

# Real Estate Buyers Solutions

..representing the buyer

Winter 2008-2009

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**Accredited Buyers Rep**  
**Certified Residential**  
**Specialist**

**Chair—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  
 Carl Ross Fndn

And .....The Society for  
 People who join too many  
 associations!

**Ramblings.....** It has been exceptionally cold already this January. I had to chop ice off of roof eaves that should have had heat tape installed in the gutters. Next year I will remember. .. Like most folks I have been holed up and wondering what in the world is going on in the world. Like most folks I, too, have been reminded of the kind of optimism that was felt with FDR and Kennedy, different men for different reasons. We in Montana are so fortunate to live where we do. Generally, we do not suffer so much from the swings of the world's economy. I heard it said "How would we know ? We are always slightly depressed!" Not so true for the last 10 relatively prosperous years but relative to the rest of the world we are in pretty good shape. The talk of layoffs, business closures and tightening credit is scary but we cannot let it immobilize us. The sense of community that remains in the hearts of our neighbors is reflected in the success of such efforts as the Festival of Trees raising nearly \$26,000 for the Lake County Youth Home. As we pull in our expenditures, I hope we can continue to support our local drives for the next fellow, or animal, in need.

I remain ready to help real estate buyers. I come into the office each day to work with clients who have been referred to me. I am currently working with both investors and home buyers who believe, as I do, that this is a great place to live, to work and to place confidence in the local real estate market. Let me know if I can be of help to you.

**Cindy**

## Great websites:

[www.hgtv.com](http://www.hgtv.com)—one of my favorite sites—my favorite channel—for home decorating and improvement

[www.diynet.com](http://www.diynet.com)—my second favorite channel has its own site with great tips

[www.realsimple.com](http://www.realsimple.com)—simplify your life with home solutions, life skills and special features

[www.bhg.com](http://www.bhg.com)— Better Homes and Gardens - the timeless magazine has a website

And don't forget my site: [www.PolsonRealEstate.com](http://www.PolsonRealEstate.com) or [www.CindyWillis.com](http://www.CindyWillis.com)—lots of good stuff there

## From the National Association of Realtors: Tax Credit Changes Could Unleash Home Sales

Home buyers have become eligible for a tax credit without a repayment feature. This could result in an additional 555,000 home sales, enough to meaningfully draw down excess housing inventory, the NATIONAL ASSOCIATION OF REALTORS® says. An evaluation of options for a homebuyer tax credit by NAR shows wide-ranging implications and benefits. A full credit to all buyers means an additional 2.22 million households would meet the income requirements for purchasing a home, but only one in four of those households would actually make a purchase.

Lawrence Yun, NAR chief economist, said NAR is advocating a tax credit for any home purchase meeting qualifying underwriting standards. "A home buyer incentive is critical to help reduce housing inventory and stabilize home prices," he said. "The bigger the incentive, the faster housing can help pull the economy out of recession. The cost to the Treasury would be far less than the additional costs of a prolonged recession with insufficient housing stimulus." picked up from the Montana Assoc of Realtors Newsletter 1/20/2009

**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. I have a limited number of dinner certificates from different eateries here at the office for my faithful readers/clients. Stop in for one with my thanks for your past help.

*Cindy*



Realtor Multiple Listing Service



I abide by all Fair Housing Guidelines

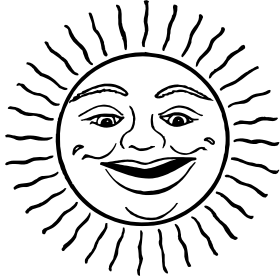


Member and Past President Montana Certified Residential Specialists

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 Stop in for a cup of coffee or tea!



**REAL ESTATE BUYERS SOLUTIONS**  
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If you want to know exactly where the property line is, just watch the next door neighbor cut the grass!

The best part of a real estate bargain is the helpful and friendly -but not pushy- neighbor.

A Happy Home is a place where each spouse entertains the possibility that the other may be right though neither really believes it

**Multiple Listing Service Data** —Residential—for Lake County (excepting the Swan Valley and Bigfork area) The data comes from the NWMT Association of Realtors but the math is mine.... And remember I'm no math whiz. This data is for the whole year 2008 with comparable sold stats for 2006 and 2007. You are right, it doesn't look pretty for sellers— especially the DOM (days on market) for some properties. However, looking at this from a buyers perspective.... It's not all bad news. Interest rates are still low and because sellers are being more realistic, there are better buys than there have been for years. *Cindy*

Price Range	Active Current	Active Under	DOM max	Listings Sold	Listings Sold	Avg DOM to closing	Listings Sold
0-99,999	7	0	410	9	23	136/186	38
100,000-149,999	29	2	429	27	42	118/135	45
150,000-199,999	37	3	354	30	40	157/132	52
200,000-249,999	22	0	299	19	33	146/165	39
250,000-299,999	25	0	601	15	27	136/166	25
300,000-349,999	22	0	720	5	28	146/163	18
350,000-399,999	29	0	682	12	18	163/123	17
400,000-499,999	20	1	426	7	12	274/176	18
500,000-999,999	58	1	731	17	19	307/222	37
1,000,000-	42	2	658	4	18	299/235	11
<b>Totals to</b>	<b>291</b>	<b>9</b>		<b>135</b>	<b>260</b>	<b>155/164</b>	<b>300</b>