

THE STRAIGHT SHOOTER

NEWS of ENNIS and the MADISON VALLEY, MONTANA for SEPTEMBER 2017



Trout live in nice neighborhoods



➤ **MADISON VALLEY SEPTEMBER “HAPPENINGS”** → Willie’s Distillery hosted an exclusive BBQ and live band for their Bootlegger club members. → A special plaque dedication was held at the **Madison Valley Veterans Memorial**, honoring current & deceased Army Green Beret Veterans. → Plain Jane’s, the Pic-A-Nic Basket and Right Angle Framing & Art Gallery hosted a **Main Street Mingle** every other Friday evening. → Ladies attended a **Women’s Fly Fishing School & Luxury Retreat** at the Madison Valley Ranch. → **Town Pump** is expanding and another downtown construction project is underway. → Town was still crowded with visitors and reservations were still necessary at most local restaurants. *But winter is coming!* And so are the hunters!



➤ **COMING OCTOBER “HAPPENINGS”** → Upper Canyon Outfitters is sponsoring a **“Bear Aware Training”** on the 10th. Call 842-5884 for more info. → Meet at the Ennis HS parking lot at 9 AM on the 14th for a **Geology Field Trip** (prospecting and mining) around the county. → Learn all about **Beekeeping** at 6 PM on the 17th at the Ennis HS. Call 682-4258 for info. → It is time for the Annual **HUNTERS FEED!** Stroll Main Street in Ennis from 3 – 5 PM on Friday the 20th, tasting wild game dishes and voting for your favorites. More at: <http://www.ennischamber.com/chd12pg8.asp>. But Toni will not be serving up her famous Tequila Elk Chili this year. Just get an elk and make your own! → And there are still lots of things to do in and around Ennis! Live music at **Willie’s Distillery**, the **Pony Bar**, **Norris Hot Springs** and the **Gravel Bar**. Movies at the **Madison Theatre** and fun at the **Bowling Alley!**



➤ **MONTANA NEWS** → Montana’s **“Epic Fire Season”** is coming to an end as rain and snow dampen the flames. We had one of the most active fire seasons ever, because of a very warm and dry summer. The period from June to August 2017 was the hottest and driest period on record. It was the third largest wildfire season in Montana’s history, with 1.26 million acres burned. Only the summer of 2012 and the Great Burn of 1910 were bigger. → As earlier reported, Montana is a great place to start a new business. Some enterprising folks have come up with a novel idea for a new product, Chocolate Chirp Cookies from the **Cowboy Cricket Farms**. They believe that a cricket can be baked into a cookie that provides you with a meal’s worth of protein! Yum! Want to know more? <http://cowboycrickets.com/pages/about-us>. Check out the cricket Frass!



- **HUNTING REPORT** → Southwest Montana has one of the longest hunting seasons in the west, healthy wildlife populations and access to millions of acres of public lands. So, more and more hunters come here to hunt. MT Fish Wildlife & Parks attributes over \$23 million in hunter expenditures in Madison County alone, in 2016! Check out this report at



http://fwp.mt.gov/news/newsReleases/headlines/nr_4300.html. Take a look at their interactive maps, at <https://mtfwp.maps.arcgis.com/home/index.html>.

- **FISHING REPORT** → **Madison River Fishing Report from The Tackle Shop.** October is the month of the harvest moon and big fish on the Madison River. We are seeing more and more lake brown trout in the river each day and by mid-month the spawning activity should show.

If you looking to catch the largest Brown Trout of your life, now is the time to get going. We usually have the best luck this time of year with streamers. As a rule, on sunny days they want the streamer more dead drift or a slight twitch but on the dark overcast rainy day they want that bug to move and this is where it really gets exciting. Now is also the time to throw that big articulated stuff you have been saving. We have our best luck on sunny days with smaller offerings like mini-loop, the one, and trash cans. On over cast days break out the sex dungeons, barely legals and screamers.

For those dry fly guys, keep an eye out for the overcast days as well. We are expecting good hatches of Blue Winged Olives (BWO) starting any time. These little fall buggers like the worst weather, so bring your rain gear. When they are hatching, we fish techy mayfly imitations below the surface like the Psycho May and Micro May. When the adults are around, go with a small purple haze, BWO parachute or sparkle dunn.

Lots of great fishing this month. The river traffic has slowed down and you can have it all to yourself most days. Don't overlook the fall as this is when the locals get to catch large fish. Great sales on close-out gear all month long in the store. **FishEnnis**, from John Way, The Tackle Shop in Ennis, **The 2017 Orvis Outfitter of the Year!** Check it out at <http://www.thetackleshop.com>.



