

THE STRAIGHT SHOOTER



NEWS of ENNIS and the MADISON VALLEY, MONTANA for the month of SEPTEMBER 2013

Trout live in nice neighborhoods

➤ **MADISON VALLEY “HAPPENINGS”** → September is always one of my favorite months. Most of the Snow Birds don't leave until October or even November. But more people must be staying around because, according to the **Montana County Population Projections**, Madison County has grown from 6,894 residents in 2003 to 8,020 in 2013. The expected population in 2023 is 8,755! I hope that doesn't mean we will need our **first** stop light, somewhere in the county! Read the Madison Co. Comprehensive



Plan at http://www.madisoncountync.org/downloads/zoning/Madison_County_Comprehensive_Plan.pdf.

→ The big event for the month was **Willie's Distillery** put on their First Annual Fall Jamboree Pig Roast with music and Montana Moonshine in abundance. Go to their website at www.williesdistillery.com for more information. → **Moonlight Basin** will continue offering access through Jack Creek for Madison



Valley Ski club members. Contact mbart@moonlightbasin.com for info. → Talk of replacing the beautiful, old historic bridge over **Blaine Spring Creek** and the **Varney Bridge** over the Madison River has turned into an official project with local, state and federal funding. The bridges may be put up for “adoption.” Start of work on Blaine Springs will begin in 2015 at the earliest. Read more about it at: <http://www.madisoniannews.com/group-closer-to-bridge-replacement-construction/>.

➤ **COMING OCTOBER HAPPENINGS** → **Hunting Season** begins! The bow hunters have already been out in the woods, but the general season is October 26 – December 1.

Check it out at <http://fwp.mt.gov/> and click on General License Cheat Sheet.

→ And remember to come hungry to our 28th annual **Hunters Feed and Chili CookOff** held the Friday afternoon before the start of hunting season.

→ Not much else happening except for the start of football season and the **Ennis Mustangs** are going for the state championship if they keep up their winning streak. You can follow the team at <http://www.maxpreps.com/high-schools/ennis-mustangs-%28ennis,mt%29/football/home.htm>.



Before the Chili Queen retired ↑

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Don Bowen and Toni Bowen plus Kayla Crawford Way, Office Manager

➤ **MONTANA NEWS** → Energy costs in Montana may be going down soon if deregulation is reversed. **NorthWestern Energy Corp.** made its pitch Friday to investors on its plans to spend \$900 million to buy back 11 hydroelectric dams that were sold off to PPL Corp. during deregulation. Read more at: <http://abcnews.go.com/US/wireStory/montana-utility-undo-deregulation-woes-20399137>. → If you've ever wondered what to do with the animal you've hit and killed with your vehicle, the recently



passed **Road Kill Law** takes effect Tuesday. Later this month the Montana FWP Commission will meet to start finalizing new rules to allow people to salvage road kill for meat. The Legislature authorized the panel to allow law-enforcement officers to issue permits to salvage animal carcasses of certain species that are struck and killed by vehicles. Supporters argued it would help clean up road kill that can impede traffic and simply rot on the roadside. The commission is scheduled to meet Oct. 10 to discuss it. **Yum!** → U.S.

Senator Max Baccus hosted the **6th Montana Economic Development Summit** in Butte where several thousand business leaders gathered. Keynote speaker, Safra Catz, president and CFO of Oracle Corporation said they began doing business in Bozeman in 2011 after being drawn to Montana in part because of the national exposure of past Summits. Oracle purchased Right Now Technologies who was a leading provider of cloud-based customer service, based in Bozeman, and now Oracle plans to make Bozeman its **“global cloud center.”**



➤ **HUNTING REPORT** → Hunters are optimistic about their chances of filling their freezers this year, as more elk have been spotted lately. But FWP states, **“The odds of killing an elk in Montana:** Over the past two decades, the statewide average combined annual success rate for bulls and cows has been roughly 20 percent. That means that each year, one of five hunters kills an elk. On average, successful hunters in Montana spend 10 to 12 days hunting before killing an elk.” → And now, if the FWP get their way, **grizzly bears** will be reintroduced into the Tobacco Root mountain range. Read more on this controversial plan at: <http://fwp.mt.gov/fishAndWildlife/management/grizzlyBear/default.html>. Sportsmen, ranchers, outfitters, home owners, recreationalists and media were invited to a public meeting held in Twin Bridges on September 23rd to let their voices be heard. What did we learn from the wolf reintroduction? → On a happier note, they are also preparing an environmental assessment for the proposed release of **bighorn sheep** in the Madison Range at Indian or Wolf Creek.



