

THE STRAIGHT SHOOTER



NEWS of ENNIS and the MADISON VALLEY, MONTANA for the month of MAY 2014

Trout live in nice neighborhoods

➤ **MADISON VALLEY “HAPPENINGS”** → The Ennis Chamber hosted the first ever **Ennis Brew and Spirit Festival** in Lions Park on the opening day of Fishing Season with an overwhelming success, featuring numerous distilleries, breweries and vendors from around Montana. → The **Madison Theatre** had their Grand Re-Opening on May 23rd with a showing of “The Amazing Spiderman 2.” → **Banditos** reopened for dinners Tuesday – Saturday & Sunday Brunch. → **Ennis High School** graduated 34 seniors this May – one of our larger classes! → May closed out with another successful event at Willie’s Distillery with their **Second Annual Pig Pickin’** – free food, live music and seeing all your friends! Can’t beat that combination. → The valley is full of cattle – everywhere you look – beautiful Black Angus cows and calves. Caught this great shot of one lone cow on the ridge near Cameron.



➤ **COMING JUNE HAPPENINGS** → The **Virginia City Playhouse** and The **Brewery Follies** are open for the season and attendance is a summer requirement! → Two groups of United States Marines will be invading Ennis for their annual conventions. June 4 – 7, a group of 60” **Legion of Valor” Marines** – those who have received one of the two top awards for Valor – will be in town. Then June 11 – 14, the “**3rd Battalion 26th Marine Vietnam**” – a group of approximately 200 Marines will be storming the hills of the Madison Valley! → The weekly Farm to Fork **Farmers’ Market** will again be filling the parking lot in front of Valley Bank on Saturday mornings from 9 to 12. → Montana Fish Wildlife and Parks proclaims **Free Fishing** over Father’s Day weekend and the Ennis Lions Club will host their annual **Father’s Day Fishing Derby** at Lions Park pond on Father’s Day. → On Saturday, June 20-21 take part in the 2014 Madison County **Relay for Life**. → And it’s time to sign up for another “**Becoming an Outdoors Woman**” Workshop – a 3 day program, August 1 – 3, that teaches “guy” stuff in the outdoors. This is a fabulous program put on by Montana Fish Wildlife and Parks and classes fill up fast. Check it out at <http://fwp.mt.gov/education/bow/workshops.html>.



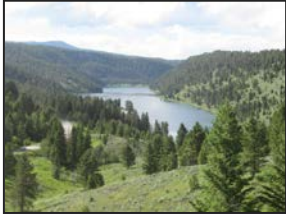
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➤ **MONTANA NEWS** → Montana's **unemployment rate dropped 0.3 percentage points in April to 4.8 percent**, marking the first time in five years that Montana's unemployment rate has been below 5 percent. The U.S. unemployment rate also posted a large decline of 0.4 percentage points to 6.3 percent. "Montana has added nearly 10,000 jobs since the start of the year; a sign that Main Street businesses are feeling confident and workers are back on the job," reported Governor Steve Bullock. So it's a good time to be thinking about moving to Montana, if you want a job working in a wonderful place to live! Go to <https://svc.mt.gov/statejobsearch/> to check for Montana jobs on line. → According to the Institute for Tourism and Recreation Research (ITRR) at the University of Montana, the state of Montana hosted upwards of **11 million visitors** last year, which is a 2.3 percent increase from 2012. These visitors added



over \$3.6 billion to Montana's economy, a 10.7 percent increase from 2012 and a number that shattered the 2007 visitor spending record. Tourism is one of the top employers in Montana, directly employing over 44,000 people at a payroll of \$1.1 billion. It also contributed approximately \$306 million in state and local taxes, decreasing the tax liability for Montana households. "Visitors come to Montana for the experiences," said Commerce Director Meg O'Leary.

"They're coming to experience our spectacular and unspoiled nature, vibrant and charming small towns, and breathtaking experiences and relaxing hospitality." *So what are you waiting for?!*

➤ **FISHING REPORT** → June 1, 2014 Madison River Fishing Report from The Tackle Shop. "June has arrived and if you have a bunch of vacation or sick days stacking up at work don't use them just yet. By the end of the month you will want to call your boss and tell him you're going fishing for a few days.

