

THE STRAIGHT SHOOTER

NEWS of ENNIS and the MADISON VALLEY, MONTANA for NOVEMBER 2015



Trout live in nice neighborhoods



➤ **MADISON VALLEY “HAPPENINGS”** → Veterans were the highlight of November, here in the valley. Beginning with a fabulous **Marine Corps Birthday Celebration** that raised money for expansion and preservation of the Madison Valley Veterans Memorial and followed by numerous events. Veterans were treated to a tea and luncheon at the Ennis Elementary School, a VFW dinner, a reception at the Elks Lodge and a church service and breakfast at the Madison Valley Baptist Church.



Lt.Col. Andrew DeBona, Ret, with youngest & oldest Marine in attendance

We love our veterans! → The Madison Valley Women’s Club **Holiday Bazaar** was held once again the Saturday after Thanksgiving. Craft vendors from across the state were there with an abundance of choices for Christmas shopping. → The Madison County Commissioners announced that they have contracted with **Summit Air Ambulance** to provide emergency medical helicopter flights from the Madison Valley Medical Center. There will be discounted memberships available to county residents. More to come.



➤ **COMING DECEMBER HAPPENINGS** → The weather never stops us from enjoying a good old fashioned **Christmas Stroll** to kick off the holidays. Our office will be serving special drinks and goodies from 3 to 8 PM on Friday, December 4th. Enjoy decorations, live music, pictures with Santa, wagon rides, refreshments and special store discounts from downtown Ennis merchants during the Stroll.



➤ **MONTANA NEWS** → If you live in some other state but are dreaming of living here, it’s time to pack up and make your dreams come true! Montana is facing a **shortage of skilled workers** in construction, also diesel mechanics, plumbers, electricians, welders and heavy equipment operators. Live and work in a place you love! → **Yellowstone National Park** has proposed to kill about 1,000 **wild bison**, mostly calves and females, this winter, as officials seek to reduce the animals’ annual migration into Montana. Park



officials are meeting with representatives of American Indian tribes, state and other federal agencies to decide on a plan. The move is the continuation of a controversial agreement reached in 2000 by Montana and the federal government that was meant to prevent the spread of the disease brucellosis from bison to livestock. Hunters are expected to kill more than 300 of the animals. Others would be captured and slaughtered or used for research.

➤ **HUNTING REPORT** → A successful general Hunting Season is now over, but Montana's Bison Hunt around Yellowstone National Park is open from November 15 – February 15. A limited number of permits are granted. Check out hunting regulations at: <http://fwp.mt.gov/hunting/regulations/default.html>.

➤ **FISHING REPORT** → The **Tackle Shop's Madison River Fishing Report for December 1**. December is consumed by most people with bowl games, holiday parties, shopping and family and most miss some darn good fishing. We are in the "pick-your-day" time of the year. Ice flows, bad weather and wind (the dreaded W word) all make winter fishing on the Madison challenging. But for the guy who is here and can choose what day to fish it can be magical. Winter fishing is all about deep and slow if you want to get bent. The fish have moved to their winter spots and the choppy bubbly riffles you found them in during the summer are vacant. Look for deeper water and anywhere they can get away from the main current. Inside turns, behind rocks, deep undercuts are all good spots. When you catch a fish keep fishing as there are usually many more stacked up in the same spot. Keep your offerings simple. A rubber leg stone fly, a san juan worm, egg patterns and zebra midge are all you will need. Tippet is less important now than in summer and you can get away with boat anchor of 2X on most nymphs. For the guy looking for some dry fly action there is still hope. Look for calm days and good hatches of midges. Rise forms will be subtle and in the slow water. The Bear Trap is always a good spot to look for rising fish to midges. When you find a few, a standard buzz ball or para midge will take any risers. The best midge days are cloudy, calm and warm. Streamer guys are all about the swing. Think low and slow in the deepest holes. Try natural colors and do not be afraid to switch streamers to see what will trigger a strike. There is still good fishing to be had for the angler that is willing to choose their day. Good news is that you will have the river all to yourself, get to work off some of grandma's fruit cake, and you might just catch a bunch of fish. Winter fishing is spectacular on the Madison River. Holiday and winter sales store wide. Fill your Christmas stocking with some great gear and save some money. *Good fishing, John Way.* See John's full reports and more at: <https://www.thetacklesop.com/>.