➤ **FISHING REPORT** → The latest fishing report is from John Way, The Tackle Shop, as of October 1, 2013, “October is here and the last blast of good fishing is upon us. There is no more beautiful time in the Madison Valley than fall. The leaves are turning colors, the first covering of the white stuff lies on Sphinx Mountain, and the brisk mornings just beckon anglers to the river. Most of the crowds of the summer madness are long gone and those you do see on the river keep their distance as solitude is just as important to them as it is to you.

Streamers and nymphs are the name of the game right now. The larger brown trout are making their yearly trek up the river to spawn. The silver sided browns of spring are replaced with the butter yellow spawning colors of fish headed to the party. Most of the larger fish become aggressive and will readily attack any intruder into their space. The streamer game is a fickle one and one that rewards those that experiment. On any given day the fish are looking for Olive, black, yellow, white or natural colored streamers either dead drift, twitched or stripped fast. If you're not getting the response you want change up the size, color, or retrieve. Some of our favorite's streamers of fall are the Exasperator Sculpin, Sculpzilla, or Shelia. Most fish these with a floating line on a short stout leader say 7ft 2X. To double your chances try two streamers of different colors or a trailing nymph of a copper john or prince.

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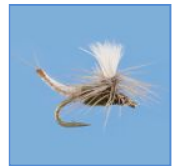
For those nymph-a-holics out there feed it to them and they will eat it. We have been having the best luck lately with a large Pats rubber leg in size 6 or 8 with a Present tail or copper john trailer in size 18. This rig should catch fish all month long. By the end of the month try an egg pattern. Along with the browns, the whitefish are spawning as well and they are a broadcast spawner so the eggs are readily available to waiting trout. We like peach or flesh colored egg patterns in size 14.

For your dry fly guys there is still fish to be had. On overcast days expect a blue winged olive hatch about mid-day. A parachute BWO or even a purple haze in size 16 should do the trick. Also midges will be hatching in large numbers. A high-vis parachute midge in size 20 should get any risers. Concentrate on calmer water behind boulders or on the inside of turns. Right now the fishing is as good as it gets and you will not see fishing like this till next spring so get out and fish. The largest fish of the year are always caught in October. Stop by the shop for the latest info, a cup of coffee as well as great end of season deals. Right now 30% off all in stock waders, boots and Costa del Mar sunglasses. ” John Way

✦ The Tackle Shop’s report at <http://www.thetackleshop.com/fly-fishing-report-Madison-River.asp>.

Check out other fishing reports at:

- ✦ Madison River Fishing Company at <http://www.mrfc.com/MadisonRiverMontanaFishing/MadisonRiverReport.aspx>.
- ✦ Dan Delekta, <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.montanatrout.com/>
- ✦ Yellowstone Fly Fishing at <http://www.yellowstoneflyfishing.com/madisonreport.htm>.



➤ **WEATHER** → September is a magnificent time to be in Montana. In her speech this week in Butte, Oracle President Safra Catz claimed that “There are no better working conditions than Montana in September.” In late August, the weather experts claimed that the lack of rain combined with hot, dry weather had resulted in severe drought conditions and that Madison County was the driest in the state. Many creeks and ditches were drying up and the Ruby Reservoir was way below normal. But then **September** brought the clouds and showers, giving us **2.38”** of precipitation – the average is just **.97”**! The recorded high for the month was **90°** with a low of **28°**. The average high was **72°** and the average low was **36°**. We’re hoping this cold spell is just a “tease” before our beautiful Indian Summer shows up.



➤ **REAL ESTATE TIPS** → **WHAT IS REAL ESTATE EXPERTISE?** There are currently 22 different designations authorized by the N.A.R. According to Hank Miller, Assoc. Broker & Certified Appraiser in Atlanta, expertise is not what it seems. Hank asks, “**What is an expert?** Is there any other field as rich in ‘experts’ as real estate? ‘Golf course expert, lakefront expert, Atlanta real estate expert, first time buyer expert, short sale expert;’ after a while *expert* loses its punch. Real estate agents love the term, but what actually constitutes expertise in a certain field? And if real estate is the ‘field,’ is there legitimate expertise within it? The public hears of agent ‘expertise’ in a multitude of arenas, but how many are truly experts in a specific real estate arena? Does expertise come from years of experience?

