



**Summer 2010 Newsletter**

What an exciting time to be in the land and recreational brokerage business! This is when our sellers truly need the assistance of a professional real estate land and recreational broker. I also feel that it actually makes the broker a better professional. These are times that you need to communicate even more with your sellers and buyers.

I have been a real estate broker for 35 plus years. This is actually the third dip in the economy that I have been through. Sometimes I wonder how brokers make it through these periods. I actually have to work harder to obtain the same volumes as I did when times are really good. Fortunately for our market, we have agriculture. Agriculture has remained strong and ranches and local farm land has kept our economy strong. We are striving to build our listing inventory. I have noticed in the last three months that the interest in pure recreational ground has slipped. However, the last three days, the phone has begun to ring again.



Mike Lashley - Top Gun Award



Mark Hamel - Customer Service Award



Lucy Thierer - Outstanding Office Assistant Award

I am very proud to report to you the accomplishments of the Lashley Land and Recreational Brokers Team at the annual Cabela's Trophy Properties conference. The conference was held in San Diego, California June 16-18, 2010. Our office walked away with the Top Gun Award. Our territory of the Western Half of Nebraska, which is probably the least populated of most territories, achieved the top gross closed sales for the year 2009. Our Office Manager, Lucy Thierer, received one of the Outstanding Office Assistant Awards. Our colleague, Mark Hamel of Heartland Partners Realty & Auctioneers of Arapahoe, Nebraska received the Customer Service Award. Mark is in territory 606 and is a Sub-Participant with Cabela's Trophy Properties. It is amazing to me that the Top Gun Award was given to an office that has two licensed real estate brokers and one licensed sales associate. Several of the other territories have as many as 20 agents in their office. This is truly a team effort and I could not be more proud of Lucy Thierer and Scott Saults. We all had a tremendous year in 2009 and actually are having an equally successful year so far in 2010.

We hope all is well with you and your family and that your business is strong. If you happen to know of anybody who is looking to buy or sell real estate, we would sure like a call.

Sincerely,

Michael G. Lashley  
Lashley Land and Recreational Brokers, Inc.

**Featured listings:**



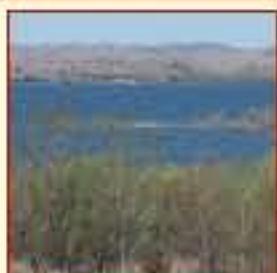
**Mulie Buttes Ranch**



**Republican River Whitetails**



**Birdwood Creek Ranch**



**Calamus Lakeview**



**Goose Meadows**