

News from Grayling MI.

Volume 5, Issue 1

Published Every Other Month By Curt Jansen

Jan. 2011

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" .
THANKYOU,

It's the begining of a Smile!

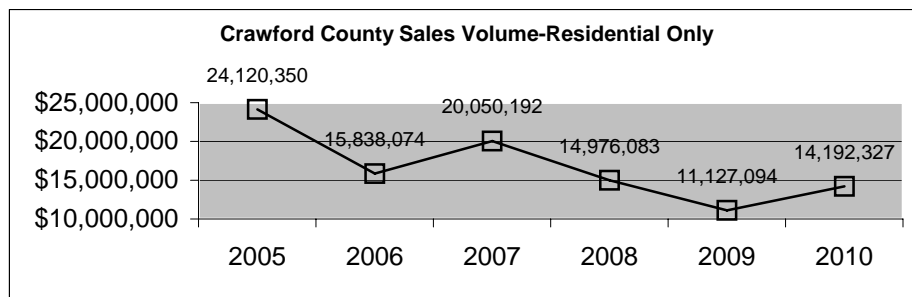
Caution:Contains Editorial Comment

You have to smile eventually, don't you? Like when the guy quits hitting you with the hammer. You are accustomed to the sales data presented here but, this issue I have prepared a graph so you can see the begining of a **smile** in the local real estate market. From 2008 to 2010 is a little tickle but, if this trend continues, a broad smile will form from 2007 to 2011. What is equally (or perhaps more) important is that the average sale price is also improving. This is in spite of the distressed (repo) market holding the average sale figures down.

The trend for the last half of 2010 was a marked drop in interest for distressed properties. It stands to reason that our small market would be saturated after several years. These homes are now requiring a much longer marketing time and the prices continue to tumble as the banks holding them are in competition for fewer buyers. While there are fewer sales in this market, they still affect the data.

Looking deeper, something good must be happening to begin this positive trend. It is that legitimate arms length sales are much stronger. More buyers are looking for primary residences that do not need extensive reconstruction or remodeling. Nicer homes, in nicer settings, are selling and appraising at, or above, negotiated levels. **Vacant land** which has been flat for several years is up over 75% from 2009 to 2010. This may be a better indicator as vacant property does not have the distressed side of the market affecting the numbers.

Commercial is raising its head too but, it's difficult to put any factors to the data as the information from 2009 is asque with only one sale in the county. The trend is certainly up. It will take some commercial activity to sustain the residential movement. **Recreational** property in general is slow but, there are some sparks here and there. Four sales on Lake Margrethe last year is four more than 2009!



Crawford County Sales for January thru December 2009 / 2010

Excludes Non-MLS	Sales 2009/2010	Volume 2009/2010	Avg. Price 2009/2010	New listings 2009/2010
Residential	144 / 155	\$11,127,094 / \$14,192,327	\$77,271 / \$91,563	319 / 342
Vacant	25 / 38	\$700,174 / \$1,230,400	\$28,007 / \$32,379	84 / 119
Commercial	1 / 8	\$140,000 / \$ 505,900	\$140,000 / \$63,237	29 / 34

Helpful Hints From Curt Jansen

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

Real Estate Agent

Question: My gas water heater seems to run a long time and it rumbles like the big coffee pot at the church social, is this bad?

Answer: Yes, this is bad. The long cycle and the rumble are caused by calcium deposits which precipitate from the water when heated and build up on the bottom of the tank. Calcium is a good thermal insulator, so the burner has to overcome this insulation to heat the water and is actually boiling the water at the bottom of the tank. This is the percolation that you hear and it is the sound of money being burned. The water heater could easily consume a third more gas than necessary, and the added thermal stress on the tank will eventually cause it to crack at one of the seams and start leaking. They rarely burst open and flood the room. You'll just think the dog lifted it's leg his leg next to it, wipe up the puddle and the next day it will be back. There are products that claim to dissolve the calcium. The procedure is arduous and the results poor. Replace the water heater when you notice the rumbling, you'll be ahead of the mess and save lots of fuel.

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 Sale but before that it was? **Answer:** Sojka's Leonard Station.
THIS MONTH: After the "Bear Archery" building was vacated by Bear, the building housed a grocery store, a plastic injection molding Co. and what governmental offices?



Featured Listing: A remarkable income property with 11 rental units (3 duplexes and 5 stand alone cabins) on over 18 acres with more than 1000' of AuSable river frontage AND 550' of commercial frontage on M-72. Prepared building site on the river. \$234,000 #6314

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 _____