

Real Estate Buyers Solutions

..representing the buyer

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Cindy Willis,
Broker/Owner
 Accredited Buyers Rep
 Certified Residential
 Specialist

Member—MT Bd of
 Realty Regulation

Realtors Associations:
 National Assoc
 Montana Assoc -
 Northwest MT Assoc
 Missoula County Assoc

MT Chapter CRS
 Pres 2006 and 2007

Boards:
 Vice-President
 Lake Co Commty Devel
 Polson Commty Devel
 Lake County Red Cross
 Kiwanis Club of Polson

AndThe Society for
 People who join too many
 associations!



Ramblings..... Winter in Western Montana— some blessed blue sky days with sunshine—interspersed with gray days in which we hope for snow. We have kept a fire going at home most days. I've had a lot of trips to Helena for the Board of Realty Regulation and so far, I've lucked out with the roads. Took a short trip to Lovell, Wyoming recently and came back even more grateful for our green grass, water and friends. The idea of getting older is staring me in the face... you know, that older face I see in the mirror. I have decided to slow down. I will still help folks buy real estate but it will be because they have been referred to me. I am planning to do some writing that I have been putting off. Don't be afraid to give me a call, I'm not retiring and I want to continue doing what I have enjoyed for so long. I have the greatest "job" in the world. I just do not want to do it so intensively.

Pat is now with Wright Real Estate in Ronan—give her a call if you want to list any real estate. She will do a great job for you. I'll miss her but I do understand she wants to learn about that "side" of the business. Stay warm and stay in touch. *Cindy*

Great websites:

- speedtrap.org** listed quite a few for MT— some posts were just whiners
- bankrate.com** many articles from remodeling to currency conversion tables
- recalls.gov** information from 6 federal organizations
- apdaparkinson.com** publications/resources on Parkinson's disease
- crs.com** lots of good information from the Residential Specialist site
- realtor.com** the most visited site for real estate—lots of related information
- hgtv.com** the television channel's original site

.....And don't forget my site: www.CindyWillis.com

On an email note: "BCC" is usually the third line down on the "to" address lines. Please use this when you are sending an email to multiple folks. It is a "blind" copy. This courtesy may protect those listed there from having a spammer capture their addresses in one swoop. ALSO: You can use your spam filter on your email program to send all mail not addressed to you on the first "to" line to the trash. That should catch a lot of junk. If you have someone who regularly sends you stuff like jokes on the CC or BCC line— make a rule exception for them.

THANK YOU ! THANK YOU! THANK YOU!

My business has been built on referrals. Perhaps you know of someone thinking of moving to this area, I would be delighted to send them a package of information about Lake County and my services. Or maybe you know someone who already lives here that is ready to buy real estate. Thanks go out to **Sam Roberson** - Welcome back to the Valley. Sam, please stop in for your certificate for Papa Don's Restaurant. *Stay warm and stay in*



REAL ESTATE BUYERS SOLUTIONS
Cindy Willis
 105 First Street East
 PO Box 7
 Polson MT 59860

Multiple Listing Service Data Year-to-Year—Residential—for Lake County (excepting the Swan Valley) The data comes from the NWMT Association of Realtors but the math is mine.... And remember I'm no math whiz. The total picture is not as bad as was predicted nationally. However, it has to be noted that there were 40 fewer sales in 2007 (a drop of 14%) and that it took 28 more days to get to closing than it did in 2006. (These figures are up to 12/31/07) The data was found on another site of NWMAR shows that while fewer homes sold—the median sold price went up 13% to \$213,000 for non-waterfront and from \$650,000 to \$999,999 for waterfront homes. There is no predicting the end of the slump but we can be grateful that we do not have a huge layoff or other economy blaster— The interest rates remain low and the real estate values have not plummeted. Cindy

Price Range	Active Current Listings	Active Under Contract	Listings Sold 2007	Listings Sold 2006	DOM max Active 2007	Avg DOM to closing 2007	Avg DOM to closing 2006
0-99,999	4	0	23	38	184	186	258
100,000-149,999	13	2	42	45	298	135	122
150,000-199,999	27	3	40	52	246	132	192
200,000-249,999	17	1	33	39	390	165	121
250,000-299,999	28	0	27	25	660	166	187
300,000-349,999	17	0	28	18	272	163	163
350,000-399,999	28	0	18	17	715	123	153
400,000-499,999	21	0	12	18	355	176	146
500,000-999,999	36	0	19	37	650	222	144
1,000,000-	35	0	18	11	584	235	189
Totals to 12/31/2007	226	6	260	300	1-550	164	136