

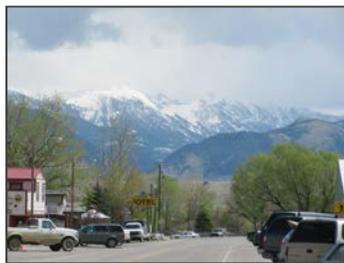
# THE STRAIGHT SHOOTER



## NEWS of ENNIS and the MADISON VALLEY, MONTANA for the month of APRIL 2012

*Trout live in nice neighborhoods.*

➤ **MADISON VALLEY “HAPPENINGS”** → Cool Die Hard Batteries Commercial made on Ennis Lake! [@Radical Media](#) returned to Big Sky Country in 2012 for



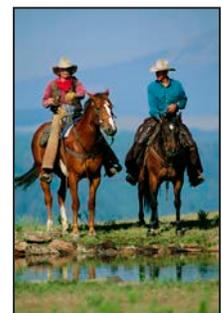
another commercial shoot. The production company used Ennis Lake for the backdrop of the new DieHard Batteries “Torture Test”. The one-day shoot hired Montana crew and talent. [Click here](#) to view the commercial. See last feature at bottom of page. → **More changes on Main Street** with



a new shop offering custom clothing and gift items, called **Coverups**. We’ve heard that the **Bowling Alley** will be reopening as a Bowling Alley! That would be great fun! We’ve also heard that **Madison Lumber**

has been purchased by a lumber company in Dillon and will be reopening. This is a very important resource for our valley. And news from farther south in the valley, we heard that the **Town of Cameron** has sold, to two couples from South Carolina! So maybe we’ll be having Bluegrass at the Blue Moon Saloon! → The **Ennis 4<sup>th</sup> of July Rodeo** theme has been selected and will be honoring Ennis and the 150<sup>th</sup> anniversary of the Homestead Act, which built the west.

➤ **MONTANA NEWS** → **Montana Cowboy Hall of Fame** goes to Big Timber. After nearly a yearlong selection process, trustees with the Montana Cowboy Hall of Fame and Western Heritage Center announced Monday that Big Timber will be the museum’s home. The board had whittled down proposals to four locations: Big Timber, Big Sky, Livingston and Madison County. Disappointment will lead to renewed determination to bring people to Madison County. Read more about it at: [http://www.bozemandailychronicle.com/news/article\\_9a1b12e8-9338-11e1-addb-0019bb2963f4.html](http://www.bozemandailychronicle.com/news/article_9a1b12e8-9338-11e1-addb-0019bb2963f4.html).



➤ **MAY EVENTS** → The Annual Lions Club Auction will be held on May 5<sup>th</sup> to raise money for all their civic projects and to support the Lions Club Park. They collect items all year and there are great bargains to be had at this popular event.

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➤ **FISHING REPORT** → The Tackle Shop reported on April 27<sup>th</sup>, “With the warm almost summer like weather of last week and significant rains the Madison River flows have increase significantly. Places like the west fork of the Madison are now pumping water that more resembles a Yoohoo than a trout stream. Fishing above town has slowed down considerably. If you are going to go try a black and



white rubber legg girdle bug in a size 4 and get it down there with some lead. This has been getting mixed results the past few days. The better fishing right now is down below the Bear Trap on the lower Madison River. The Mothers day caddis hatch is in full swing. As of yesterday the water was a dark green shade and rising fish in the late afternoon and evening were the norm. If the water stays the same shade this is only going to get better in the next few days. If you want to go sub surface during the morning

and early afternoon, try a size 14 bead head hot wire caddis emerger in the hot green color. Fish this on a size 4X and give it some motion as the fish are looking for the emerging and rising caddis. There should be some heads looking up starting about 3 in the afternoon. The standard olive Mothers Day caddis in the X-Caddis will work just fine. The weather for the next few days looks like more of the same with colder temps, rain and snow levels dropping. This will improve the color of the water but the colder temps will drastically decrease the number of hatching caddis. Still your best bet in this area right now.”

