to know where your buyers are coming from and what they are looking for when they discuss a purchase with you so we can focus our advertising efforts in those markets. The committee felt that our members know best who to target since we are the ones answering the inquiries.

Marc White and the MLS Committee continue to make improvements to our Navica system. The New MLS Guidelines will better clarify how we input our information so that we are communicating clear and concise property details to potential buyers. Changes have been made to the online input forms and classes will be scheduled in April for the additional changes to square feet and heating systems. Our goal here is to make sure that each of us has the tools necessary to accurately portray our Seller's property to each other thus ensuring an educated, happy buyer and a successful closing in the end!

Our own Realtor store is now open in the Association office so please stop in and see the great items available for purchase. From a home portfolio for your buyer to pepper spray to information boxes and Realtor mugs, there is something for everyone. Laurie and staff have been working hard on renovations at the office. Take time one day to stop in and see the improvements and pick up something at your Realtor store....at cost!

The annual Town Hall meetings are coming up in April so please plan to attend one in your area. You will find more information in this newsletter and as always, refer to your calendar when you log in to Navica for all Association events. A reminder that our Association's web site has copies of past newsletters, budget reports and the minutes from past meetings of the Board, MLS Participants and General Membership Meetings. Your log in is the same as your Navica log in so please visit often and check on current news and monthly hot topic information.

I wish you all a prosperous and healthy Spring and hope to see you at the upcoming Town Hall meetings.

Hope Harvey
President, High Country Association of REALTORS®