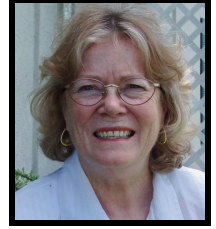


# Real Estate Buyers Solutions

..representing the buyer

Summer 2009

Vol 12



**Cindy Willis,**  
**Broker/Owner**  
 MT lic# 6684

Accredited Buyers Rep  
 Certified Residential  
 Specialist (CRS)

Chair—MT Board 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 of  
 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 a hot summer with lightning and thunder... in other words, a pretty typical summer. While world events and economy seem to be in the dumps, our small town and county keep on going. We have had a few hiccups with Plum Creek lumber shutting down the Pablo plant. The ripples from that may take a while to percolate but the housing market has not been as affected as the rest of the country. We do have some foreclosures and even some short sales (lenders agreeing to take less than the remaining mortgage balance "short.") "BUT don't believe that means that it is an easy task to "pick up" one of these.

The uncertainties of what you are getting into should cause anyone to pause before leaping into the fray. The lenders have to "sit" on the property without doing anything to them for as much as a year before being able to put them on the market. If the lender hasn't hired a good company to secure the property as well as winterize it, if necessary, then the plumbing may have frozen and the pipes burst. This is not common but it does happen. There have been many instances in which the potential buyer has to buy without having done a thorough inspection. This can mean thousands more dollars in repairs on a property that is no longer such a bargain.

I see prices dropping each day on the MLS—many times, dropping to what the prices should have been the day the properties were listed. My clients have the advantage of my experience and expertise so they are making the most of this buyers market. Yes, I do have buyers looking to buy in our market. Let me know if can be of help to you or your friends.

*Cindy*

Looking for things for kids to do ..... that don't involve a television?

1. Play cards/board games
2. Hang a sheet over the kitchen table and make a fort
3. Look at the stars; find constellations
4. Give the dog a bath
5. Say the alphabet backwards
6. Draw a story for someone else
7. Play charades/hide and seek
8. Read aloud
9. Go to the library and find books about a place you would like to visit.
10. Make a birthday or holiday card
11. Tear up magazine pages and paste the pictures together in a collage.
12. Jump rope
13. Ride bikes
14. Read aloud
15. Put on a show for the rest of the family – videotape it
16. Pop popcorn over a fire/fireplace
17. Talk about family history/jokes

**Great websites** Computer file eraser [www.heidi.ie](http://www.heidi.ie) create invitations [www.evite.com](http://www.evite.com)  
 Emergency Preparedness Guide: [www.dola.state.co.us/dem/publications/emergency\\_homeowners.pdf](http://www.dola.state.co.us/dem/publications/emergency_homeowners.pdf)  
 Frequently asked questions about the new housing tax credit at [www.federalhousingtaxcredit.com](http://www.federalhousingtaxcredit.com).  
 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

**THANK YOU ! THANK YOU! THANK YOU!** My business is 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 dinner certificates from different local eateries here at the office for my faithful readers/clients. Stop in to chat and leave with one along 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

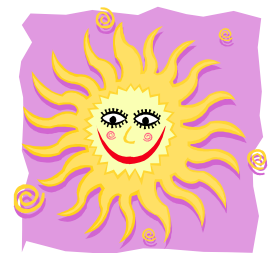
105 First Street East—across from City Hall—Polson MT 59860 800-770-7995  
 Local number (406) 883-8037 fax: (406) 883-1849 email: [cindy@cindywillis.com](mailto:cindy@cindywillis.com)  
 Stop in for a cup of coffee or iced tea!



**REAL ESTATE BUYERS SOLUTIONS**  
**Cindy Willis**  
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 PO Box 7  
 Polson MT 59860

Something to remember:

Never get in the way of a car that needs extensive bodywork!  
 Clothes hanging for too long in the closet can shrink 2 sizes!  
 Bills travel through the mail at twice the speed of checks!



**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. These figures are for the first half of 2009, also showing the same time period for 2008. Many of those properties have been on the market for a very long tim. DOM = Days on market to closing. Some of them may show a shorter DOM because they have been taken off the market and then returned some time later with the same or different agent. I usually know which ones – so my clients have an advantage in negotiating. *Cindy*

**PS.** Since I put this newsletter together there have been an additional **12** sales in this market area. (month of July) \$99,999 (1) \$100,000-150,000 (2) \$150,000-199,999 (6) \$200,000-299,999 (1) \$300,000-349,999 (1) An additional 4 have gone under contract. That's more activity than the entire previous 6 months. While it may be a reflection of the summer sales season, I believe it is the sign of the market doing some correcting.

Price Range	Active Current Listings	Active Under Contract	DOM max Active	Listings Sold YTD	Listings Sold YTD 2008	Avg DOM to closing YTD
0-99,999	37	0	604	4	4	152
100,000-149,999	58	0	677	15	16	162
150,000-199,999	46	5	1182	10	14	157
200,000-249,999	31	4	453	6	14	283
250,000-299,999	52	0	593	3	8	165
300,000-349,999	28	1	762	3	3	184
350,000-399,999	32	1	845	4	6	106
400,000-499,999	29	0	337	0	5	0
500,000-999,999	94	0	944	1	4	285
1,000,000-10,400,000	67	0	821	0	3	0
Totals to 7/1/2009	474	9		46	76	188