The Madison River right now is extremely high and off colored. The massive snowpack from this winter is now flowing down the river. Even though it is high fishing is still really good. We have been having luck on the Upper Madison fishing near 3 Dollar Bridge and Reynolds Pass. This is above where the West Fork joins the Madison River and the source of much of the mud. It is still off colored but not unworkable. Muddy waters→



We have had luck fishing large girdle bugs in brown or black size 4 with either a pink San Juan Worm or FKA Prince nymph trailer. The fish are stacked close to the bank because of the high water so all casts should be less than 10 feet off the bank. We have been running about 4 feet from the indicator to the first fly. If you're not touching bottom on every few casts add some splits or lengthen your distance.

Above Lyons bridge is wade fishing only. You may use a boat for transportation but need to fish from the bank. Be really careful out there as the water is high and dangerous. Especially watch wading in deep water. Also, at this water level it is dangerous to float between Windy Point and Palisades because of a low bridge. Each year during high water someone wrecks a boat on this bridge so be aware till the water recedes.

Remember the Salmon Fly hatch is on the horizon. We expect to be fishing dry fly's on lower green colored water by the last week of the month. Save those vacation days for then it is going to be epic. Stop in to the shop or check our Facebook page for the latest Madison River Fishing Report. New Gear from Orvis, Fish Pond, Simms, Dan Bailey, Redington and Montana Fly Company as well as other has the shop full. *John Way*. See The Tackle Shop's report at <http://www.thetackleshop.com/fly-fishing-report-Madison-River.asp>.

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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.montanatrou.com/>
- ✦ Yellowstone Fly Fishing at <http://www.yellowstoneflyfishing.com/madisonreport.htm>.

➤ **WEATHER** → May gave us a touch of summer and the valley continued to turn green. Time to put away the long johns, but planting flowers is still risky! The recorded high for Ennis for the month of May was **81°** with a low of **26°**. The average high was **66°** and the average low was **34°**. Precipitation for the month was **1.18"** compared to an average of **2.16"**, so maybe a rain dance is needed. Snowpack was 155% of normal but soil moisture is low.



➤ **REAL ESTATE TIPS** → **Top 10 Sins of Selling**, by Michael Corbett, Trulia's real estate and lifestyle expert. On average, home sellers make up to five of these costly mistakes in every house sale. And each and every one of these mistakes comes with a hefty price tag. Learn to identify and eliminate all of these, and you can save yourself thousands even tens of thousands of dollars. They truly are sins, because home sellers are just burning money by committing them. And the frustrating part of it all, is they are all easy sins to confess and rectify! Here they are at a glance:

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



5. Mispricing your home - Overpricing or underpricing 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. Face it, you can't afford to lose money either through your neglect, indifference, or ignorance of the selling process. So make sure you sit down with your agent to address these issues and pave the way for the smoothest, quickest sale possible. agent about options for staging.

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.

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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.

Michael Corbett is Trulia's real estate and lifestyle expert. He hosts NBC's EXTRA's Mansions and Millionaires.

➤ **FEATURED PROPERTY OF THE MONTH** → **TOP QUALITY HOME** on 20 acres, for the buyer who wants only the very best! This 4,100 SF home includes 3 BR, 3 BA, a large chef's kitchen, wood-burning stone fireplace, solid walnut flooring, log beams, covered decks & porches, top-of-the-line appliances & finishes, and a 1,350 SF unfinished, daylight basement for more living space. The home was built to the highest standards with lots of hidden value. This property has exclusive subdivision access to the Madison River! 115 Holding Pen Road, Cameron, MT. **\$899,000**. MLS # 198127.



➤ **CURRENT REAL ESTATE MARKET** → WASHINGTON (May 29, 2014) – Pending home sales improved for the second straight month in April, according to the [National Association of Realtors®](#). Gains in the Midwest and Northeast offset declines in the West and South. The [Pending Home Sales Index](#), (PHSI) a forward-looking indicator based on contract signings, increased 0.4 percent to 97.8 in April from 97.4 in March, but is 9.2 percent below April 2013 when it was 107.7.

