

THE STRAIGHT SHOOTER



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

Trout live in nice neighborhoods.

➤ **MADISON VALLEY “HAPPENINGS”** → **Wild Fires** in and around the Madison Valley were



(and still are) the main topic of conversation. High temps, dry grass and wind combined to create perfect conditions for fires which ranged through the Bear Trap Canyon and threatened Pony in the Tobacco Root Mountains and Mammoth to the NW. *This photo of the skies aglow was taken on July 1st from the golf course in Ennis looking towards Pony.* This is the closest fires have come to the Madison Valley in a very long time. Two days of cooler weather and some good rain has helped reduce the fire danger. As of July 3rd, the Pony fire had burned 4,800 acres and was only 45% contained. Read the latest report at <http://www.inciweb.org/incident/2938/>. As of July

2nd, the Bear Trap 2 fire had burned 15,341 acres and was 100% contained. Read the latest report at <http://www.inciweb.org/incident/2943/>. Go to the Madison County emergency website at <http://madison.homestead.com/index.html> for more information. → **July** crept into the June report because of “busyness” and to include the “just passed” July 4th doings in Ennis. The theme of this year’s parade was “*Main Street Ennis – Where it Happened,*” with many floats depicting early homesteaders. Mary Oliver, First Madison Valley Bank VP, was the Grand Marshall. Perfect weather arrived just for the Independence Day celebrations, with record crowds in town to enjoy the Pancake Breakfast at the firehouse, the Parade, the Rodeo, the Lions Club Barbeque, the car show, the private parties and numerous outdoor activities. The river was full and the golf course was full, because of the absolutely perfect weather. It makes it hard to decide what to do!



The Madison Valley History Association Float

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➤ **MONTANA NEWS**



→ According to a recent article in the Bozeman Daily Chronicle, “In the greater Yellowstone ecosystem, more grizzly bears have died of natural causes this year than in years past. So far this summer, 10 grizzly bears tracked by the Interagency Grizzly Bear Study Team appear to have died of natural causes while another six died due to conflicts with people. Over the past three years, humans caused more than three-quarters of grizzly bear deaths in the first half of each summer. ‘We’ve seen more natural mortality this year,’ said team

leader Mark Haroldson, ‘It is something that we haven’t seen before.’” Go to full story at: http://www.bozemandailychronicle.com/news/wildlife/article_30100bfc-c72b-11e1-abd8-001a4bcf887a.html. → **Billings Clinic** wins top honors in Consumer Reports rating of hospitals throughout the US. Read about it at: <http://news.consumerreports.org/health/2012/07/top-10-hospitals-in-our-new-safety-ratings.html>.

➤ **JULY EVENTS**

→ The Forest Service will sponsor its 15th annual **Wildflower Tour** of the Gravelly Range on Tuesday, July 10th. Just meet at the Forest Service office in Ennis at 9 am for an incredible tour. → The **Ennis Farmers**



Market is going strong on Saturdays from 9 AM till Noon but get there early if you want the best pickings. →

The **Virginia City Playhouse** and the **Brewery Follies** are both offering a variety of entertaining performances throughout the summer – a must for out-of-town guests. → Cowboy poets from SW Montana will perform at the historic

Bear Creek School House on Bear Creek Loop in Cameron on July 21st. Mark **Cowboy Poetry Night** on your calendar and enjoy this uniquely western entertainment along with a western dinner.

✚ **FISHING REPORT**

→ Montana Troutfitters in Bozeman reports, as of July 3rd, “The road to Norris is open. The Big Bugs are out and about on the Upper Madison and the bulk majority of the hatch has move up to the slide inn area and between the lakes, at this point the fishing has been really, really good on top. The crowds of people are out and following the hatch of course, but that hasn't ruined the fishing. We've had friends and clients up on the river over the past few days and the fishing has been good to great, and if you're looking for the dry fly fishing, right now this would be the place to be for sure. Goldenstones, Yellow Sallies, PMD's, Caddis (the big ones), and of course Salmonflies are all on the menu - don't forget to try a few smaller dries sometimes if they aren't keying in on the Salmonfly - a neversink Sally is a go to for us up here. Not talking to many people tossing nymphs or streamers, typically when the hatch is nuts it's tough to find someone wanting to throw an indicator, but if you did for some reason, Goldestone nymphs, some big ugly black nymphs up higher in the wade fishing sections, and tossing some little sally nymphs can be dynamite. We've also done really well with a Black Bow River Bugger dropping a Lightning Bug off the back a foot or two. Streamer wise, throw them early, with bright sunny days and so much food in the water, they won't be chasing during the days.” <http://troutfitters.com/FishingReports/Report/upper-madison111112>.



