

THE STRAIGHT SHOOTER



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

Trout live in nice neighborhoods

➤ **MADISON VALLEY "HAPPENINGS"** → It's hard to believe November is just about gone! 2013 has been a blur so far and we don't see any slow down yet. → **Hunters** filled the valley hoping to fill their tags, but they also filled the restaurants, shops and motels. → All seats were filled again for the **Wine Club Dinner** at the Alley Bistro on November 19th -- another amazing taste experience. → And the really big happening in the valley was the **Ennis Mustangs** finishing their undefeated season



with the state title! They played their final game against Wibaux in the Class C 8-man **State Championship** game on November 23rd. Coincidentally, the last time Ennis won a championship was in 1982 and it was against Wibaux! → The **Madison Valley Woman's Club Annual Holiday Bazaar** was held the Saturday after Thanksgiving in the Elementary School gym. A record number of vendors offered up an amazing array of local arts and crafts. It was a great place to start Christmas Shopping.



➤ **COMING DECEMBER HAPPENINGS** → The annual **Spirit Of Christmas Stroll 2013** will offer a wonderful opportunity for the community to mingle on Main Street. Come experience Ennis during an old fashioned **Christmas Stroll from 3:00-8:00 PM on Friday December 6th**. Merchants will be open late, featuring Christmas treats for all! Pictures with Santa, Christmas stories for children, roasted chestnuts, live music, special gallery events and much more! The Lions Club Park by the Madison River will be lit for the holiday season. Something for the whole family! Make a festive, fun night of it with local hotels and restaurants, see a movie in our quaint downtown theatre, and visit our neighbors in historic Virginia City for their Christmas Socials.

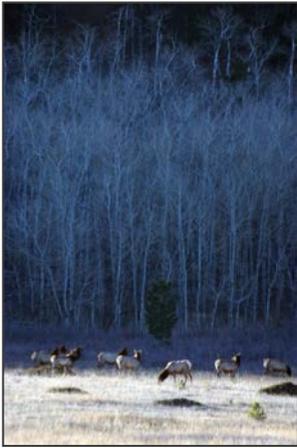


➤ **MONTANA NEWS** → **Roadkill for Thanksgiving!** The most exciting news story in Montana lately is that the MT Department of Fish, Wildlife and Parks approved the state's first wildlife salvage permits, just before Thanksgiving! Now, if you hit and kill an elk, deer, moose or antelope with your vehicle in Montana, (*even out of season!*) you can get a permit to take the animal and process it for food. This was probably good news for the turkeys! Surprisingly, 14 other states already have similar laws. Read: <http://www.news8000.com/news/Roadkill-for-Thanksgiving-Montana-approves/-/326/23187590/-/fsyrjxz/-/index.html> and go to <http://fwp.mt.gov/hunting/licenses/salvagePermit.html> to apply for permit. → **And if you want a job, come to Montana where the unemployment rate is down to 5.2%!**

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➤ **HUNTING REPORT** → **The Hunt is over!** We took our rifles out for a walk twice during the season, hoping to fill our freezer with some fresh elk meat, but alas, it was not meant to be. At this stage in our lives, we only “gentleman” hunt and the critters actually have to come to us. But they are safe for another year (*unless we happen to hit one with our car!*) According to FWP, the harvest was up in SW Montana with more animals spotted in general than in previous seasons. Encouraging news after so many disappointing hunting seasons, due to wolves and weather.



✚ **FISHING REPORT** → December 1, 2013, from John Way, The Tackle Shop, “With the big game hunting season now over, the turkey completely devoured, college football winding down, and the Ennis boys owning a championship trophy, now is the time to get back out on the river and enjoy a little alone time in the best place on earth. Most folks give up fishing this time of year and spend time at the mall; this will leave plenty of elbow room for anyone who needs to scratch the itch. Winter fishing is a *pick-your-day* type of affair. Find a sunny day with temps at least 30 and little to no wind. Fish will have moved from the heavy summer riffles you found them in August and are concentrating on the deeper slower holes with less current. This time of year if you find the fish you usually find a bunch. Concentrate on the lower river from Warm Springs downstream as the water temps usually are warmer and ice flow is less of an issue. Nymphing is the name of the game in December. Each nymph rig should start with a Pats rubber leg stone fly in a size 6. Keep the color dark (brown or black) and use a stout 2X tippet. As a trailer fly try a pink or red San Juan worm, orange laser worm, peach colored egg pattern or a midge larva nymph. Remember the whitefish are spawning this time of year so the trout are seeing a bunch of eggs and will even key on them. If you end up catching a whitefish move directly downstream and find some deeper water and a trout will not be far away. For those hard core fish bums out there don’t let a little cold keep you from getting your December trout on a fly. On the cold windy days get your tree, or Christmas shopping done so on the nice days you can spend it on the river. Stop by the shop during the Ennis Christmas Stroll and save big on items for the angler on your list. Most everything in the store is on sale now till the first of the year. Also, we are now taking reservations for our spring guide trip special. \$325.00 full day guided fishing trips with a warm lunch on the Madison from January 1 till May 1. Get your day booked now as the prime dates fill up fast.” *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>.