**Check out all the fishing reports at:**

- ✚ Dan Delekta’s report at <http://beartoothflyfishing.com/flyfishingreports/uppermadisonriver.htm>.
- ✚ The Tackle Shop’s report at <http://www.thetackleshop.com/fly-fishing-report-Madison-River.asp>
- ✚ The Madison Valley Ranch at <http://www.madisonvalleyranch.com/blog/>
- ✚ Joe Dilschneider’s Montana Trout Stalkers at <http://www.montanatrout.com/>
- ✚ Madison River Fishing Company at: <http://www.mrfc.com/MadisonRiverMontanaFishing/MadisonRiverReport.aspx>.
- ✚ Yellowstone Fly Fishing at <http://www.yellowstoneflyfishing.com/madisonreport.htm>.

➤ **WEATHER** → The valley is green all the way up to the snow line. I love this combination. It is a beautiful spring this year, coming a month earlier than normal. We’re keeping our fingers crossed that this isn’t just a “tease” and winter sneaks back in June. The statistics for **April** temperatures in Ennis show a high of **80°** and a low of **17°**, with an average of **45.4°**. Our recorded **April** precipitation totaled **1.41”**.



➤ **REAL ESTATE TIPS** → **FOR HOME SELLERS** → **The Top 10 Sins of Selling**, according to Michael Corbett, Trulia’s real estate and lifestyle expert. He hosts NBC’s EXTRA’s Mansions and Millionaires and has published three critically acclaimed real estate books.

1. **Not hiring a professional to sell your house.** Trying to sell your home by yourself is sheer madness. You need the expertise of a professional. Home sellers who do it themselves often end up selling for far less.
2. **Neglecting necessary repairs prior to sale.** You will lose money if you don’t take care of repairs before the house goes on the market.
3. **Refusing to remove your clutter and junk prior to the sale.** Clutter eats equity and kills deals.
4. **Selling your house empty.** Selling an empty house makes buyers feel the same way – empty. Be sure you “dress” your house for sale. If you need help, talk to your agent about options for staging.

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5. **Mispricing your home.** Overpricing or under pricing your house is a huge money-losing mistake. Be sure to ask your agent to guide and explain “the right price.” It’s about more than your gut feeling and needs.
6. **Not setting the stage for sale.** You must create a showplace for prospective buyers. Buyers purchase with their hearts and not their heads. Remember that when you’re staging and helping prepare for your open houses.
7. **Letting your ego get in the way when negotiating.** Too many sellers take negotiating personally and lose out on creating a win-win deal.
8. **Neglecting to complete a full set of disclosures prior to closing.** I’ve watched too many home sellers pay out big bucks because they didn’t “reveal it all.” Ask your agent to be sure you’re telling all you need to tell.
9. **The sale for maximum tax benefits.** Even one day mistimed can cost you tens of thousands in extra taxes. Don’t be left a day late and many dollars short. Learn about taxes and timing issues from your agent, the local market expert.
10. **Overlooking junk fees and extra expenses at closing.** Home sellers throw thousands away by not requesting and confirming a list of fees and expenses long before closing day. Make sure you ask your agent which fees to pay and which ones you should refute.