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Is there a difference between experienced and expertise? Is it unreasonable to assume that a competent, experienced agent (one that earns a living from real estate) can sell a golf course home? An experienced agent will understand how to assess the comparables, what drives value, what detracts from value and probably how to isolate any contributory value from the golf course. An experienced agent will be able to isolate the contributory value of that golf course location. An experienced agent will know where to seek advice, data and other information that may be required to properly advise their client. Does that constitute expertise? What expertise is there to working with a first time buyer, FHA buyer or jumbo buyer?

An **experienced agent** will have a systematic approach to working with buyers, a major part of that will be preapproval with an experienced lender to ensure that the client is properly counseled as to their options. Bringing in specialists in each field to work with a client is what a good agent does. Does this make them an expert or a smart agent? Compare agents to pilots... mechanics, electronic techs, air traffic control...are vital to the flight just as mortgage, inspectors, lawyers are to a sale. When was the last time you saw a pilot advertise themselves as a ‘turbulence expert’ or ‘high altitude specialist’? Isn't it reasonable to expect that experienced pilot to fly in all weather the same as it's reasonable to expect that EXPERIENCED agent to be able to handle all situations? The pilot has a flight crew, agents have brokers and peers.



Is it possible to be a ‘short sale expert’? No two situations are alike; differences exist with lenders, mortgage size, owners, home value, area trends and mitigating circumstances surrounding each specific short sale. While an agent may have completed previous short sales and gained some experience with the process, is it accurate to use the ‘expert’ term. Wouldn't that imply comprehensive expertise – including actual negotiation with the lenders which is prohibited in some states?

There are clear areas of expertise under the ‘real estate’ umbrella. No one can argue legal, mortgage, **appraisal**, inspection and even investment areas are best left to full time experts in each field. Just as we expect a major league pitcher to have a repertoire of pitches, we expect real estate agents to have a repertoire of abilities. A professional full time agent can handle a first time buyer, golf property, work different parts of a metro area and do it well.

Marketing is all about selling the sizzle as much as the steak, the real estate industry certainly knows that field very well. However, **real estate agent credibility** in the eyes of the public might be raised if more time were spent of extolling the virtues of working with professional full time agents than was spent fabricating designations and topics to be “experts” in. The true experts in the real estate business understand the importance of a trusted network and delegation as needed; they understand that perhaps the most important thing to know is what you don't know. They sell the steak, not the sizzle.”

Hank Miller, SRA. *(and seconded by, Don and Toni Bowen, Arrow Real Estate professionals with LOTS of experience.)*

➤ **FEATURED PROPERTY OF THE MONTH: *ONE-OF-A-KIND, UPSCALE, RUSTIC, MONTANA LOG “CABIN”*** on 20 acres, with end-of-the-road privacy, spectacular views and a private creek-fed, 3-acre lake full of trout! This beautiful, remodeled 2,310 SF home has 3BR, 2 BA, rock FP, landscaping, greenhouse and is offered FURNISHED for **\$1,150,000**. (MLS #193736). Watch the amazing aerial drone video at <http://youtu.be/uAza0J4FmBw>.



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➤ **CURRENT REAL ESTATE MARKET** → WASHINGTON (September 26, 2013) – Pending home sales slowed in August, with tight inventory conditions, higher interest rates, rising home prices and continuing restrictive mortgage credit impacting the market, according to the [National Association of Realtors®](#). The [Pending Home Sales Index](#), (PHSI) a forward-looking indicator based on contract signings, eased 1.6% to 107.7 in August from a downwardly revised 109.4 in July, but remains 5.8% above August 2012 when it was 101.8; the data reflect contracts but not closings. Pending sales have been above year-ago levels for the past 28 months.

[Lawrence Yun](#), NAR chief economist, said the decline was expected following elevated levels of closed existing-home sales at the end of summer. “Sharply rising mortgage interest rates in the spring motivated buyers to make purchase decisions, culminating in a six-and-a-half-year peak for sales that were finalized last month,” he said. “Moving forward, we expect lower levels of existing-home sales, but tight inventory in many markets will continue to push up home prices in the months ahead.”

