
Real Estate Buyers Solutions
 ..representing the buyer January 2013



Ramblings ——— What a roller coaster of a year 2012 was. The real estate market continued to be shaky for sellers. It was a great time to buy for my clients and several did. A couple retiring from Washington were able to buy a home for the future with a killer view north. Two first time home buyers were able to buy for less monthly outlay than they when they were renting. In one instance my client was able to get the horse property she had been hoping for for years. It just takes a bit more effort than in the past. There's more detective work involved, both in checking out the property itself as well as trying to figure out how to even contact the current owner— in cases of pre-foreclosure.

I decided to move my operations to my Jette Lake home office and make trips into town when needed. As of this month, I've made the move. Of course, moving out of a 12 year occupancy wasn't a matter of twitching my nose. I'm still sorting through boxes but I am up and running. The dreaded flu occupied most of three weeks during the organizing time so I'm using that as a excuse for the chaos. I can mostly put my hands on something right away.

I am also taking some time for myself in February—after the first Flathead International Film Festival (Feb 1-3) - a great time for new film makers (including high school kids)—anyway after that I'm headed south to Arizona until March. I can still be reached on my cell or by email but be prepared for the splashing of pool water. I'm still on your side, I'm just not right there 24/7 in February. Smiles.. Cindy



A special note about this newsletter's Market figures on the back page: When pulling the Days on Market (DOM) statistics, I clicked on "history" which gives me a timeline of information about each property. (Not available to the public) On many properties I found that there was a short break between a listing expired date and a re-entry into the MLS system. On at least two occasions the DOM was shown as "0" when in fact, there had been many (ie; 1000+) days when the property had been on the market previously. Sometimes only a day or two between the expiration and the new listing date. On several other sales there were hundreds of days involved that were not reflected in the DOM. For the most accurate DOM for a property, contact me to see if I can find out from my sources just how long the sellers have been trying to sell their property. It may be that the sellers are more motivated than might be evident from the initial data.



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 Streetscape Taskforce

And
 The Society for
 People who join
 too many
 associations!

Smiles are never
 wasted . They're good
 from the inside.!

The market figures are for residential properties only in the major Lake County areas. The information is from the NW MT Multiple Listing Service but the math is mine... remember that I am no math wizard. Want to know how much the foreclosures have affected our market? Until all the foreclosures and short sales are gone we will not have a "normal" market. We still have quite a few to go. People are still buying and selling property as they always have. It's all part of the cycle just like the stock market. See page one for a caution about DOM figures.

A "short sale" occurs when the lender is willing to take less in satisfaction of the mortgage than what is actually owed. It is a lengthy process both as a homeowner or to buy a property that is in "short sale status." Call me if you have questions and I'll try to answer. Let me know if you want to look at foreclosures or short sale properties. There are special considerations and sometimes very specific restrictions.

Price Range	Active Current Listings	Active Under Contract	DOM Maximum	Listings Sold 2011	Listings Sold 2012	Avg DOM To closing 2011/2012	Active REO 2011/2012	Sold REO 011/2012	Active Short Sale 2011/2012	Sold Short Sale 2011/2012
0-\$99,999	12	2	485	34	28	214/199	3/2	2/13	1/1	1/3
100,000-149,999	40	2	1796	30	37	208/185	5/2	3/14	2/1	0/2
150,000-199,999	38	4	1604	25	39	235/253	1/5	7/6	0/0	0/0
200,000-249,999	33	2	688	22	21	280/219	1/1	1/4	0/0	2/0
250,000-299,999	40	3	1747	17	30	262/302	1/1	2/6	1/0	1/0
300,000-349,999	19	1	967	9	5	297/202	3/3	1/0	1/0	0/0
350,000-399,99	15	0	606	2	14	197/267	1/0	1/3	1/0	0/1
400,000-499,999	12	1	641	7	6	237/100	1/1	4/1	0/0	1/0
500,000-749,999	25	1	641	16	16	283/322	0/2	3/2	0/0	1/0
750,000-999,999	17	0	665	6	4	179/201	0/	1/0	0/0	0/0
1,000,000+	21	1	1290	3	7	647/640	0/	1/0	0/0	1/0
Totals 12/31/2012	272	17	1796	171	207		22/15	26/48	6/3	7/7

Useful sites and links:

<http://www.care2.com/greenliving/yellow-pages-finally-launches-easy-opt-out-site.html>

A fantastic article about opting-out of all those phone books we get- simple directions for stopping the madness! The same main website (www.care2.com) had another article about what to do with all the phonebooks we already have... some pretty weird.

www.AAA.com has some wonderful suggestions like: Emergency winter trunk necessities for traveling in the West: cat litter; change of clothes, food and water; emergency kit; blanket, collapsible shovel- and STAY in your car if you have an accident.

www.mt.gov is the main site for Montana government. You can track legislation and legislators from this site.

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: **THANK YOU ! THANK YOU! THANK YOU!** My business is built on refer- :
: rals. Perhaps you know of someone thinking of moving to this area. I would be de- :
: lighted 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. :
:
:



The best advice: You really only need two tools: WD-40 and duct tape. If it doesn't move and it should, use WD-40. If it moves and it shouldn't, use duct tape!

Smile: it is better to have laugh lines than worry warts.

We can learn a lot from Crayons. Some are sharp, or pretty or dull. Some have weird names and each is a different color. But they all have to learn to live in the same box. Viva les Crayons!



Realtor and Multiple Listing Service



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