

THE STRAIGHT SHOOTER



NEWS of ENNIS and the MADISON VALLEY, MONTANA for APRIL 2010

“The best investment on Earth is earth.”

Louis J. Glickman, real estate mogul/philanthropist

➤ **MADISON COUNTY NEWS** → Did you know that Madison County is the home of the Highest Road Marathon in America? Did you know that Eric Huff from Sheridan is the current men’s marathon champion and world record holder? He is and he will hopefully be defending his title this coming July 25th during the 3rd Annual Madison Marathon along the Gravelly Range. The organizers anticipate over 100 runners this year and they are well on their way to capping out at 200 runners on an annual basis. They invite runners to participate and enjoy a challenging run, great scenery and a fun side trip to Virginia City. Check out the particulars at <http://www.kickstarter.com/projects/49458284/the-madison-marathon-the-highest-road-maratho>? Be one of the supporters or challengers.

➤ **CURRENT REAL ESTATE MARKET UPDATE**→ *“So, how’s business?”* We hear this question nearly every day. It is the most-asked question on everyone’s lips. So, our answer is, **“UNBELIEVABLE!”** These times we’re in bring great changes plus more and better opportunities. For example: **Technology:** The new iPad was introduced in April. The demand was outstanding. Apple stock increased from \$197 per share to \$270 in two months. Yes, Unbelievable. **Politics:** We now have a new Health Care Plan. Yes, Unbelievably good or Unbelievably bad. It all depends on how you perceive it. **Stock Market:** In January it was at 10,000. On April 30th it was at 11,167. Yes, Unbelievable. **Real Estate:** Now, to the BIG Question. *How is the Real Estate Business?* Our opinion of 2010, so far, is **“UNBELIEVABLE.”** Arrow Real Estate has had **THE BEST FIRST QUARTER** since 2007. More sales and a record number of new, well-priced, quality listings. We are going into our summer season with a great inventory. Nationally, pending homes sales are up 17.3% and existing homes sales are up 16.1%. It is a **BUYER’S MARKET**. The Madison Valley has some of the best land and residential values in the state. Truly, Unbelievable! The Arrow Team thanks all of our clients and friends for your past support and many referrals – they **are** the life blood of our business. We are looking forward to a very successful 2010 – for us and for you. The statistics for the Madison Valley (including Virginia City, Harrison, Pony, Whitehall and Cardwell), for the month of April 2010, are as follows: **LAND: 402 lots listed, 3 pending sales, 7 lots sold year-to-date. HOMES: 129 homes listed, 8 pending sales, 10 homes sold year-to-date. (Arrow Real Estate, one of the 6 real estate offices in Ennis, has been involved in 7 of the sales.)**

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➤ **FISHING REPORT**→ Check out the extensive fishing reports from the Madison River Fishing company at <http://www.mrfc.com/MadisonRiverMontanaFishing/MadisonRiverReport.aspx> and Dan Delekta's report at <http://beartoothflyfishing.com/flyfishingreports/uppermadisonriver.htm> and the Orvis report at http://www.orvis.com/fishing_report.aspx?locationid=5974 and from Kelly Galloup at the Slide Inn, <http://www.slideinn.com/blog/category/fishing-report/>. The fish are hungry and just waiting for you to tickle their fancy. So dust off those fly rods and start planning your fishing trip to the Madison River.

➤ **WEATHER**→ The month of April showed signs of spring in the air, with an average temperature in Ennis of **41.1°**, with a balmy high of **73.0°** (just a tease!) and a low of **17.0°**. The precipitation in April was **2.7"**. The average wind speed for April was **6.5 mph**, so no problem keeping your cowboy hat on.

➤ **REAL ESTATE TIPS**→ Remember to check out a valuable resource tool and read about The HouseLogic Story:

- **What is HouseLogic.com?** HouseLogic is a free source of information and tools—from the NATIONAL ASSOCIATION OF REALTORS® NAR—that can help you make smart and timely decisions about your home.
- **What can HouseLogic do for me?** With content covering home improvement, maintenance, taxes, finance, insurance, and even ways you can get involved in and enrich your community, HouseLogic can help you increase and protect the value of your home by helping you make confident decisions.
- **Why did NAR create HouseLogic?** NAR has been a champion of homeownership rights and opportunities for more than a century. Helping consumers become more informed, responsible homeowners is important to the stability and value of the housing market – and your overall enjoyment of your home.

➤ **MONTANA TRIVIA** → Did you know that Montana holds the **WORLD** record for the greatest temperature change in 24 hours? On January 14,-15, 1972, the temperature went from -54° to 49°F, a whopping **103 degrees** in Loma!

➤ **YOU KNOW YOU'RE FROM MONTANA WHEN...**Someone says "*manure spreader*" and you know it isn't the local congressman.

Thank you in advance for your personal referrals. Your referrals are the lifeblood of our business and the greatest compliment you can give us.



Jay Willett



Don & Toni Bowen



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