Check out other 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>.

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➤ **WEATHER** → **June** is always uncertain, weather-wise. Sometimes it is cold and rainy. This year was hot and dry with a record high of **97°** and a low of **31°**. The average high was **74°** and the average low was **41°**. The average precipitation for June is 2.39" and we only received **.94°** in June. No wonder conditions were ideal for the wild fires. Hot, dry and windy. But we are getting back to normal and with so much of the country suffering in the heat and humidity; this is the place to be.

➤ **REAL ESTATE TIPS** → **SEVEN DEADLY SINS OF OVERPRICING**. According to **Trulia.com**, "Most experts would advise that the best way to increase your odds of a successful sale is to price your home at fair market value. But, as logical as this advice sounds, for many sellers it is still tempting to tack a few percentage points onto the price to "leave room to negotiate." To avoid this temptation, let's take a look at the seven deadly sins of overpricing:"

1. Appraisal Problems. Even if you do find a buyer willing to pay an inflated price, the fact is over 90% of buyers use some kind of financing to pay for their home purchase. If your home won't appraise for the purchase price the sale will likely fail.

2. No Showings. Today's sophisticated home buyers are well educated about the real estate market. If your home is overpriced they won't bother looking at it, let alone make you an offer.

3. Branding Problems. When a new listing hits the market, every agent quickly checks the property out to see if it's a good fit for their clients. If your home is branded as "overpriced," reigniting interest may take drastic measures.

4. Selling the Competition. Overpricing helps your competition. How? You make their lower prices seem like bargains. Nothing is worse than watching your neighbors put up a sold sign.

5. Stagnation. The longer your home sits on the market, the more likely it is to become stigmatized or stale. Have you ever seen a property that seems to be perpetually for sale? Do you ever wonder - What's wrong with that house?

6. Tougher Negotiations. Buyers who do view your home may negotiate harder because the home has been on the market for a longer period of time and because it is overpriced compared to the competition.

7. Lost Opportunities. You will lose a percentage of buyers who are outside of your price point. These are buyers who are looking in the price range that the home will eventually sell for but don't see the home because the price is above their pre-set budget. Most buyers look at 10-15 homes before making a buying decision. Because of this, setting a competitive price relative to the competition is an essential component to a successful marketing strategy."

These points all apply to the Madison Valley real estate market, as well.

➤ **FEATURED PROPERTY OF THE MONTH:** This property is so appealing, it was spotted on the internet by a writer for the New York Times who will be featuring it in his real estate column. We call this the **Artist Retreat** because it was designed and built by artists and just oozes beauty and great design. Not only is it beautiful but this "green" home is very practical and efficient. It is filled with artistic touches: custom built-in furniture, tin ceiling, stained concrete floors, custom lighting, and great landscaping. Details: 2,200 SF, 1 BR, 1 BA on 20 fenced & irrigated acres in the North Meadow Creek area for **\$475,000**. (MLS # 183596)
http://www.onetruemedia.com/shared?p=1122d13003989426409e4b3&skin_id=701&utm_source=otm&utm_medium=text_url.



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➤ **CURRENT REAL ESTATE MARKET** → WASHINGTON, D.C., June 27, 2012 – “Pending home sales bounced back in May, matching the highest level in the past two years, and are well above year-ago levels, according to the [National Association of Realtors®](#). Both monthly and annual gains were seen in every region. The [Pending Home Sales Index](#), a forward-looking indicator based on contract signings, rose 5.9% to 101.1 in May from 95.5 in April and is 13.3% above May 2011 when it was 89.2. The data reflect contracts but not closings. The index also reached 101.1 in March, which is the highest level since April 2010 when buyers were rushing to beat the deadline for the home buyer tax credit. [Lawrence Yun](#), NAR chief economist, said longer term comparisons are more relevant. ‘The housing market is clearly superior this year compared with the past four years. The latest increase in home contract signings marks 13 consecutive months of year-over-year gains,’ he said. ‘Actual closings for existing-home sales have been notably higher since the beginning of the year and we’re on track to see a 9 to 10 % improvement in total sales for 2012.’

