

NEWS YOU CAN USE

THE OFFICIAL NEWSLETTER FOR RE/MAX ROCKY MOUNTAIN REAL ESTATE

JANUARY 2023

Vol. 17

How to Prepare Your Home to Sell in 2023

If you're considering selling your home this year, now is a great time to start preparing! The quiet of January gives you the opportunity to start tackling your selling to-do list, plan for any big remodeling projects, and make a lasting impression on buyers once you finally list.

Not sure where to start? Here are 10 helpful tips to help you prepare your home to list in 2023:



1. Organize your paperwork and finances–

It's time to get rid of that stack of papers!

2. Take inventory of any necessary home repairs

– Make a list of most important to least, and start at the top!

3. Schedule home maintenance

– Things like changing out your furnace filters, staining the deck, and checking for leaks in the attic or basement will save you a bigger hassle in the long run.

4. Make a plan to boost your curb appeal once the weather warms

5. Start decluttering your spaces – Too much visual clutter can make a space feel messy.

6. Deep clean your home or consider hiring a professional – A professional will likely see things you might miss.

7. Take advantage of January home décor sales for staging your home – Think neutrals, or small pops of color.

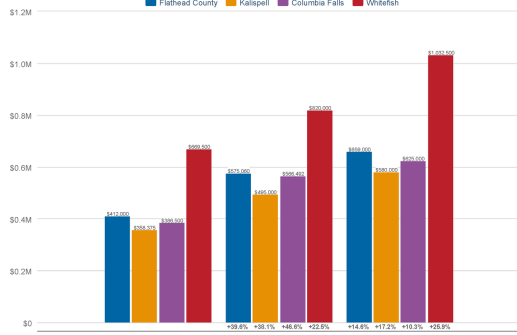
8. Depersonalize each room, removing photo frames and posters or artwork – People need to be able to visualize themselves in the space!

9. Rearrange furniture to make rooms appear as large as possible!

10. Connect with your real estate agent and make a listing plan – We can be great resources for finding help along the way, as well as help you get top dollar for your home once you do list!

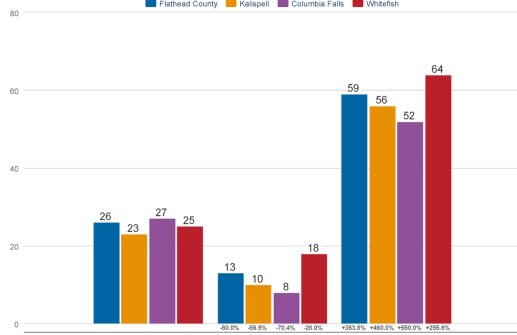
HOW'S THE MARKET?

December Median Sales Price



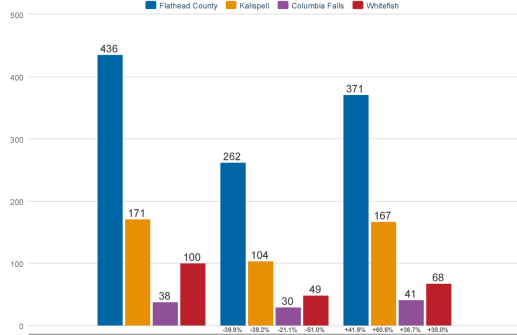
MEDIAN SALES PRICE

December Median Days on Market



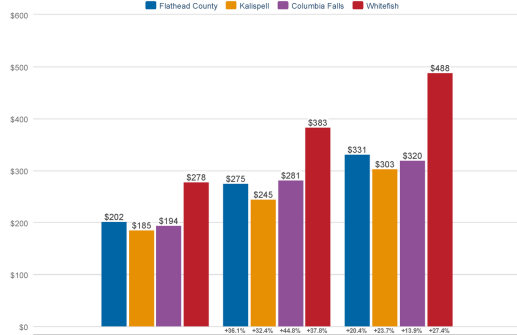
DAYS ON MARKET

December Homes for Sale



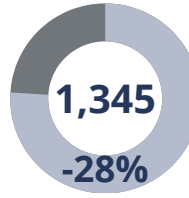
HOMES ON MARKET

December Median Price Per Square Foot

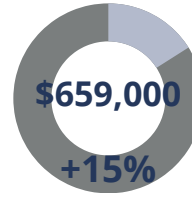


PRICE PER SQ. FT.

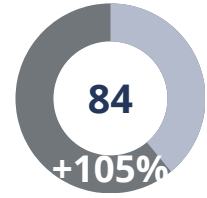
DECEMBER YTD MARKET UPDATE



Homes Sold



Median Sales Price



Days On Market

Statistics for Flathead County Single Family Dwelling

2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Current as of January, 2022. All data from Montana Regional MLS. Report © 2022

HOMEOWNER TIP OF THE MONTH

Store Your Wet Winter Clothing Out in the Open

No one likes a wet winter jacket dripping onto the floor of the clean entryway, but while you may be tempted to put it away in a coat closet, think again! Keeping your jackets in a closet makes it difficult for them to dry off and can even increase the chances of mold. Instead, opt for open storage like wall hangers and open shoe racks to allow air to circulate while your items dry out completely.





AREA HAPPENINGS

Flathead County Housing Market Expected to Moderate in 2023

By MIKE KORDENBROCK
Flathead Beacon | JANUARY 6, 2023



Homes in Whitefish on June 30, 2022. Hunter D'Antuono | Flathead Beacon

The Flathead County housing market is expected to moderate in the coming year amid a nationwide housing market cooldown influenced by a range of factors, including increased lending and construction costs driven in part by growing interest rates from the Federal Reserve that are meant to curb inflation. That moderation, however, is in comparison to a rapid acceleration sparked by the pandemic, which has seen median home prices in the county increase from \$380,000 to \$608,000 since 2020, marking some of the fastest housing price growth in Montana, according to Amy Watson, an economist with the Montana Department of Labor and Industry (DLI). [Read more...](#)

LOCAL EVENTS

Flathead Valley
Whitefish
Columbia Falls
Kalispell

flatheadevents.net
explorewhitefish.com
columbiafallschamber.org
discoverkalispell.com

RECIPE OF THE MONTH

ESPRESSO MARTINO

A non-alcoholic version of the classic martini - Your "Dry January" choice

INGREDIENTS

- **Seedlip Spice 94: 2 oz**
- **Cold Brew Concentrate: 2 oz**
- **Sugar Syrup: ½ oz (or liquid sweetener of choice)**
- **Ice**
- **Coupe Glass**

METHOD

- **Add Spice 94, Cold Brew Concentrate & Sugar Syrup to a shaker.**
- **Add ice & shake.**
- **Double strain into a coupe glass.**
- **Garnish w/ three Coffee beans**



FEATURED LISTINGS

CUTE CONDO ON WHITEFISH LAKE



1220 Birch Point Drive Unit B, Whitefish, MT 59937

[MLS #22300168](#)

This unit has great views of the Whitefish Mountain Resort and Whitefish Lake. Spot to park your boat on the dock and shared laundry in the building. This 672 sq. ft. unit packs a lot in for the size, and has been remodeled from original finishes. Covered deck right above the water with views down the lake and close to the Whitefish Lake Golf Course.

For more information

Call 406-862-9000

or your real estate professional today!