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➤ **WEATHER** → November was unusually and unbelievably mild while much of the rest of the country suffered wintery storms. We had about one week of arctic chill to remind us it's time to get out the long johns. But we needed the bad weather to bring the animals down out of the mountains, otherwise it is harder to find and remove game. The recorded high for the month of November was **60°** with a low of **5°**. The average high was **43°** and the average low was **21°**. Precipitation for the month was just **.08"**. **We need more snow!** (*But, Big Sky has opened for skiing...*)



➤ **REAL ESTATE TIPS** → **AERIAL DRONE VIDEOS FOR MARKETING YOUR PROPERTY**

This is the latest big idea we've seen in marketing real estate and it especially lends itself to our wide open vistas in Montana. It is often difficult to capture the big picture, the scope of the mountains, river, big skies and the home, all together in one photo. So more and more sellers are jumping on the band wagon and opting for having their properties filmed using a remote controlled aerial drone with high quality video cameras. Put together with music, these videos tell a dramatic story. The camera flies forward, circling the home from on high, capturing the exact moment when the sun peeks out from behind a cloud... That works great out here in the wilderness, but they are being banned in some cities for various reasons. However, we intend to expand our use of this technology to enhance our marketing. See <http://www.bing.com/videos/search?q=Youtube+aerialdronevideos&FORM=VIRE6#view=detail&mid=F6E3229FD3405D7F2575F6E3229FD3405D7F2575> for an example of a 20-acre residential property and <http://www.youtube.com/watch?v=XzWGxY3hSAE&feature=youtu.be> to see an 8+ acre vacant lot – local properties we have listed for sale. According to Barb Schwarz, www.StagedHomes.com, Concord, PA, these are some things to keep in mind when preparing your home for a Virtual Tour or Aerial Drone photography:



1. **Understand the camera's perspective.** The camera's eye is very different from the human eye. It magnifies clutter and poor furniture arrangement. To make a home shine in a virtual tour or video presentation, cater to the lens.
2. **Make the home "Q-tip clean."** Because the camera magnifies grime, each room must be spotless. Don't forget floor coverings and walls; a discolored spot on the rug might be overlooked by prospects during a regular home showing, but that stain becomes a focal point for online viewers.
3. **Pack up the clutter.** But leave three items of varying heights on each surface. For example, on an end table you can place a lamp (high), a small plant (medium), and a book (low).
4. **Snap pictures.** This will give you an idea of what the home will look like on camera. Closely examine the photos and list changes that would improve each room's appearance: opening blinds to let in natural light, removing magnets from the refrigerator, or taking down distracting art.
5. **Pare down furniture.** Identify one or two pieces of furniture that can be removed from each room to make the space appear larger.
6. **Rearrange.** Spotlight the flow of a space by creating a focal point on the furthest wall from the doorway and arranging the other pieces of furniture to make a triangle shape. The focal point may be a bed in a bedroom or a china cabinet in a dining room.
7. **Re-accessorize.** Include a healthy plant in every room; the camera loves green. Energize bland decor by placing a bright vase on a mantle or draping an afghan over a couch.
8. **Keep the home in shape.** You want buyers who liked what they saw online to encounter the same home in person.

Source: Barb Schwarz, www.StagedHomes.com, Concord, Pa.

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➤ **FEATURED PROPERTY OF THE MONTH:**

EXCEPTIONAL COMMERCIAL BUILDING on First Street in Ennis, behind The Blue Heron, just ½ block off Main Street, on a 5,000 SF lot with a back alley. This 1,740 SF building was last used as a medical clinic. It has a large reception area + 6 rooms/offices, full kitchen, 2 baths, and is in excellent condition. It is ideal for a variety of professional businesses. Medical equipment negotiable. **\$205,000 with possible owner financing.**



➤ **CURRENT REAL ESTATE MARKET** → WASHINGTON (November 25, 2013) – Although conditions were mixed across the country, pending home sales continued to move lower in October, marking the fifth consecutive monthly decline, according to the [National Association of Realtors®](#). The [Pending Home Sales Index](#), (PHSI) a forward-looking indicator based on contract signings, slipped 0.6 percent to 102.1 in October from an upwardly revised 102.7 in September, and is 1.6 percent below October 2012 when it was 103.8. The index is at the lowest level since December 2012 when it was 101.3; the data reflect contracts but not closings.

[Lawrence Yun](#), NAR chief economist, said weaker activity was expected. “The government shutdown in the first half of last month sidelined some potential buyers. In a survey, 17 percent of Realtors® reported delays in October, mostly from waiting for IRS income verification for mortgage approval,” he said. “We could rebound a bit from this level, but still face the headwinds of limited inventory and falling affordability conditions. Job creation and a slight dialing down from current stringent mortgage underwriting standards going into 2014 can help offset the headwind factors,” Yun said.

