

## Eastern Regional Ambassador April 2021 report

Billings - Closed 90% of active listings in March, average sales price for residential listings 1st quarter 2021 was \$322,537 vs \$ 255,942 in 2020, a \$66,595 increase over 2020. They raised money for Billings Senior classes. Their Quality of Life Casino Night fundraiser is coming up next week. The annual Firefighter Memorial Run will be live this year. Billings was also mentioned by Dr. Yun as having above national jobs even through the last year. Billings didn't drop below the "line" even during the last year.

I went to the Berkshire Hathaway meeting. They were super welcoming and had homemade biscuits and gravy. I got most of the Grand Ave offices visited finally. There's a lot of offices on Grand.

BAR GAD & I toured the "Far East" next. We talked to each office about setting up a Govt Affairs Committee for the "Far East". The Realtors definitely expressed interest. Majority of them preferred doing online classes, some of the PCBOR members were grateful & hopeful that PCBOR would continue doing their classes via zoom(hybrid) in the future. Everyone expressed that things were going well, everyone could use more inventory. The Far East has land buyers as well and no listings. In Miles City we found out that one of the Realtors is the daughter of Bruce Vincent who is a motivational speaker from Libby.

We finished up with a luncheon in Havre on Friday. We had a good turnout with I believe over \$1,000 in RPAC investments. We walked in with two cases of wine for RPAC wine pulls and walked out with none.

The hybrid CE classes done in Havre & Lewistown were a success, between zoom & the hybrid in person we had over 100 attendees total.

It's been a lot of fun getting out there and visiting with the Realtors in their individual offices.

We're planning on a luncheon in Lewistown in May.

Also, there's going to be a CRS Class in Bozeman @ Hilton Garden Inn on May 11th. Monica Neubauer will be presenting "Transforming Difficult Situations into Profitable Deals". We will also be having a cocktail event the night before as well.

