

PENQUIS REGION BUSINESS

The Piscataquis Observer

Maine Choice Realty, working to meet all your real estate needs

By **Stuart Hedstrom**
Staff Writer

NEWPORT—Offering many different types of properties and real estate services, Maine Choice Realty is a one stop shopping home resource.

Maine Choice Realty provides home resources for Central Maine, with a good portion of the agency's business being done in Piscataquis County.

Maine Choice Realty recently opened a second office in Holden to go along with its Newport location, which last year was expanded to double the office size.

Maine Choice Realty puts the client first, working to solve their home real estate needs. "We don't just throw property at a customer," said

Maine Choice Realty owner Dan Costain.

"We really look to find out what they want and need and will find (a property) to really fit them, and we will represent them to the fullest."

Costain said Maine Choice Realty molds each situation to either the buyer or the seller, and will do what is in the client's best interest instead of simply "peddling houses." When working with a client, Maine Choice Realty agents will present the client with all their options, such as buying an available home or building a new home, to provide them with a thorough idea of what their buying or selling options are.

Maine Choice Realty also works with first-time homebuyers to help educate them about the buying process, as many potential buyers – such as those paying \$500-\$600 in rent every month – do not realize that they can possibly afford their own home. Among the ways agents work with first-time home buyers are establishing a property wish list and providing help with the steps needed to prepare for home ownership.

Eighteen agents work for Maine Choice Realty, each handling all types of real estate needs. The agents all have worked in the real estate industry for a number of years. Maine Choice Realty also has a low agent turnover, as the agents are committed to the real estate business.

Maine Choice Realty business includes residential homes and land and commercial properties as well as waterfront homes, camps, and land. Maine Choice Realty also offers Katahdin Cedar Log Homes, which can be designed to custom fit client specifications.

The log homes are "literally manufactured for you the customer," said agent Walter Boomsma who lives in a Katahdin Cedar log home of his own. "We can do as little or as much as is desired and necessary," he said, adding that clients can build the log home themselves if they wish from a package of building materials that can be ordered.

Agents can perform both a free market analysis and a statewide multiple listing service (MLS). The free market analysis determines what a property is worth by comparing the property to those currently on the market and not just to the properties that have already sold to provide a more accurate value of the property. The statewide MLS provides clients with an automated search of the real estate criteria they are looking for.

Maine Choice Realty provides clients with extensive marketing programs to help get listings sold. Those programs include ads in newspapers and on the radio, and also at area business shows and exhibitions. Upcoming exhibitions Maine Choice Realty will be at include the Maine Log Home show in Augusta, the Eastern Maine Sportsman Show in Orono, and the Penquis Valley Regional Expo in Guilford at the end of March. Maine Choice Realty also appears at a number of community events, such as town parades and Dexter's Wild West Weekend. Maynard the Moose, the Maine Choice Realty mascot, can be found at many of the events Maine Choice Realty attends.

Maine Choice Realty is located at 118 Moosehead Trail (Route 7) in Newport, and 51 Main Road in Holden. For more information, please call 368-4333 for the Newport Office, 992-2731 for the Holden office or go to the website at

www.MaineChoiceRealty.us



"Maynard the Moose" can be found representing the agency at a number of area events.