The national median existing-home price is expected to rise 3.0% this year and another 5.7% in 2013. The PHSI in the Northeast increased 4.8% to 82.9 in May and is 19.8% above May 2011. In the Midwest the index rose 6.3% to 98.9 in May and is 22.1% higher than a year ago. Pending home sales in the South increased 1.1% to an index of 106.9 in May and are 11.9% above May 2011. In the West the index jumped 14.5% in May to 108.7 and is 4.8% stronger than a year ago. Low inventory could hold back some contract activity. ‘If credit conditions returned to normal and if we had more inventory, especially in the lower price ranges, more people would become successful buyers. In an environment of historically favorable housing affordability conditions, it’s frustrating to see some consumers thwarted in the process,’ Yun said. Low inventory results partly from underwater homeowners who are unwilling to list their homes, which would require a lengthy short sale process, or additional cash to complete the transaction. NAR estimates 85% of homeowners have positive equity, with 15% in an underwater situation. Low inventory can be cured by increasing new home construction,’ Yun said. He projects housing starts to rise by 26% this year and another 50% in 2013. ‘If housing starts do not rise in a meaningful way over the next two years due to the difficulty in getting construction loans, and barring an unexpected shift in the economy, the steady shedding of inventory could lead to shortages where home prices could get bid up close to 10% in 2013,’ Yun said.”

➤ **LOCAL REAL ESTATE MARKET STATISTICS** → The first week in July is always crazy busy in town and in our office, getting ready for the July 4th festivities and visiting with all the people who stop by to say Hi! Seems like people are too busy having fun to buy property over the holiday but this is officially the start of our summer season. So we are looking for more walk-ins and phone calls from people who realize that this IS “Heaven” and they NEED to own property in Montana. 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 **June** 2012 are as follows:

- **LAND:** 339 vacant lots listed (\$7,900 - \$2,490,000), 7 pending sales (\$49,500 - \$85,000), 8 lots have sold in 2012 (\$28,500 - \$125,000).
- **HOMES:** 176 homes listed (\$99,500 - \$3,900,000), 14 pending sales (\$67,500 - \$369,900), 25 homes sold in 2012 (\$39,100 - \$1,242,000).
- **RANCHES** 8 listed (\$849,000 - \$9,950,000), 0 pending sales, 1 ranch sold in 2012 (\$1,250,000)



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➤ **YOU KNOW YOU'RE FROM MONTANA WHEN** *You installed your new computer, using a Leatherman tool.*

MONTANA TRIVIA → Only 14 miles west of Ennis, **Virginia City** was founded in 1863 and is known world-wide for its historic value. The National Park Service deems it the finest depiction of a frontier mining town in existence today that typifies original buildings on original site. The State of Montana purchased the Historic District of Virginia City to preserve this treasure. It is the site of one of the **largest placer deposits of gold that has been known in history**. A report by the MT Bureau of Mines and Geology suggests that gold worth \$30,000,000 was taken from Alder Gulch in the first three years. Virginia City became the center of the diggings, and with the creation of the new territory of Montana, its capital in 1863. Virginia City is home of the first newspaper, the first bank, the first town in the U.S. to have its municipal water system owned by a female. Here also, the Vigilantes of Montana were formed to clean up the lawless area. Check out facts, figures and the fascinating history on the Virginia City Chamber website at <http://www.virginiacity.com/#history> and <http://www.virginiacitymt.com/>, the Montana Heritage Commission website.



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**



**Office Manager, Kayla Crawford,
(engaged to John Way, owner of The Tackle Shop, in Ennis)**



**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 their website at: www.apexmontana.com or call them 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/ - 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

SKIING:

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 - Skiing Yellowstone Park Trails

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

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

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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