Check out other fishing reports at:

- ✚ Madison River Fishing Company at: <http://www.mrfc.com/MadisonRiverMontanaFishing/MadisonRiverReport.aspx>.
- ✚ Dan Delekta at <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 included three seasons – summer, then winter, then fall! We are now in fall, visually and officially. In one week, we went from **83°** to **38°**! Our brains and bodies don't have a chance to make the switch, let alone find our long johns! September gave us lots of variety, with a daytime high of **93°** and daytime low of **37°**, a nighttime high of **53°** and nighttime low of **21°**. The average precipitation for September is **.98"**, and we received **1.34"** total for the month! Hooray!

➤ **REAL ESTATE TIPS** → **Montana or Bust! Or, *The Fastest Way to Move to Montana***

If you are planning to move to Montana but first need to sell your home, somewhere else, these ideas could help speed up that process.

1. **Find the right real estate agent!** Check out their website, online reviews, print ads, brochures, office, and their reputation.
2. **Price it right!** Overpriced properties are the last to sell. Trust the sold comps from your agent. The homes that look like a great deal are the ones that get the most visits from buyers.
3. **Declutter!** Purge what you don't need and get a storage unit to stash the things you want to keep for your next home.
4. **Tell your neighbors!** Invite your neighbors to your open house – turn it into a party. It creates opportunities for your neighbors to sell the neighborhood to prospective buyers and for your neighbors to invite house hunters they know.
5. **Facebook your home's listing!** Let the power of that network get the word out about your house! Tell your friends and it spreads to all of their friends.
6. **Post a video love letter about your home on YouTube!** Walk through your home and neighborhood filming a video and telling prospective buyers about the best bits – what your family loved about the house, your favorite things about the neighborhood and the community. Buyers like to know that a home was well-loved, and it helps them visualize living a great life there, too.
7. **Write out that love letter for your Agent!** Take that same story and write out a bullet list of all the reasons you loved your home. It is a great addition to an impersonal listing sheet.
8. **Make your home available for short-notice showings!** Keep your home in "showing" order so that you can be ready to show when buyers are ready to look. Don't make it difficult for agents to get their clients into your home. Yours could be passed over.
9. **Beat the competition with condition!** Consider getting a pre-sale inspection so any defects can be identified and repaired, before you get a buyer. Then you can make sure you have all the items repaired before you start showing your home.
10. **Stage the exterior of your home too.** Take an objective look at the outside, as if you were a buyer. Curb appeal is important, as so many decisions are made just on "drive-bys."



➤ **FIND A HOME FOR YOUR SOUL ... *Featured Property of the Month*** → **CUSTOM HOME on**



5+ ACRES with TWO MASTER SUITES! This beautiful home is perfect for two couples to share as a vacation home or for separate "His" and "Her" suites. The home has 2,560 SF, 2-car garage, 1,600 SF basement + 384 SF guest cabin, on 5.78 acres, about 2 miles SW of Ennis. Built in 2012, the home is an architecturally-designed, high-quality custom frame structure with Montana Ghostwood siding. Vaulted ceilings and custom wood trim.

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A floor-to-ceiling stone fireplace with propane insert dominates the great room. Kitchen has high-end appliances, honed granite countertops, custom hickory cabinets and Italian glass tile backsplash. Spectacular views of the mountains, Ennis Lake and the valley from all windows and the covered back deck and patio. 11 Valley View Ct., Ennis 59729. **\$725,000.** GoogleEarth coord: Lat. 45.336871°, Lon. -111.746859°, Elevation 5,073'. MLS # 306904.



➤ **CURRENT REAL ESTATE NEWS** → WASHINGTON (September 20, 2017) — Existing-home sales stumbled in August for the fourth time in five months as strained supply levels continue to subdue overall activity, according to the National Association of Realtors®. Sales gains in the Northeast and Midwest were outpaced by declines in the South and West. Total existing-home sales, which are completed transactions that include single-family homes, townhomes, condominiums and co-ops, retreated 1.7%. Last month's sales pace is 0.2% above last August, and is the lowest since then.

Lawrence Yun, NAR chief economist, says the slump in existing sales stretched into August despite what remains a solid level of demand for buying a home. *"Steady employment gains, slowly rising incomes and lower mortgage rates generated sustained buyer interest all summer long, but unfortunately, not more home sales,"* he said. *"What's ailing the housing market and continues to weigh on overall sales is the inadequate levels of available inventory and the upward pressure it's putting on prices in several parts of the country. Sales have been unable to break out because there are simply not enough homes for sale."*

Added Yun, *"Some of the South region's decline in closings can be attributed to the devastation Hurricane Harvey caused to the greater Houston area. Sales will be impacted the rest of the year in Houston, as well as in the most severely affected areas in Florida from Hurricane Irma. However, nearly all of the lost activity will likely show up in 2018."*

The median existing-home **price** for all housing types in August was up 5.6% from August 2016. August's price increase marks the 66th straight month of year-over-year gains. Total housing inventory at the end of August declined 2.1%, and is now 6.5% lower than a year ago, and has fallen year-over-year for 27 consecutive months. Unsold inventory is at a 4.2-month supply at the current sales pace, which is down from 4.5 months a year ago. Properties typically stayed on the market for 30 days in August, which is unchanged from July and down from 36 days a year ago. Fifty-one percent of homes sold in August were on the market for less than a month.

