

THE STRAIGHT SHOOTER



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

Trout live in nice neighborhoods



➤ **MADISON VALLEY “HAPPENINGS”** → July is always the busiest month of

New ERA rodeo sign on Chute #2



the year and this one was no exception. On top of the usual happenings – the Rodeo, Parade, Madison Trifecta, Motorcycle Rally and Car Show - the **Moods of the Madison** Music Festival was a big hit, especially for a first-time event. → The **Fly-In** at the Ennis Big Sky Airport was also a successful new happening and there will be more activity at the airport with their new **AWOS** system. <http://choiceaviation.com/facilities/ennis-mt-keks/>. → Madison County recently voted to allocate \$20,000 for **economic development** to assist our towns in attracting new business and supporting the existing ones.

http://www.madcoedc.org/madison_county_montana.htm. → Ennis has been chosen to host the **Montana Volunteer Firefighters Convention** and every hotel room in Ennis is booked for June 11-13, 2015. <http://www.montanavolunteerfirefighters.com/index.html>. → The concrete “**Jersey barriers**” are gone!

Replaced by a new curving sidewalk and large boulders, enhancing the charm of the “Y” intersection as you come into Ennis. This beautification project was a long time over due and greatly appreciated. → Scientific trapping operations are ongoing in the Gravelly and Madison



Ranges, with Montana FWP monitoring the population of **grizzly bears** in the Yellowstone ecosystem. Trapping sites are posted and the public should avoid these areas.

<http://fwp.mt.gov/fishAndWildlife/management/grizzlyBear/>. → Madison County Bio-Control (<http://www.madison.mt.gov/departments/weed/weeds.asp>) and the Madison Valley Ranchlands Group Weed Committee work together to educate land owners and to fight **noxious weeds**. Currently they are disbursing certain insects to fight leafy spurge and knapweed. People wanting to participate in this program should call Melissa at (406) 581-4300.

<http://www.mtweed.org/library/index.php/tag/biological-control/>;
http://www.madisonvalleyranchlands.org/annual_reports/annualreport_2012.pdf.

If you’ve got weeds, they’ve got bugs!

The dreaded Knapweed→



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➤ **AUGUST HAPPENINGS** → Dressed up in 1880's clothing and shooting with guns from the same period, the Honorable Road Agents Shooting Society's monthly **Cowboy Action Shooting Match** will take place at the Bloated Carcass Range, 2 miles south of Ennis, on Saturday, August 2nd. → Our local open pit talc mine is sponsoring **Yellowstone Mine Community Day**, Saturday, August 2nd, with tours and food. <http://www.imercystalc.com/>. → The 16th Annual **Noxious Weed Fundraiser**, dinner and auction will be held at the High Valley Ranch in the Upper Madison on

Saturday, August 2nd. <http://www.madisonvalleyranchlands.org/> → **The Road Agent Rally**, a road rally through the 287 Loop will be held August 8 – 10. → **Team Roping** Finals will be held in Twin Bridges on August 8th. → The 19th **Annual Madison Valley Arts Festival** will be held in Peter T's Park on Saturday August 9th. Artists from all over Montana and some nearby states will be offering their quality work at this juried event. http://www.ennisartsassociation.org/madison_valley_arts_festival.html → The PieceMakers of the Madison will be holding a **Quilt Show** August 8 - 9 at the Ennis Elementary School. <https://www.facebook.com/PieceMakersoftheMadison>. → The **Third Annual Madison County**



Triathlon (1200 yard swim, 23-mile bike, six mile run) starts at Ennis Lake and finishes in Pony on August 10th. → The **Madison County Fair** will be held in Twin Bridges, August 13 – 17. <http://madison.mt.gov/departments/fairgrounds/MCFair.asp>. → The 5th Annual Tent Sale will be held at **Ennis True Value Hardware** on August 16th. → On August 22 - 23, Shedhorn Sports will hold their

20th **Annual Hunters Rendevous Sale**. www.shedhorn.com. → Tour distinctive homes in the Madison Valley to support the Madison Valley Medical Center Auxillary at the **Home Tour** on Saturday August 23rd. www.wvmcf.org.com. → And last but not least, is the 12th Annual "Ennis on the Madison" Fly Fishing Festival on August 29th. www.mrf.org. → Now that is one full calendar! People still ask, "What's to do around here?"



➤ **MONTANA NEWS** → Governor Steve Bullock and Attorney General Tim Fox announced that the U.S. Department of Homeland Security (USDHS) had backed off of their threat to stop accepting Montana driver's licenses and identification cards for certain purposes listed under the **REAL ID Act**. In January, Bullock sent a letter to Secretary of Homeland Security, Jeh Johnson, pushing back against efforts of the federal government to force Montana to implement REAL ID and urging them not to restrict Montanans' ability to use their secure Montana driver's license for federal identification purposes and commercial air travel. "Montanans have said loud and clear that they will not comply with REAL ID," Bullock said. "For us, REAL ID raises serious concerns about the extensive collection of their personal and private information by the federal government. I'm glad that the U.S. Department of Homeland Security recognizes the work we've done, independent of a federal mandate, to bolster the security of licenses, while protecting the right to privacy that Montanans hold dear." <http://governor.mt.gov/Portals/16/docs/2014PressReleases/072214REALIDRelease.pdf>. →

The **Montana Highway Patrol** will take part in a multi-state effort to cut down the number the number of crashes along Interstates 90/94 between August 1 – 4. Interstates 90 and 94 stretch across 15 states from Washington to New York for 5,681 miles. <http://www.kbzk.com/news/montana-highway-patrol-to-take-part-in-campaign-to-reduce-highway-crashes/>.



