
Real Estate Buyers Solutions
 ..representing the buyer Dec 2018



Ramblings: Contrary to the rumors around town I am NOT retired. I have slowed down and am working from home but I am still available to help friends, neighbors and past clients as well as their referred friends.



Contact me as you always have and I'll continue to "Be on your side."

Latest lesson learned: Just because the house looks fabulous, is fairly new and "feels good," is no guarantee of a good home inspection. Wow—the latest purchase had a dryer vent that had come loose—unbeknown to the sellers—and had been pouring moist warm air into the sealed crawl space for who knows how long.... Yikes—it took several thousand dollars of the sellers money later and lots more time than originally thought before my clients were in their new Polson home. This was one of those transactions that reminded me of why I became an exclusive buyers broker. Hard work + knowledge = success for my clients.

I am including portions of my booklet "How to Buy a Home" on my website if you'd like to read it. I am currently editing and updating it. You could purchase the whole thing from Amazon or from www.PolsonRealEstate.com I have been accused of being "too folksy" but that is my way. I would love to hear reviews of the work, including constructive criticism.

Something to know: IF homes continue to sell at same rate as now.

Market absorption rate (MAR) = This is the kind of figure that is used by economic soothsayers to forecast recovery.

All "solds" divided by the amount of time—297/11 months = 27 per month avg
 All "actives" divided by that amount— 259/27= 9.59 months for all to sell

There is less inventory and things are selling faster. There are a lot more houses listed above \$300,000 than below. In fact almost 70% of all listings are for more than \$300,000. Quite a change from when I first started gathering these figures back in the 90's and I had to split up the categories less than \$200,000 into many levels, since most of the inventory was below \$300,000.

Cindy Willis,
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 Certified Residential Specialist (CRS)
 Realtor Associations:
 National Assoc
 Montana Assoc -
 Northwest MT
 Assoc
 Missoula County
 Assoc
 MT Chapter CRS
 Pres 2006 and
 2007
 Volunteer:
 North Lake County
 Library Foundation
 Board
 MT State Board of
 Public
 Accountants
 Public Member
 (thank goodness)

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 • **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.
 • Since you already know how I work, let them know and have them contact me. I will
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	Realtor Multiple Listing Service		I abide by all Fair Housing Guidelines	Member and Past President Montana Certified Residential Specialists
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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 2018, also showing 2017. Some of these properties have been on the market for a very long time.

DOM = Days on market to closing. Some of them may show a shorter DOM on their property data sheets in the MLS because they have been taken off the market and then returned some time later with the same or different agent for a new "starting" date. I may know which ones they are – so my clients have an advantage in negotiating. **Cindy**

There are far fewer REO properties than in the recent past. This should mean that appraisal figures will not be artificially low due to foreclosure sale prices. And that our market is healthier than in the past. The prices just keep going up.

I think it is interesting that the figures show properties are selling faster and that there are fewer distressed properties. There are a remarkable number of properties in the process of



Price Range	Active Current Listings	Active Under Contract	DOM Max	Listings Sold 2018	Listings Sold 2017	Avg DOM to Closing 2018	Active REO 2018	Closed REO 2018
0-\$99,999	5	1	313	12	27	222	2	1
100,000-149,999	16	2	863	37	53	212	0	3
150,000-199,999	11	3	496	59	59	124	0	5
200,000-249,999	15	7	646	32	46	135	0	0
250,000-299,999	22	0	258	37	37	173	1	0
300,000-399,999	33	5	385	55	46	203	2	1
400,000-499,999	29	3	708	26	17	176	0	0
500,000-749,999	37	5	947	24	30	284	0	0
750,000-999,999	21	3	579	10	5	174	0	1
1,000,000+	37	1	1612	5	3	390	0	0
Totals To 12/04/2018	229	30		297	320		5	12