

News from Grayling MI.

Published Every Other Month By **Curt Jansen**

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Sales and Assessments

Caution: Contains Editorial Comment

Sorry this issue is a little late, I have been busy selling real estate. Really, I'm not kidding. I know the data below looks like things are up 10% but, if you look just a couple weeks farther into March, at sales that did not close (or were not reported to the MLS system) until early March, you would see that sales are up a little over 30%. That's a big deal. This is stacked on top of a 25% increase in total sales from 2009 to 2010. Sales of Vacant properties are flat again after a spark at the end of last year but the season for vacant land is still a few months away; and look at commercial! That's 37% of all of 2010's commercial activity and we are only 17% into the year. When commercial sales heat up a little more, there will be another boost to residential sales.

So your property tax assessment went down (even if your Taxable Value didn't). Don't be happy about it but, don't fret too much either. It is a virtue of the system. Assessments are based on historical data so, when the market is declining, the assessments are looking at what the market was doing two or three years ago. Now that the market is improving (even a little), assessments are reflecting the economic storm just past. A few years ago, many banks would waive the requirement of a mortgage appraisal if the assessed True Cash Value of the property being mortgaged was

at or near the purchase price. That was stupid, and, it was one of many causes of the mortgage fiasco. For a buyer or a lender to use assessed values to justify a purchase price now would be just as foolish. The information has value but it is history and should be considered such. It is up to sellers and their agents to keep this information from being used to depress a struggling improvement in real estate values.

The AuSable Artisan Village project is currently pursuing the lease or purchase of one of the empty storefronts on Michigan Ave. It was the plan from the beginning to create more activity in the community and the effort is alive and moving ahead. You will see at least one, and probably two, Art Galleries downtown this spring. They may be asking you for financial support. I hope you will consider it. Few causes you support will make as visible an impact as this one, right in front of you and your visitors. If you get a small sense of community pride when you take friends to see what they are doing this summer, toss them a bone, it will pay back many times in many ways.

I hope to have an update on the full I-75 interchange at North Down River Rd for the next issue.



Quality Service Award Winner

Crawford County Sales for January thru February 2010 / 2011

Excludes Non-MLS	Sales 2010/2011	Volume 2010/2011	Avg. Price 2010/2011	New listings 2010/2011
Residential	18 / 21	\$1,321,800 / \$1,465,000	\$73,433 / \$69,762	36 / 43
Vacant	5 / 0	\$41,700 / 0	\$8,350 / 0	13 / 5
Commercial	0 / 2	\$0 / \$187,625	\$0 / \$93,812	5 / 4

NEWSLETTER

BY EMAIL..... TO RECEIVE THE NEWSLETTER VIA E-MAIL, SEND YOUR ADDRESS TO

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YOU CAN ALSO VIEW PREVIOUS EDITIONS OF "NEWS FROM GRAYLING MICHIGAN" ON LINE AT OUR WEBSITE: JANSENWAREHOUSING.COM, CLICK ON NEWSLETTER AND PICK THE YEAR.

PLEASE DON'T FORGET WHO KEEPS TRACK OF THINGS FOR YOU WHEN YOU, OR SOMEONE YOU KNOW NEEDS REAL ESTATE SERVICES. PLEASE GIVE ME A CALL

"EXPECT SERVICE AS USUAL" . THANK YOU,

Helpful Hints From Curt Jansen

Licensed Builder, Heating Contractor,
Master Plumber, Boiler Installer,

Real Estate Agent

Question: Should I close down my vacation home for the winter? I've heard the drywall will crack and other problems could develop.

Answer: Having owned a Plumbing and Heating business for 29 years, I have closed down and opened hundreds of seasonal homes. The decision to close it down or leave the heat on depends on how you use it. If you or someone else uses the place intermittently, what's the point of draining pipes etc. If you are only away for a couple months, you may as well leave the heat on. If you are gone for 4 months or more it's likely to be cost effective to shut things down. Depending on the structure, the cost to close and open could be \$250 or so for the season. If the cost of fuel to keep it at idle for the winter exceeds this cost, then a total shut down is warranted. You also gain the piece of mind of not having to worry about the furnace breaking down, the fuel running out or the power going off. Forget the drywall thing, I have never seen fully cured dry-wall crack from freezing. Hardwood floors can cup and buckle though, the older they are, the better they tolerate the cold.

Crawford County Trivia

Send the correct answer back on the form below and I'll send you an indoor/outdoor thermometer, like the one you used to have from Jansen's .

LAST ISSUE: The location of the current Rite Aid was formerly JJ's Auto Sales but before that it was???? Acceptable Answers: Grayling Township Offices; Michigan Liquor Control.

THIS MONTH: The storied Restaurant, "Ted's Canadian Steak & Fish" has been "Patti's Place", "Hospitality House", "Grayling House", and "Grayling Inn". It's original builder, John Latuszek, named it what?



Featured Listing: Land Contract Terms! Get 3 friends to share the perfect remote hunting and family getaway cabin. Very private 20 acres that adjoins thousands of acres of state land. Cabin is set up for a couple for the weekend or open the loft and sleep the whole gang. Comes furnished.

For a look at this or any other listing call
Curt Jansen and "Expect Service as Usual"

Century 21 Office 989-348-5474

Private Office 989-348-8818

E-mail jansen.curt@gmail.com

Century 21 River Country Real Estate Inc.



Mail or Fax this form to **Curt Jansen** PO Box 624 Grayling, MI 49738 / Fax 989-348-6598

My entry for Crawford County Trivia _____

Add this person to the mailing list Name _____

Address _____

Take me off the mailing list

City, State, Zip _____