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➤ **FISHING REPORT** → August 1, 2014. From The Tackle Shop, “Even with the heat and wind we have been seeing over the past week the **Madison River** has been hanging in there and fishing well. Its mid-summer and the flows are still consistent for a change, the water temps are still in the safe zone and the fish are still on the feed.

For you nymph and streamer folks, the Madison River is still giving it up big time sub surface. The Madison River standard of a Pats rubber leg followed with a lightning bug, sparkle prince, batman, or copper john in red or purple has been the ticket. Interestingly we have increased the size of our rubber leg to a 6 and the fish are more interested in it. They are eating it for the nocturnal stone fly nymphs that are emerging right now. We have been fishing on 3X to the big bug and 4X to the smaller nymph and doing just fine. As for streamers, try dead drifting a zonker or sculpzilla in the deep water. We have been taking some really big fish lately with this technique. Also try the sparkle minnow on a tight line as this has also been producing some really big fish in the last week.



For you dry guys out there. The nocturnal stones are still coming off so a small chubby in size 12 has been working and taking some big browns in the mornings. There is also some PMD's around so hang a dropper of a parachute adams, purple haze, purple craze or parachute royal wulff and you should get some risers. The dry guys that stick with it are being rewarded. In the afternoon the caddis start to appear and continue till evening. Try a X caddis with a halo caddis dropper and you should get bent. On all the dry fly's we have been fishing 4X. Give a call to the shop or stop in for the latest fishing report. We also just received a huge shipment of summer and fall flies from Montana Fly. Stop in and get stocked up.” *John Way*. See 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.montanatrou.com/>
- ✦ Yellowstone Fly Fishing at <http://www.yellowstoneflyfishing.com/madisonreport.htm>.

➤ **WEATHER** → July was glorious. Midsummer is a great time in Montana and we’re enjoying the best of it. Sunny days and occasional rain showers are keeping the valley green. The Montana Drought website shows Madison County for July as “**slightly dry**.” More information at: <http://drought.mt.gov/default.aspx>. The recorded high for Ennis for the month of July was **90°** with a low of **41°**. The average high was **83°** and the average low was **45°**. Precipitation for the month was **1.07”** compared to an average of **1.25”**.



➤ **REAL ESTATE TIPS** → **THE NEGOTIATION PROCESS**. According to the 2011 National Association of Realtors® *Profile of Home Buyers and Sellers*, the second most popular reason buyers use a real estate agent is to help with the **negotiation process**. However, buyers can negatively impact the process making mistakes which lead to them losing their dream house. Don’t make these blunders:

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1. **Not entering with a negotiating strategy:** Before submitting an offer, try to remember that the seller has already decided how much money they want from the sale of their property. Knowing how to negotiate effectively is the key to getting the best deal. Without a plan, you might risk losing the house you want. Also establish your maximum price.
2. **Giving up too soon:** Buyers might get discouraged when they are competing against multiple offers on a house. However, the biggest mistake a buyer can make is to panic and withdraw their offer. You should stay involved for at least one round of negotiations, but also establish your maximum price.
3. **Not providing earnest money:** Earnest money is a cash deposit you make when submitting your written offer on a property to show your “good faith.” Sellers are understandably suspicious of offers that are not accompanied by such a deposit.
4. **Having too many contingencies:** A contingency is a term or condition that must be met for an offer to become a binding contract. Home buyers with too many contingencies tend to weaken an offer. Some examples of contingencies are securing a job transfer, selling your current home, results of a home inspection or obtaining specific financing terms.
5. **Weak negotiating position:** Sellers usually like to go with a strong bargaining position. Some examples of strong positioning is being pre-approved for a mortgage or having little to no contingencies. With these factors in your favor, you may be able to negotiate a lower price. On the other hand, in a ‘hot’ seller’s market, if your ‘perfect’ home comes on the market, you may want to offer the list price (or more) to beat our other offers.

However, an Accredited Buyer’s Representative, ABR®, can counsel you on making an effective offer that will land you the house of your dreams. **Don and Toni Bowen** are members of the Real Estate Buyer’s Agent Council (REBAC) of the NATIONAL ASSOCIATION OF REALTORS®, who have attained the Accredited Buyer’s Representative (ABR®) designation. The Accredited Buyer’s Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. Having an ABR® can guide you through structuring your offer and negotiation strategy.