➤ **CURRENT REAL ESTATE MARKET**→WASHINGTON, D.C., April 26, 2012. Pending home sales increased in March and are well above a year ago, another signal the housing market is recovering, according to the [National Association of Realtors®](#). The [Pending Home Sales Index](#), a forward-looking indicator based on contract signings, rose 4.1% to 101.4 in March from an upwardly revised 97.4 in February and is 12.8% above March 2011 when it was 89.9. The data reflects contracts but not closings. The index is now at the highest level since April 2010 when it reached 111.3. [Lawrence Yun](#), NAR chief economist, said 2012 is expected to be a year of recovery for housing. *“First quarter sales closings were the highest first quarter sales in five years. The latest contract signing activity suggests the second quarter will be equally good,”* he said. *“The housing market has clearly turned the corner. Rising sales are bringing down inventory and creating much more balanced conditions around the country, which means home prices will be rising in more areas as the year progresses,”* Yun said. Good News! The PHSI (Pending Home Sales Index) in the Northeast slipped 0.8% to 78.2 in March but is 21.1% above March 2011. In the Midwest the index declined 0.9% to 93.3 but is 16.9% higher than a year ago. Pending home sales in the South rose 5.9% to an index of 114.1 in March and are 10.6% above March 2011. In the West the index increased 8.7% in March to 108.0 and is 9.0% above a year ago.

➤ **LOCAL REAL ESTATE MARKET STATISTICS** → It feels like summer at the Arrow office with a flurry of activity – lots of new listings, showings, closings and pending deals. Maybe we are feeling some of the effect of the “market recovery” described above. Something is in the air! The Southwest Montana Multiple Listing statistics for the Madison Valley (including Ennis, Cameron, McAllister, Norris, Virginia City, Harrison, Pony, Whitehall and Cardwell), for the month of **April 2012** are as follows:

- **LAND:** 321 vacant lots listed (\$7,900 - \$2,490,000), 1 pending sale (\$49,000), 4 lots sold in 2012 (\$28,500 - \$125,000).
- **HOMES:** 155 homes listed (\$89,000 - \$3,250,000), 15 pending sales (\$67,500 - \$365,000), 18 homes sold in 2012 (\$39,100 - \$1,242,000).
- **RANCHES:** 8 listed (\$949,000 - \$9,950,000), 0 pending sales, 1 ranch sold in 2012 (\$1,250,000)

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➤ **FEATURED PROPERTY OF THE MONTH:** On the banks of the **Madison River**, 4 blocks from downtown Ennis, this exquisite custom-built home offers the ultimate in a Montana “fishing cabin,” with top-quality *everything*. Furnishings AND the wine collection are negotiable, so just bring fly rod, clothes and toothbrush. **\$1,060,000** and it is yours.



➤ **YOU KNOW YOU'RE FROM MONTANA WHEN...** the only people wearing white shirts and ties are out of town lawyers. Formal wear is “clean jeans.”

➤ **MONTANA TRIVIA** → The **Continental Divide** runs along the crests of the Rocky Mountains from Canada to Mexico, literally dividing the waters of the North American Continent. Montana is known as the Headwaters State because much of the water which flows to the rest of the nation comes from the mountains of Montana. Another reason to protect our precious resource. There are several action groups working to preserve Montana water resources. Be sure and join the **Madison River Foundation** to help protect our local rivers and streams. Go to <http://www.madisonriverfoundation.org/> for more information. Also check out <http://www.montanariveraction.org/clean.waters.html>. AND speaking of the **Continental Divide**, our own “CD,” the finest restaurant in the Madison Valley, will be reopening on Mother’s Day! So it’s not ALL about the **Hatch!**

*Thanking you in advance for your personal referrals – they are the lifeblood of our business and the greatest compliment you can give us.*



**Toni and Don Bowen,  
Brokers/Owners, Arrow Real Estate**

**Holly Driskill, Office Manager/Sales Associate**



**Jay and Karen Willett  
Brokers, Arrow Real Estate**

**also Property Managers and Owners of Apex  
Management**



**APEX MANAGEMENT** offers full service property management in the Madison Valley. Whether you are interested in using your home as a vacation or a long-term rental, or looking for assistance in finding a rental, you can expect quality service with a positive attitude. See our website at: [www.apexmontana.com](http://www.apexmontana.com) or call us at (406) 682-7112. Apex Management is **not** a part of Arrow Real Estate.

