

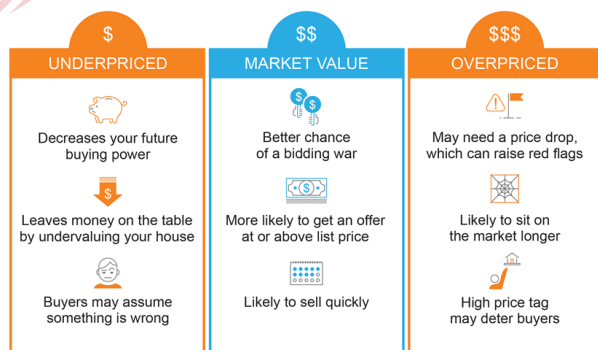
NEWS YOU CAN USE

THE OFFICIAL NEWSLETTER FOR RE/MAX ROCKY MOUNTAIN REAL ESTATE

March 2022

Vol. 10

Why It's Critical To Price Your House Right



Pricing Your House Right Is Crucial Even in a Sellers' Market

The price you set for your house sends a message to potential buyers. **Price it too low and you might raise questions about your home's condition or lead buyers to assume something is wrong with the property.** Not to mention, you could leave money on the table, which decreases your future buying power if you undervalue your house.

On the other hand, price it too high and you run the risk of deterring buyers. When that happens, you may have to do a price drop to try to re-ignite interest in your house when it sits on the market for a while. But be aware that a price drop can be seen as a red flag for some buyers who will wonder why the price was reduced and what that means about the home.

In other words, **think of pricing your home as a target.** Your goal is to aim directly for the center – not too high, not too low, but right at market value. Pricing your house fairly based on market conditions increases the chance you'll have more buyers who are interested in purchasing it. That makes it more likely you'll see a bidding war, too. And when a bidding war happens, you'll likely get an even higher final sale price. Plus, when homes are priced right, they tend to sell quickly.

Lean On Our Professional Expertise To Price Your House Right - There are several factors that go into pricing your house and balancing them is the key. That's why it's important to lean on an expert real estate advisor when you're ready to move. A local real estate advisor is knowledgeable about:

- The value of homes in your neighborhood
- The current demand for houses in today's market
- The condition of your house and how it affects the value

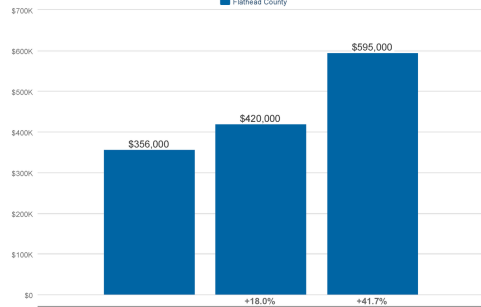
We will balance these factors to make sure the price of your house makes the best first impression and gives you the greatest return on your investment in the end.

Bottom Line - Even in a sellers' market, pricing your house right is critical. Don't rely on guesswork. **Let's connect to make sure your house is perfectly priced.**

HOW'S THE MARKET?

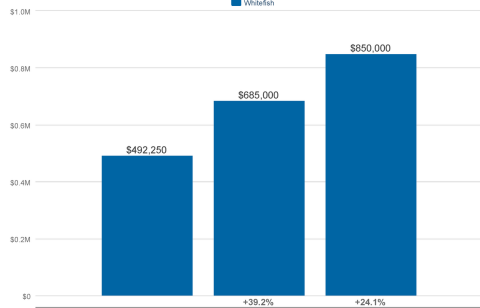
FEBRUARY MARKET UPDATE

February Median Sales Price



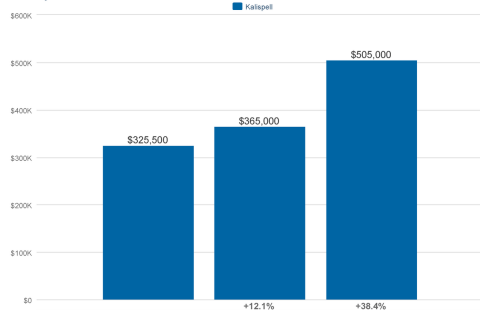
FLATHEAD COUNTY

February Median Sales Price



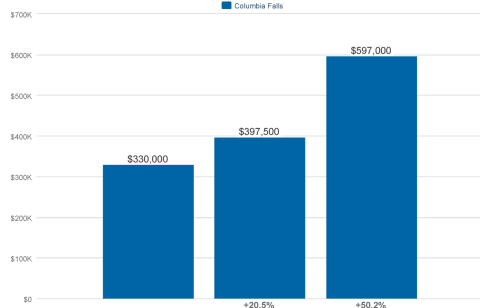
WHITEFISH

February Median Sales Price

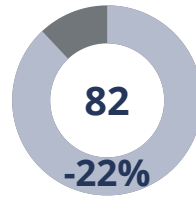


KALISPELL

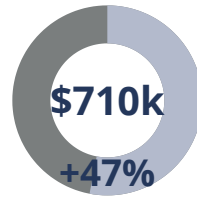
February Median Sales Price



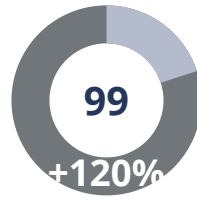
COLUMBIA FALLS



Homes
Sold



Median
Sales Price



Days On
Market

Statistics for Flathead County Single Family Dwelling

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed-rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