➤ **FEATURED PROPERTY OF THE MONTH → LOG HOME IN JEFFERS/JACK CREEK AREA on 5+ FENCED ACRES**, great for vacations or full-time living. This high-quality home of approx. 3,000 SF, has 3 BR, 2.5 BA, office, inside/outside stone FP with party deck, mature landscaping, 28’x50’ heated garage/shop, cabin for guesthouse/playhouse and a fenced, irrigated orchard with fruit trees. Cottonwood Lane. **\$1,275,000.** (MLS # 199572).

CURRENT REAL ESTATE MARKET → WASHINGTON, July 28, 2014 – After three consecutive months of solid gains, pending home sales slowed modestly in June, according to the [National Association of Realtors®](#). The [Pending Home Sales Index](#), (PHSI) a forward-looking indicator based on contract signings, declined 1.1 percent to 102.7 in June from 103.8 in May, and is 7.3 percent below June

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2013 (110.8). Despite June's decrease, the index is above 100 – considered an average level of contract activity – for the second consecutive month after failing to reach the mark since November 2013 (100.7).

[Lawrence Yun](#), NAR chief economist, says the housing market is stabilizing, but ongoing challenges are impeding full sales potential. “Activity is notably higher than earlier this year as prices have moderated and inventory levels have improved,” he said. “However, supply shortages still exist in parts of the country, wages are flat, and tight credit conditions are deterring a higher number of potential buyers from fully taking advantage of lower interest rates.”

Despite these headwinds, Yun ultimately expects a slight uptick in sales during the second half of the year. “The good news is that price appreciation has decreased to its slowest pace since March 2012 behind much needed increases in inventory,” he said. “With rents rising 4 percent annually, potential buyers are less likely to experience sticker shock and can make smart decisions on whether or not it makes sense to buy or continue renting.”

The PHSI in the Northeast fell 2.9 percent to 83.8 in June, and is 3.2 percent below a year ago. In the Midwest the index rose 1.1 percent to 106.6, but remains 5.5 percent below June 2013.

Pending home sales in the South dipped 2.4 percent to an index of 113.8 in June, and is 4.3 percent below a year ago. The index in the West inched 0.2 percent in June to 95.7, but remains 16.7 percent below June 2013.

Yun forecasts **existing-homes sales to be down 2.8 percent this year** to 4.95 million, compared to 5.1 million sales of existing homes in 2013. The national median existing-home price is projected to grow between 5 and 6 percent this year and 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>.

➤ **LOCAL REAL ESTATE MARKET STATISTICS** → We experienced the usual lull after the July 4th holiday, but activity is picking up once again, with an encouraging increase in people ready to buy. And the Madison River is a very strong draw. There are still more sellers than buyers, at least in our area, but we usually lag behind the Bozeman and Big Sky markets. Our turn is coming. **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 **July 2014** totals are as follows:



- **LAND:** 317 vacant lots listed (\$5,000 to \$1,995,000); 4 pending sales (\$44,900 to \$165,000); 40 lots have sold in 2014 (\$16,500 to \$1,290,000), totaling \$4,429,000 which was approx. **87%** of asking prices.
- **HOMES:** 153 homes listed (\$72,500 to \$3,350,000); 27 pending sales (\$139,000 to \$699,000); 32 homes have sold in 2014 (\$69,500 to \$985,000), totaling \$8,801,000, which was **94%** of asking prices.
- **RANCHES:** 3 listed (\$1,214,000 to \$9,950,000); 1 pending sale (\$595,000), 0 ranches have sold in 2014.
- **COMMERCIAL:** 22 listed (\$85,000 to \$2,950,000); 0 pending sales; 2 commercial properties have sold in 2014 (\$76,200 to \$144,500), totaling \$230,700, which was approx. **93%** of asking prices.

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➤ **YOU KNOW YOU'RE FROM MONTANA WHEN ...** your local paper's national and international coverage fits on one page, but devotes six pages to local sports! Yep, this is a fact of life in Montana, but the enthusiasm for local sports is a healthy alternative to big city living. So we will sacrifice that inconvenience in our local papers and have our Wall Street Journal mailed or read it on-line.



➤ **MONTANA TRIVIA:** *Did you know that...* our local weekly newspaper, **The Madisonian**, established in 1873, is the oldest publishing weekly **newspaper in Montana!** It publishes news for Twin Bridges, Sheridan, Laurin, Alder, Virginia City, Ennis, Cameron, Norris, Harrison, and Pony plus all the area in between! <http://www.madisoniannews.com/>. If you want to be connected to what's going on in the Madison and Ruby Valleys of Madison County, you need a subscription! The Madisonian is one of the eighty-seven members of the Montana Newspaper Association, and is guided by their fundamental aspirations: 1. Promote the value of a free press to democracy. 2. Promote the newspaper industry and newspaper readership across Montana. 3. Defend and protect the First Amendment. 4. Defend and expand public access to government records. 5. Collect and preserve the records of Montana journalism. 6. Focus on professional development, specifically journalism education. <http://www.mtnewspapers.com/>



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



Kayla Crawford Way, *Office Manager*



Thank you in advance for your personal referrals. Your referrals 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

<http://ennismontanahomesandland.blogspot.com> – Ennis, Montana Happenings, from **ERA Landmark**

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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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