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➤ **USEFUL WEBSITES TO REMEMBER**→

**ENNIS AND THE MADISON VALLEY:**

<http://www.ennismontana.org/> - for community and local government information

<http://www.ennischamber.com/> - The Ennis Chamber of Commerce website

<http://www.madisonvalleyhistoryassociation.org> – The Madison Valley History Association website

<http://www.mvmedcenter.org> – for information about the Madison Valley Medical Center

<http://www.mvmcf.org> – the Madison Valley Medical Center Foundation website

<http://www.mvvetsmemorial.org> – The Madison Valley Veterans Memorial website

<http://ennis.communityblogs.us/2008/11/17/ennis-community-blog/> - comments and events in Ennis

<http://adayinthelifeofalemon.blogspot.com/> - famous local sculptor, David Lemon's site

<http://my-montana-moments.blogspot.com/> - Artist Penny Hall's photo journal of her MT experience

<http://ennismontanahomesandland.blogspot.com> – Ennis, Montana Happenings, from **Arrow Real Estate**

**MADISON COUNTY:**

<http://madison.homestead.com/index.html> - for Madison County emergency news

<http://www.madison.mt.gov/> - Madison County Government website

<http://virginiacity.com> – Virginia City Chamber of Commerce

**NEWS:**

<http://www.madisoniannews.com/> - the latest news from the Madisonian newspaper for Madison Co.

<http://bozemandailychronicle.com/> - news from the big city of Bozeman, an hour northeast of Ennis

<http://www.mtstandard.com/> - news from historic Butte, an hour & ½ northwest of Ennis

**MONTANA:**

[www.fwp.mt.gov/](http://www.fwp.mt.gov/) - Montana Fish Wildlife and Parks website – for hunting and fishing regulations

<http://fwp.mt.gov/education/bow/> - “Becoming an Outdoors Woman” – a must for female newcomers!

<http://www.visitmt.com/> - Official website Montana Vacations, Recreation, Accommodations and Travel

<http://www.montanapictures.net> – for people homesick for Montana – a great visual connection

[http://mdt.mt.gov/travinfo/weather/rwis\\_list.shtml](http://mdt.mt.gov/travinfo/weather/rwis_list.shtml) - State Highway Web Cams

**SKIING:**

[www.moonlightbasin.com](http://www.moonlightbasin.com) – Check out latest snow conditions on the hill at Big Sky

<http://www.lmranch.com/winter/> - Lone Mountain Ranch in Big Sky for cross country trails

[http://www.westyellowstonenet.com/skiing/cross\\_country\\_skiing.php](http://www.westyellowstonenet.com/skiing/cross_country_skiing.php) - Skiing Yellowstone Park Trails

<http://www.madisonvalleyskiclub.org/> - local ski club with access to Big Sky

**HORSEBACK RIDING:**

[www.wolfpackoutfitters.com](http://www.wolfpackoutfitters.com) – trail riding guides for the Madison Valley

<http://www.sphinxmountainoutfitting.com> – trail riding and outfitting guides in the Madison Valley

**RANCHING:**

<http://www.madisonvalleyranchlands.org/> - working to keep the ranching way of life alive

**FISHING:**

<http://www.madisonriverfoundation.org> - The Madison River Foundation

<http://www.montanatu.org/> - Montana Trout Unlimited

**GOLFING:**

<http://www.madisonmeadowsgolfcourse.com> – Madison Meadows Golf Course in Ennis

**REAL ESTATE:**

[www.arrowreal.com](http://www.arrowreal.com) – A wealth of resource information, local listings and a portal to the SW MT MLS

[www.houselogic.com](http://www.houselogic.com) – Helpful information from the National Association of Realtors

[www.trulia.com](http://www.trulia.com) – Search for homes for sale and sold, local information, and research

[www.zillow.com](http://www.zillow.com) – Search for homes for sale and rent, home values and mortgage rates

[www.homesandland.com](http://www.homesandland.com) – Search for homes for sale and rent, home values and mortgage rates

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