The PHSI in the Northeast rose 4.0% to 84.8 in August, and is 5.1% above a year ago. In the Midwest the index declined 1.4% to 111.6 in August, but is 13.8% higher than August 2012. Pending home sales in the South fell 3.5% to an index of 116.9 in August, but are 3.7% above a year ago. The index in the West declined 1.6% in August to 106.9, but is 1.7% higher than August 2012. Although total existing-home sales this year will be up about 11% to nearly 5.2 million, little change is seen in 2014, with sales forecast to increase less than 1%. The national median existing-home price should rise 11 to 12% for all of 2013, easing to an increase of 5 to 6% next year, with general improvement expected in inventory supplies.

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** → September continues to bring new people to town and buyers are more serious as we head into winter. Maybe it’s a “nesting” thing and they want a home before winter. Hunters don’t usually take time to look at real estate when they come here to fill their tags, so we focus on a broad range of buyers in the fall. The Southwest Montana Multiple Listing statistics for the Madison Valley area (including Ennis, Cameron, McAllister, Norris, Virginia City, Harrison, Pony, Whitehall and Cardwell), through the month of **September 2013** are as follows:

- **LAND:** **313** vacant lots listed (\$7,350 to \$2,490,000), **8** pending sales (\$54,900 to \$1,500,000), **43** lots have sold in 2013 (\$28,800 to \$400,000) for a total value of \$4,689,209.
- **HOMES:** **170** homes listed (\$67,000 to \$3,350,000), **15** pending sales (\$105,900 to \$450,000), **50** homes have sold in 2013 (\$61,200 to \$825,000) for a total value of \$14,743,197.
- **RANCHES:** **5** listed (\$695,000 to \$14,999,000), **0** pending sales, **1** ranch sold in 2013 (\$2,290,000).
- **COMMERCIAL:** **19** listed (\$42,400 to \$2,950,000), **0** pending sales, **8** commercial properties sold in 2013 (\$75,000 to \$1,150,000) for a total value of \$2,737,500.
- **TOTAL # OF PROPERTIES CURRENTLY LISTED: 507, VALUED AT \$176,256,723.**



➤ **YOU KNOW YOU’RE FROM MONTANA WHEN ...** you head for the local bar to find out what’s going on in town, to find your friends, to find a local subcontractor, and in many cases, to find the best food in town. It’s a place where people get together, along with their kids and dogs (and sometimes horses!). Like the English pubs, local bars in Montana are the focal point of the community. Many

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people may object, but I can find no law on the books in Montana restricting people younger than 21 from hanging out in a bar, so long as they aren't drinking. It is an extension of people's living rooms and for some folks, bars take the place of church. Amen.



➤ **MONTANA TRIVIA** → Did you know that Helena (pronounced “**Hell**-a-na”) is the capital of Montana? While nearby Virginia City was our territorial capital for 10 years, Helena prevailed and has been the capital since 1875. Like Virginia City, it was founded by miners during the gold rush days. Helena's glorious past can also be seen in the spectacular 19th-century mansions, historic Last Chance Gulch businesses, and restored pioneer dwellings. The [Last Chance Tour Train](#) features informative, entertaining tours of the city. A one-hour train ride provides a spectacular tour of the Capital City, complete with a lesson in Helena's colorful history. Other impressive historical landmarks include the [St. Helena Cathedral](#), an imposing edifice, overlooking the downtown area, modeled after the cathedral in Cologne, Germany. Go to http://visitmt.com/listing/categories_NET/City.aspx?City=Helena to read more about this beautiful and historic capital.



Toni and Don Bowen, both broker/owners with nearly 75 years of real estate experience, between them - covering residential, commercial, land and ranches. They are in the business of "match making," where the perfect fit of buyer and property is the most important goal. The Bowen's pride themselves on being the quality "boutique" of local real estate, providing personal attention and professional service.

and Kayla Crawford Way, Office Manager



Arrow Real Estate - the OLDEST real estate firm in the Madison Valley, the ONLY independent real estate sales firm left in the Madison Valley, and the MOST EXPERIENCED real estate firm in the Madison Valley.

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

Testimonial: Toni and Don Bowen of Arrow Real Estate have helped me recently, buy and sell properties in a very tough real estate environment. I would highly recommend them to anyone interested in real estate of any kind. *Tim Combs, President, First Madison Valley Bank, Ennis, MT.*

Proof that very cool, young people hang out at 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://www.madisonvalleyexpeditions.com/> - a source for experiencing *authentic* Montana in our area
<http://adayinthelifeofalemon.blogspot.com/> - famous local sculptor, David Lemon's site
<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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