Modest gains in the Northeast and Midwest were offset by declines in the South and West. Yun notes there was a greater impact in the high-cost region of the West, where tight inventory also is holding back contract offers. He expects generally flat home sales going into 2014, but continued growth in home prices from limited inventory conditions.

The PHSI in the Northeast rose 2.8 percent to 85.8 in October, and is 8.1 percent above a year ago. In the Midwest the index increased 1.2 percent to 104.1 in October, and is 3.2 percent higher than October 2012. Pending home sales in the South slipped 0.8 percent to an index of 114.5 in October, and are 1.5 percent below a year ago. The index in the West fell 4.1 percent in October to 93.3, and is 12.1 percent lower than October 2012.

Yun said there are concerns heading into 2014. “New mortgage rules in January could delay the approval process, and another government shutdown would harm both housing and the economy,” he said. Annual existing-home sales should be nearly 10 percent higher this year than in 2012, totaling just above 5.1 million, with a comparable volume expected in 2014. The national median existing-home price for 2013 is projected to be 11 percent above last year, and then cool to a 5.0 to 5.5 percent increase in 2014.

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>.



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➤ **LOCAL REAL ESTATE MARKET STATISTICS** → Activity slowed down considerably during November which is fairly consistent with our market and also reflects the national slowdown. Arrow Real Estate closed a sale of the Moonlight Basin office building just north of Ennis, capping off a good year for commercial sales in the valley. Arrow was involved in the sale of 4 out of the 8 commercial properties sold in 2013. There are fewer listings across the board as many sellers take their properties off the market for the winter. 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 **November 2013** are as follows:

- **LAND:** 292 vacant lots listed (\$7,350 to \$2,490,000, totaling \$37,489,323); 9 pending sales (\$7,900 to \$1,500,000, totaling \$2,186,550); 52 lots have sold in 2013 (\$27,500 to \$400,000, totaling \$4,735,737).
- **HOMES:** 144 homes listed (\$67,000 to \$3,350,000, totaling \$87,623,799); 8 pending sales (\$105,900 to \$389,000, totaling \$1,978,200); 64 homes have sold in 2013 (\$61,200 to \$825,000, totaling \$18,386,197).
- **RANCHES:** 5 listed (\$625,000 to \$14,999,000, totaling \$26,903,000); 0 pending sales, 1 ranch sold in 2013 (\$2,290,000).
- **COMMERCIAL:** 17 listed (\$42,400 to \$2,950,000, totaling \$6,223,900); 0 pending sales; 8 commercial properties sold in 2013 (\$75,000 to \$1,150,000, totaling \$2,485,000); plus Arrow closed on the Moonlight Basin building, which was not included in the MLS statistics.
- **TOTAL # OF PROPERTIES CURRENTLY LISTED:** 449, VALUED AT \$154,618,822.

➤ **YOU KNOW YOU'RE FROM MONTANA WHEN ...** you're *proud* that our lovely state holds the records for: 1) the most rapid temperature change in the US, from -35°F to 15°F in seven minutes, at Great Falls International Airport; 2) the greatest 12-hour temperature change, from 67°F to -21°F, in Fairfield; 3) the greatest 24-hour temperature change, from 44°F to -56°F, in Browning; and 4) the lowest recorded temperature in the lower 48 states, -70°F, with no wind chill factor, in Roger's Pass. We are so grateful for heated homes and cars!



➤ **MONTANA TRIVIA** → *Did you know that...* the **first woman** to serve in the U.S. Congress was born on June 11, 1880 near Missoula, Montana? [Jeannette Rankin](#) helped secure the vote for Montana women in 1914 and served as a prominent suffrage lobbyist. In 1916, running as a Republican candidate, she won an At-Large U.S. House seat in Montana, and was sworn into office at the opening of the [65th Congress](#) (1917–1919) in April 1917. Several days into her term, Congresswoman Rankin, an avowed pacifist, voted against U.S. intervention in World War I. As a House Member she waged a front-lines fight for women's suffrage; the House passed an initial voting rights amendment during her tenure and the 19th Amendment was eventually ratified in 1920. In the 1918 elections, Rankin campaigned for one of Montana's U.S. Senate seats but lost without major-party support. In the interwar years, she joined several pacifist groups and lobbied Congress to pass social welfare legislation. In 1940, she again won a Montana U.S. House seat, ousting an incumbent. During the [77th Congress](#) (1941–1943) she cast the lone vote against war after the Japanese Imperial Navy's surprise attack on Pearl Harbor. Rankin's stand on pacifist principles effectively ended her political career. After leaving Congress in 1943, Rankin remained active in many causes. On the eve of her death on May 18, 1973, in Carmel, California, her opposition to the Vietnam War had inspired Rankin to contemplate yet another run for the House. <http://history.house.gov/HistoricalHighlight/Detail/35881>.

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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.

At this time of Thanksgiving we pause to count our many blessings - the freedom of this great country, it's opportunity for achievement, the friendship you've given us, and the confidence you have shown us.

For these things, and so much more, we are deeply grateful. May the good things of life be yours in abundance, not only at Thanksgiving, but throughout the challenging year ahead.

Four friends at Arrow Real Estate

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