Check out other fishing reports at:

- ✚ Madison River Fishing Company at: <http://www.mrfc.com/MadisonRiverMontanaFishing/MadisonRiverReport.aspx>.
- ✚ Dan Delekta at <http://beartoothflyfishing.com/flyfishingreports/uppermadisonriver.htm>.
- ✚ The Madison Valley Ranch at <http://www.madisonvalleyranch.com/blog/>
- ✚ Joe Dilschneider's Montana Trout Stalkers at <http://www.montanatrou.com/>
- ✚ Yellowstone Fly Fishing at <http://www.yellowstoneflyfishing.com/madisonreport.htm>.



➤ **WEATHER** → November was a dramatic intro to winter with snow, wind, ice and below freezing temperatures. **Brrr!** We dug out the long johns and plugged in the electric blankets. It snowed 11 days in November! But that translates into 1.04" of precipitation and improved water table. So no complaints. The recorded November **daytime** high in Ennis was **56°** with a daytime low of **10°** and a **nighttime** high of **34°** and a nighttime low of **-8°**. It was great hunting weather!

➤ **REAL ESTATE TIPS** → **BUYER'S REMORSE: Negotiating Mistakes that Buyers Most Often Regret.** (*Excerpts from REBAC**) When two parties enter into negotiations on a home, there are far too many opportunities for bumps and obstacles to get in the way. What are the most common traps, and how can you avoid them? Consider these common stumbling blocks for successful negotiating, and ways to find a better path:

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1. **INADEQUATE PLANNING** → Before writing your first offer, clarify your priorities, strengths, and weaknesses—AND the seller's. A true negotiating strategy is about much more than price. Think beyond step one, anticipating possible responses and counter offers. With careful forethought and a little creativity, you'll feel much more confident about your negotiating plan and improve your odds of success.
2. **GETTING EMOTIONAL** → Stick to the facts and remain as objective as possible. Feelings of personal insult or anger don't contribute anything of value to a negotiation. (In fact, it's more likely to cloud your ability to think clearly.) If a seller rejects some aspects of your offer, try to calmly and rationally understand their perspectives.
3. **IMPATIENCE** → Sometimes the negotiating process takes time to unfold. Stay relaxed and focused on your purchasing objectives. You may need to be flexible and open to alternative ways to reach them.
4. **FEAR** → While patience is a virtue, don't let fear paralyze your ability to make decisions. If you find a house that's a good fit, don't be afraid to submit an offer. Too often, buyers delay action and the house goes under contract with someone else. It happens all the time. (Buyers rarely make this mistake twice.)
5. **BLIND SPOTS** → Your objective is to own a home. Don't lose sight of that goal by putting too much emphasis on smaller obstacles and distractions that may present themselves during the negotiation process. Stay focused on the big picture.
6. **LACK OF KNOWLEDGE** → Learn as much as you can from your **buyer's rep** about current market conditions. Knowledge is power, which can be used to your advantage in shaping your negotiating strategy.
7. **STUBBORNNESS** → Negotiations are ultimately about two parties reaching a win-win agreement. Don't be completely unwilling to compromise. Instead, focus on joint problem solving.

Don and Toni Bowen are Accredited Buyer's Representatives (ABR®), a designation that is awarded by the Real Estate Buyer's Agent Council (REBAC), a subsidiary of the National Association of REALTORS® (NAR). To learn more about REBAC and access various home buyer resources, please visit www.REBAC.net.

➤ **FIND A HOME FOR YOUR SOUL ... Featured Property of the Month** → **HIGH QUALITY, CUSTOM HOME** with spectacular views of the valley, the river and mountains beyond. This elegant 3,700 SF home on 5+ fenced acres includes 3 BR, 2 BA and a 1,400 SF unfinished basement, 2-car garage, covered patios, hardwood floors, FP, beautiful landscaping, hot tub and many extras. Architecturally designed and expertly built. Less than 10 miles to town. 25 Diamondback Road, Ennis. MLS # 203321. **\$567,000.** <http://www.arrowreal.com/propDisplay.php?mlsID=203321>