Single-family home **sales** decreased 2.1%, but are still 0.4% above the pace a year ago. The median existing single-family home price was \$255,500 in August, up 5.6% from August 2016. August existing-home sales in the Northeast jumped 10.8% and are now 1.4% above a year ago. In the Midwest, existing-home sales rose 2.4% and are now 0.8% above a year ago. Existing-home sales in the South decreased 5.7% and are now 0.9% lower than a year ago. The median price in the South was up 5.4% from a year ago. Existing-home sales in the West fell 4.8 but are still 0.8% above a year ago.

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.

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➤ **LOCAL REAL ESTATE MARKET STATISTICS** → Buyers become more serious in the fall, so it is still active. The **Big Sky Country** Multiple Listing statistics for the Madison Valley area (including Ennis, Cameron, McAllister, Norris, Virginia City, Harrison, Pony, Whitehall, and Cardwell), for the month of **September 2017** are as follows:

- **HOMES:** 108↓ homes listed (\$119,000 to \$7,500,000); 22↓ pending sales (\$69,900 to \$695,000); and 66 homes sold in 2017 (\$26,500 to \$2,550,000), totaling \$21,299,950, which was 95.6% of list prices.
- **LAND:** 308↓ vacant lots listed (\$21,000 to \$3,300,000); with 4↓ pending sales (\$25,000 to \$300,000); and 68 lots sold in 2017 (\$22,500 to \$1,875,000), totaling \$8,202,560, at 87.1% of list prices.
- **RANCHES:** 4 listed (\$2,850,000 to \$14,950,000); 0 pending sales, and 2 ranches sold in 2017 (\$1,000,000 to \$5,350,000), totaling \$6,350,000.
- **COMMERCIAL:** 23 listed (\$115,000 to \$987,000); 1 pending sale (\$180,000); and 4 commercial properties sold in 2017 (\$35,000 to \$240,000), totaling \$583,000.

"The best investment on Earth is earth." Louis J. Glickman, real estate mogul/philanthropist

➤ **YOU KNOW YOU'RE FROM MONTANA WHEN...** You think the start of Elk season is a national holiday! AND you have 10 favorite recipes for elk meat! Here is one of my favorites! **Toni's Tequila Elk Chili**, winner of the Chili Cook Off at the **Hunters' Feed** eleven times! (*Check out my Wild Woman Cookbook for more wild game recipes.* <http://www.arrowreal.com/wildWomanCookbook.php>)

Sauté till soft in large, heavy pot: 2 T butter + 1 T oil, 1 large onion, chopped, 1 green pepper, seeded and chopped, 1 Jalapeno pepper, seeded and minced, 4 cloves garlic, minced. **In skillet, brown meat, then add to onion mixture in pot:** 1 T oil, 1/2 lb. Sausage (*I use antelope sausage*), 1 lb. Elk burger, (*Can be made with any kind of burger – even cow - if you don't have an elk!*) **Add to pot:** 1 28-oz can tomatoes (crushed are best), 2 8-oz cans tomato sauce, 1 16-oz can chili beans, 1 16-oz can kidney beans, 1 16-oz can black beans, 2 T Worcestershire Sauce, Dash Tabasco Sauce, 1 T dried cilantro, 1 tsp salt, 1 tsp. ground pepper, 1/4-tsp. cumin, 1 tsp paprika, 1/2-tsp cayenne pepper, 1 tsp basil, 1 T cornmeal, 1 bay leaf, 2 T chili powder, 4 T brown sugar, 1 cup chicken broth, 1 cup red wine, 1/4 cup red wine vinegar, 1/4 cup Tequila! **Simmer all for 6 to 7 hours, stirring occasionally. Add more Tequila before serving, if desired.** (*silly question!*)

SEE YOU IN MONTANA!



Our ERA Landmark Arrow Real Estate Team:

- **Debbie Reilly-Richardson, Office Manager**
- **Jonathan Nutt, Broker Associate**
- **Ron Gay, Sales Associate**
- **Toni Bowen and Don Bowen, Broker Associates and Accredited Buyer Representatives, with over 75 years of combined real estate experience.**

***Thank you in advance for your personal referrals.
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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.ennisartsassociation.org> – The Ennis Arts Association website for all artists!
<http://www.backroadtoyellowstone.com> – information for travelers about the route through our valley

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
<http://montanakids.com/> - State website for all things KIDS in Montana
<https://www.facebook.com/Ennisrealestate?ref=hl> – Facebook page for ERA Landmark Arrow R. E.

SKIING:

<http://bigskyresort.com/> – Check out latest snow conditions & things to do 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

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
<http://www.realtor.com/> - The world’s #1 Real Estate website. The source for all properties on 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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