Current as of March 5, 2022. All data from Montana Regional MLS. Report © 202

HOMESOWNER TIP OF THE MONTH

Wash Your Windows on Overcast Days

Did you know that direct sunlight can actually lead your window cleaner to streak? Take advantage of the overcast, wintery days this month to clean your windows and glass doors. Less sunlight will keep your cleaning solution from drying as you spray and will allow you to get shiny, sparkling glass in half the time. Plus, it will be easier to see any streaks you may have missed!





AREA HAPPENINGS

Spring Skiing is Here!

Pete Thomas | Photos by Brian Schott and Explore Whitefish Staff

I love spring skiing. To me, the stark contrast is what makes it so special, and it's hard to imagine a better place to experience spring than Whitefish, Montana. Maybe it's the soft white snow against the cobalt sky, or enjoying that ice cold beer in the warm sunshine on the Summit House deck on Big Mountain. Gazing through frozen snowghosts at the majestic skyline of Glacier National Park above the greening valley floor, thawing out from its winter hibernation, my senses really start to come to life. This 'waking up' period is perhaps the most enjoyable time to visit. And that refreshing warm breeze is a collective exhale from a chilly winter, and a palpable shift toward optimism for locals and visitors alike, marking fun times and longer days. Whether skiing, snowboarding or exploring the charming downtown scene, there's something for everyone. So what's a spring day look like here? Put on that sunscreen and let me be your guide.

[Read more...](#)



TAKING IN THE VIEW OF THE FLATHEAD VALLEY // PHOTO: BRIAN SCHOTT

Cloverfest Columbia Falls 2022

Presented By Columbia Falls Chamber of Commerce



CLOVERFEST

Saturday March 12th, 2022

Wear your green and celebrate St. Patrick's Day in Columbia Falls at our annual Cloverfest put on by the Columbia Falls Area Chamber of Commerce. This family-friendly event includes live music from multiple bands, performances by local musicians playing the bagpipe and instruments, a 5k, 1 mile fun run, food trucks, beer and distillery garden, themed competitions, kids carnival and more! [Schedule of events...](#)

LOCAL EVENTS

Flathead Valley
Whitefish
Columbia Falls
Kalispell

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

RECIPE OF THE MONTH

CHOCOLATE STOUT CUPCAKES

RECIPE COURTESY OF DAVE LIEBERMAN | Food Network

24 Cupcakes

Ingredients:

- 3/4 cup unsweetened cocoa, plus more for dusting
- 2 cups sugar
- 2 cups all-purpose flour
- 1 teaspoon baking soda
- Pinch fine salt
- 1 bottle stout beer (recommended: Guinness)
- 1 stick butter, melted
- 1 tablespoon vanilla extract
- 3 large eggs
- 3/4 cup sour cream
- 1 (8-ounce) package cream cheese, softened at room temperature
- 3/4 to 1 cup heavy cream
- 1 (1-pound) box confectioners' sugar

Directions

- Preheat oven to 350 degrees F.
- In a large mixing bowl, whisk together the cocoa, sugar, flour, baking soda, and salt.
- In another medium mixing bowl, combine the stout, melted butter, and vanilla. Beat in eggs, 1 at time. Mix in sour cream until thoroughly combined and smooth. Gradually mix the dry ingredients into the wet mixture.
- Lightly grease 24 muffin tins. Divide the batter equally between muffin tins, filling each 3/4 full. Bake for about 12 minutes and then rotate the pans. Bake another 12 to 13 minutes until risen, nicely domed, and set in the middle but still soft and tender. Cool before turning out.
- To make the icing: In a medium bowl with a hand mixer, beat the cream cheese on medium speed until light and fluffy. Gradually beat in the heavy cream. On low speed, slowly mix in the confectioners' sugar until incorporated and smooth. Cover with plastic wrap and refrigerate until ready to use. Icing can be made several hours ahead and kept covered and chilled.
- Top each cupcake with a heap of frosting and dust with cocoa or get festive and try some shamrock sprinkles ☘



FEATURED LISTINGS

Great Open Lot Almost 5 Acres - Kalispell



2712 Helena Flats Road, Kalispell, MT 59901

[MLS #22201508](#)

Great open lot almost 5 acres that boasts Columbia Mountain range views as well as views of Whitefish Mountain Resort. The lot offers convenient proximity to Glacier International Airport as well as quick commute to Columbia Falls and Kalispell. Light covenants to maintain quality of the neighborhood.

For more information

Call 406-862-9000

or your real estate professional today!