

**THE  
WORLD'S MOST  
POWERFUL  
REAL ESTATE TEAM**



# **RE/MAX<sup>®</sup>**

# **WINNERS**

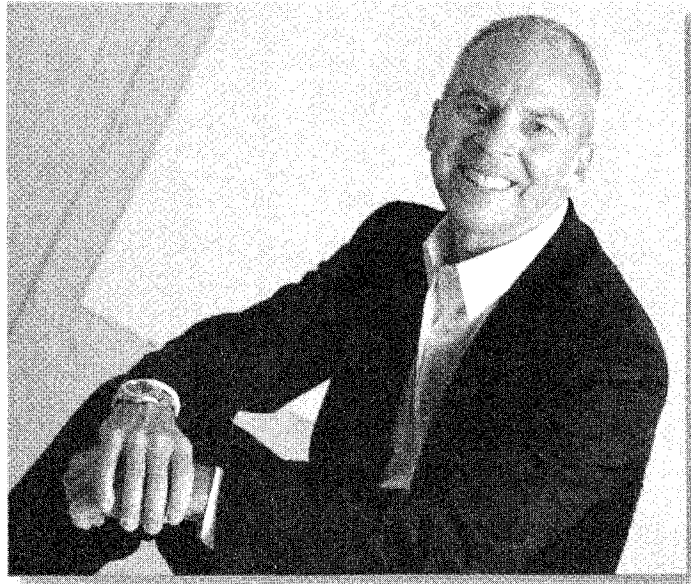
1973 35th ANNIVERSARY 2008

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**in BUSINESS  
and in LIFE**

# BILL DESAUTELS

CRS, GRI  
BROKER/OWNER



## AWARDS

DIAMOND AWARD CLUB  
RE/MAX HALL OF FAME  
CHAIRMAN CLUB

**B**ill Desautels' path in real estate has led him some interesting places. After taking a hiatus from the industry in the 80's to see the world, Bill returned to his native Vermont and joined RE/MAX in 1994. Recognizing a growing condo market, Bill developed a niche as Vermont's condo expert. After being referred to as "The Condo Guy" by a colleague, Bill adopted the name as his own. Bill purchased RE/MAX North Professionals in 2002. Since then the office has grown into a new space and attracted Realtors from all over the area. Averaging 300 sales over the past 3 years as the #1 agent in Vermont in '05 and '06, Bill looks to be #1 again in '07. Bill still loves to travel, whether it's a trip to the next listing appointment or Brazil.

## THERE AND BACK AGAIN

*"Two Roads diverged in a wood. I took the one less traveled  
and that has made all the difference."*

— Robert Frost

When I started in real estate at 18, I had to take the city bus to appointments as I didn't have a car at the time. I can't tell you how passionate I was about real estate when I first started in the industry, and that passion continues to drive me to this day. It was also that passion that led me to leave my established career in real estate and travel around the world for a year while in my 20's. After returning to the U.S. I settled in Florida. Despite the beautiful weather, and vibrant lifestyle, I felt there was something missing. After some soul searching, I realized I was missing my native home, Vermont.

When I returned to Vermont, everyone's first recollection of me was that of the fledgling REALTOR® I'd been a decade before traveling the world and living in the Sunshine State. After a couple of encounters with colleagues from years prior, I decided to get back into the business. They say that you never forget how to ride a bike, and for me getting back into real estate felt the same way. I jumped right into the RE/MAX system at RE/MAX North Professionals and was thrilled to be helping buyers and sellers in the community where I grew up.

I noticed that the trend of condominiums being built in the area had continued during my absence. A believer in

specialization, I took the knowledge I'd gained from being the exclusive agent on condo projects earlier in life and decided to focus on condominiums. My business started booming. One day while walking down the hall one of my colleagues greeted me by saying "Hey, it's The Condo Guy". Right then I had an epiphany and decided to start branding myself as the area's condo expert. I haven't looked back since.

My business grew as I became established and I started a team. As a practitioner of constant action I soon decided to buy the RE/MAX North Professionals franchise. Since then our office has moved to a beautiful new building where there is room for our growing business to expand. 'The Condo Guy' brand and the RE/MAX system have helped me continue on my journey. I can't wait to see what lies around the corner.

## RE/MAX NORTH PROFESSIONALS

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