➤ **CURRENT REAL ESTATE MARKET** → WASHINGTON (November 30, 2015) — Pending home sales were mostly unchanged in October, but shifted marginally higher after two straight months of declines, according to the National Association of Realtors®. Gains in the Northeast and West were offset by declines in the Midwest and South. The Pending Home Sales Index (PHSI), a forward-looking indicator based on contract signings, inched 0.2 percent to 107.7 in October from an upwardly revised 107.5 in September and is now 3.9 percent above October 2014 (103.7). The index has increased year-over-year for 14 consecutive months. Lawrence Yun, NAR chief economist, says pending sales have plateaued this fall as buyers struggle to overcome a scant number of available homes for sale and prices that are rising too fast in some markets. "Contract signings in October made the most strides in the Northeast, which hasn't seen much of the drastic price appreciation and supply constraints that are occurring in other parts of the country," he said. "In the most competitive metro areas – particularly those

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in the South and West – affordability concerns remain heightened as low inventory continues to drive up prices." According to Yun, although contract activity has slightly trended downward since the spring, the ongoing strengthening of several local job markets continues to fuel the improved demand for buying that has now pushed existing-sales above a 5 million sales pace for eight consecutive months. "Areas that are heavily reliant on oil-related jobs are the exception and have already started to see some softness in sales because of declining energy prices," adds Yun.

Yun presented his 2016 economic outlook and housing forecast earlier this month at the 2015 REALTORS® Conference & Expo in San Diego. With demand expected to remain stable through the final two months of the year, he forecasts existing-home sales to finish 2015 at a pace of 5.30 million – the highest since 2006. Although further expansion in existing-sales is expected next year, ongoing inventory shortages and affordability pressures from rising prices and mortgage rates will likely temper sales growth to around 3 percent (5.45 million) in 2016. Home prices are expected to slightly moderate from a 6 percent increase in 2015 to 5 percent next year.

"Unless sizeable supply gains occur for new and existing homes, prices and rents will continue to exceed wages into next year and hamstring a large pool of potential buyers trying to buy a home," says Yun. The PHSI in the Northeast rose 4.5 percent to 93.6 in October, and is now 6.8 percent above a year ago. In the Midwest the index declined 1.0 percent to 103.9 in October, but remains 3.3 percent above October 2014. Pending home sales in the South decreased 1.7 percent to an index of 118.1 in October and are now 0.3 percent below last October. The index in the West climbed 1.7 percent in October to 106.2, and is 10.4 percent above a year ago.

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The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1 million members involved in all aspects of the residential and commercial real estate industries. For additional commentary and consumer information, visit www.houselogic.com and <http://retradio.com>.

➤ **LOCAL REAL ESTATE MARKET STATISTICS** → We're still showing property! People are still coming to visit and to buy. But based upon the report above, it could start slowing down next year. But then, Montana is always lagging behind the major markets and people will continue to dream of owning a piece of Montana. **The Southwest Montana Multiple Listing statistics** for the Madison Valley area (including Ennis, Cameron, McAllister, Norris, Virginia City, Harrison, Pony, Whitehall, and Cardwell), for the month of **November 2015** are as follows:

- **LAND:** **334** vacant lots are listed (\$1,500 to \$2,250,000); **15** pending sales (\$2,500 to \$299,000); and a total of **90** lots have sold so far in 2015 (\$1,200 to \$1,200,000), totaling \$6,854,499, which was 87% of asking prices. Avg. Days on the Market = 268.
- **HOMES:** **102** homes are listed (\$65,000 to \$2,950,000); **17** pending sales (\$22,500 to \$499,999); and **78** homes have sold so far in 2015 (\$44,000 to \$1,800,000), totaling \$26,561,550, which was 92% of asking prices. Avg. Days on the Market = 234.
- **RANCHES:** **6** listed (\$485,000 to \$9,950,000); **1** pending sale (\$1,295,000), and **1** ranch sold in 2015 (\$5,500,000) which was 66% of asking price. Avg. Days on the Market = 151.
- **COMMERCIAL:** **27** listed (\$56,000 - \$2,950,000); **1** pending sale (\$395,000); and **2** commercial properties sold in 2015 (\$51,500 and \$247,500), totaling \$299,000, which was 84% of asking prices. Avg. Days on the Market = 44.