[Lawrence Yun](#), NAR chief economist, expects a gradual uptrend in home sales. “Higher inventory levels are giving buyers more choices, and a slight decline in mortgage interest rates this spring is raising prospective home buyers’ confidence,” he said. “An uptrend in closed sales is expected, although some months will encounter a modest setback.” Yun projects the 30-year fixed-rate mortgage to trend up and average 5.5 percent next year. “The extent to which higher mortgage interest rates will impact housing affordability and sales depends on income growth, ongoing improvement in the labor market and any change to mortgage underwriting conditions.”

The PHSI in the Northeast increased 0.6 percent to 79.3 in April, but is 12.0 percent below a year ago. In the Midwest the index rose 5.0 percent to 99.2 in April, but is 6.9 percent below April 2013. Pending home sales in the South slipped 0.6 percent to an index of 111.9 in April, and are 6.4% below a year ago.

The index in the West declined 2.9% in April to 88.4, and is 15.0% below April 2013. With sub-par activity in the first quarter, annual existing-home sales are expected to be modestly below the nearly 5.1 million in 2013, but should be close to 5.3 million in 2015. The national median existing-home price is projected to grow between 5 and 6 % this year, and in the range of 4 to 5 % in 2015.

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** → We are still busy listing and selling – both homes and land. And the summer traffic hasn't even started! Sales are up but prices are still holding at their lower levels. We expect the lack of inventory and higher demand will start affecting prices. 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 **May 2014** totals are as follows:

- **LAND:** 304 vacant lots listed (\$4,000 to \$1,995,000); 9 pending sales (\$27,000 to \$325,000); 22 lots have sold in 2014 (\$16,500 to \$1,290,000), totaling \$3,050,500 which was approx. 86% of asking prices.
- **HOMES:** 156 homes listed (\$69,500 to \$3,350,000); 13 pending sales (\$105,900 to \$795,000); 21 homes have sold in 2014 (\$85,000 to \$985,000), totaling \$6,122,500, which was 95% of asking prices.
- **RANCHES:** 6 listed (\$595,000 to \$14,999,000); 0 pending sales, 0 ranches have sold in 2014.
- **COMMERCIAL:** 14 listed (\$85,000 to \$2,950,000); 0 pending sales; 2 commercial properties have sold in 2014 (\$76,200 to \$144,500), totaling \$220,700, which was approx. 93% of asking prices.

➤ **YOU KNOW YOU'RE FROM MONTANA WHEN ...** you can carry a weapon openly in most places. And a weapon is not considered "concealed" in your glovebox, briefcase or a lady's purse. But be sure you know the law. According to Gary Marbut, president of the Montana Shooting Sports Association, (www.mtssa.org) and author, Gun Laws of Montana, "Under the seat of your car (*in Montana – different in other states*), in the console between the seats, in the glove box, in a backpack, in a briefcase, and even in a woman's purse are not considered to be "concealed" for the purpose of Montana concealed weapon law."



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➤ **MONTANA TRIVIA** → *Did you know that...* Montana ranked 8th in a list of **Best States for Gun Owners?** According to Guns & Ammo Magazine, "Montana is a hunter's paradise, but even gun owners who don't hunt can enjoy "Big Sky Country's" favorable laws. Montana is an open carry state and issues permits for residents who desire to carry handguns concealed. Permits from nearly all other jurisdictions in the nation are recognized, and Montana's list of prohibited carry locations is one of the least restrictive in the nation. The state places no restrictions on MSRs, NFA items or magazines and there are no permit requirements to purchase or possess any firearm. And still the Montana crime rate is lower than the national average crime rate."



Don & Toni Bowen, Broker Associates with over 75 years of real estate experience, between them - covering residential, commercial, land & ranches. They are in the business of "match making."



Pam Menzel, Sales Associate



Laura Gilmore, Sales Associate



Kayla Crawford Way,

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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://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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