"The best investment on Earth is earth." Louis J. Glickman, real estate mogul/philanthropist.

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➤ **YOU KNOW YOU'RE FROM MONTANA....***when you know what a "borrow pit" is – and a "hammer head," and "hooky bobbing"* * ... There are some interesting words and lingo that are unique to Montana. Some of these colloquialisms include: **"bench"** = a flat spot on otherwise rugged or mountainous terrain; **"gopher"** = a small, burrowing animal native to the short grass prairies of Montana. The Montana gopher is technically a ground squirrel, (but Montanans already know this, so please do not correct them on this fact); **"Montana shoeshine"** = what you get when you step in a pile of cow shit; **"outfit" or "rig"** = a pick-up truck; **"prairie or meadow maggots"** = sheep; **"prairie or speed goat"** = a pronghorn antelope, which is neither a goat nor an antelope (*see below*); **"saddle up or load up"** = the act (by human or dog) of climbing into an automobile, or a bar stool, or onto a horse; and a **"slow elk"** = a cow. * A **"borrow pit"** is a ditch along the side of the road where they "borrowed" dirt to build up the road; a **"hammer head"** is bad horse and **"hooky bobbing"** is the act of a person hanging onto the bumper of a motor vehicle and sliding behind it on ice, snow or other slippery surfaces. And while we're at it, you need to know that **"chaps"** are pronounced "shaps," NOT "chaps." And not to be confused with **"chinks,"** which are similar to chaps, but shorter. Now, you can speak like a Montanan!

➤ **MONTANA TRIVIA** → *Did you know... The critters we call antelope in Montana are something else?* Though commonly called antelope, our **pronghorn** are not related to gazelles, eland, or other true antelope species, which are native only to Africa and Asia. Pronghorn are an endemic North American ungulate, a holdover from when mastodons, ground sloths, and other ice age mammals roamed the continent. In the entire world, no other species is like the pronghorn. Its closest genetic relative is, of all things, the **giraffe!** Pronghorn have lived in North America for millions of years, surviving glacial eras, volcanic ash winters, and predation by the now-extinct American cheetah. But it took humans only 50 years around the turn of the 20th century to nearly wipe out the animals. After explorers and trappers opened the West, the teeming herds of wildlife observed just a few decades earlier by Lewis and Clark were quickly overrun. Ambitious pioneers punched railroads and telegraph lines across the prairie, plowing arable land and replacing hoofed wildlife with cattle. Pronghorn were shot by hungry farmers and unregulated market hunters. By the early 1900s the total pronghorn population in North America was reduced to fewer than 15,000. Conservation-minded hunters and land-owners eventually repopulated the plains with the fleet-footed animals. Today, pronghorn number over 1 million across North America. In some parts of the West they are common enough to take for granted. *From "Pronghorn in Motion" by Ben Long, Montana Outdoors, November-December 2011.* <http://fwp.mt.gov/fishAndWildlife/management/antelope/>



SEE YOU IN MONTANA!

Don & Toni Bowen, Broker Associates and Accredited Buyer Representatives, with over 75 years of real estate experience, between them - covering residential, commercial, vacant land & ranch properties in the Madison Valley.
We are in the business of "match making."



Office manager,
Debbie Reilly-Richardson



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

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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://www.madisonvalleyexpeditions.com/> - a source for experiencing *authentic* Montana in our area

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/ - 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 - State Highway Web Cams

<http://montanakids.com/> - State website for all things KIDS in Montana

<https://www.facebook.com/Ennisrealestate?ref=hl> – Facebook page for ERA Landmark Arrow R. E.

SKIING:

<http://bigskyresort.com/> – Check out latest snow conditions & things to do 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 - Skiing Yellowstone Park Trails

HORSEBACK RIDING:

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 – A wealth of resource information, local listings and a portal to the SW MT MLS

<http://www.realtor.com/> - The world's #1 Real Estate website. The source for all properties on MLS

www.houselogic.com – Helpful information from the National Association of Realtors

www.trulia.com – Search for homes for sale and sold, local information, and research

www.zillow.com – Search for homes for sale and rent, home values and mortgage rates

www.homesandland.com – Search for homes for sale and rent, home values and mortgage rates

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