



Market Report—Winter 2011

The Moscow Real Estate Market in Review!

Describing the 2011 Real Estate market leaves me searching for words. Stable comes to mind, robust does not. As of December 2nd, six more houses had sold in 2011 than in 2010. The average price was down a bit, but still higher than the 2009 average price. So all and all, it was a stable year but not the robust years of 2006 and 2007.

We, at Gail Byers Real Estate, are all so grateful for the great year we have had and all your support. Without you, Gail Byers Real Estate wouldn't be in business. Thank you very much! It is hard to believe we are in our 12th year. Where does the time go?

Successes are hard to measure, but there are three that come to mind when reflecting on this past year. Given the challenging nature of the real estate world, it is sometimes hard to know why one house sells and another one doesn't. I would like to share these unique stories with you.

415 S. Lincoln, priced at \$379,000: This grand, totally restored, two-story older home had been on the market with our agency for a year and prior to that with another office for almost a year. The sellers moved far, far away. We accomplished an outstanding virtual tour and did furniture staging so the character of the house came out. The perfect buyer appeared in October, 2011. After making an offer on the house and having the inspection done, the buyer closed in one week and moved in. We wish buyer and sellers all the very best.

1085 Wallen Road, priced at \$535,000: Country living at its best, built in 2009 and located on 12.5 acres. The buyers had been looking for their dream home for almost twelve years. They had outgrown their existing house mainly because two darling daughters came into their lives. Diligently looking at the real estate listings on a daily basis and scrutinizing the offerings, the buyers just never found the right property. The wife

memorized the MLS rural property listings and often would do a drive-by in hopes a property might be a possibility. After losing a property that they had just offered on, the Wallen Road house came on the market. The sellers were moving to Montana so the husband could accept a once-in-a-lifetime opportunity; otherwise, the house would have never been on the market. The buyers looked at the house and the property and decided it was The One. They closed on July 1, 2011. After buying the property, an incredible barn was built in the summer which was a huge accomplishment. The buyers are currently enjoying the glorious sunsets and hoping to watch many more from their new home.

1026 Kasper Road, priced at \$525,000: 34 acres with custom two-story home, a proper, country, red barn, and a pond large enough to qualify as a mini lake. After enjoying country living for about 20 years, the sellers decided to move to Portland. The buyers thought their house in town was getting to small. With one little boy and another child on the way there seemed to be less doubt in their minds. They needed a bigger house! It had been a dream of theirs to be in the country and have enough land to really do something with it. On May 6th, 2011, their dream became a reality. They did it, the house and land was theirs. They welcomed their new baby girl in the summer. This very busy family, with 2 young children and two working parents, is living the country dream and loving every minute of it.

The three stories I have shared with you are but a sample of the many our office has enjoyed with buyers and sellers during 2011. Call us if you would like to make a change in your housing for 2012. We would be happy to consult with you.

Happy Holidays!

— Gail

GAIL BYERS REAL ESTATE

Byers' Guide

Single Family Residential, Condos with Moscow Address

Sold	Number	High	Low	Avg Price	Avg DOM**
1/1/09 to 12/2/09	229	\$550,000	\$72,500	\$210,718	164
1/1/10 to 12/2/10	176	\$620,000	\$45,000	\$218,498	141
1/1/11 to 12/2/11	182	\$750,000	\$47,500	\$214,450	171

**Days on Market

New Agent at Gail Byers Real Estate



Same Face, New Position

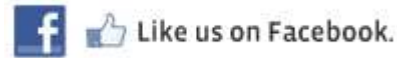
That sweet voice that you hear when you call our office is still Amberlyn, but now when you call, she can help you with all your real estate needs. When Susan left our office this fall to take a position as Chaplain with Hospice of Palouse, we were left shorthanded. Amberlyn quickly stepped in and filled the gap by getting her Realtor® license.

Amberlyn is a Moscow native and has worked for us as secretary/receptionist and general

Gal Friday since she was a senior at MHS. She attended Lewis and Clark State College and is back in Moscow where she lives with her 1-yr old son, Walker. (Don't even get us started telling you about how cute and smart he is!) Amberlyn is eager to make the most of her real estate education, so give her a call when you're thinking of selling, buying or investing in real estate. She'll take good care of you and your real estate needs.

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You now have another way to stay current on what's for sale in Latah County. GBRE can be found on Facebook. Just like us, and you're on your way to being up to date on the local real estate market.



What's For Sale at Gail Byers Real Estate

HOMES

- 1354 Chaney Rd**—5BD/3B, chef's kitchen, 40 acres, \$550,000
- 1080 Jones Rd**—3BD/2.5B, master suite, 4.63± acres, seasonal creek, \$449,000
- 103 S. Van Buren**— 5BD/2.5B, Fort Russell , apartment, \$375,000
- 1109 Pincrest Rd**— 4BD/3B, Out-of-the-ordinary, 7.37± acres, \$350,000
- 1110 Orchard Loop**—3BD/3B, 6+ acres, 2 ponds, updated farmhouse, \$329,000
- 5295 Lenville Rd**—3BD/2B, 17± acres, pastoral, outbuildings, \$329,000
- 1806 Conestoga**— 4BD/3B, family room with 2nd kitchen, private lot, \$329,000
- 5217 Robinson Park Rd**— 3BD/2B, 5.58± acres, outbuildings, \$320,000
- 1300 Watermill Rd**—3BD/2B, restored with original styling, 10± acres, \$294,600
- 1837 6th St**— 3BD/2.75B, bonus room, 3-car garage, borders park, \$269,900

404 E. B St— 4BD/2B, original vintage charm, wooded lot, \$235,500

382 Mallard Ct— 4BD/3B, large deck, views, RV parking, \$229,000

1216 Public—5BD/2B, updated, ranch over basement, large yard, \$215,000

1921 Damen St—4BD/1.5B, granite counters, wood floors, \$195,000

1319 Bristol— 3BD/2.5B, Gold Certified, Green Built, energy efficient, \$185,000

2070 Concord—3BD, single level living, large deck, xeriscaped yard, \$165,000

1143 Driscoll Ridge Rd.—3BD/2B, single level, 1.35± acres, 159,500

INDUSTRIAL

525 Eagle Alley—4100 sq ft Quonset Hut, Troy. \$105,000

MULTI-FAMILY

931/933 Vandal Dr— Duplex, exterior just painted, \$210,000

415/415-1/2 East 7th St—Triplex, 2 separate buildings, \$189,000

937-939 Johnson—Duplex 2 BD units, \$149,000

LOTS AND LAND

44+ acres Chaney Rd—one building permit, timber & cropland, \$199,000

7 Building Lots on Genesee-Troy Rd—Katnook Hills Estates: 5.4 - 9.25 acre parcels, priced from \$105,000-\$180,000

000 Teare Rd.—20+ acres, fenced, views, one building permit, \$150,000

Sunnyside— 4 residential building lots in a PUD, CC&Rs, \$150,000 for all 4 lots

1009 Slonaker Dr—.61 acre building lot, Moscow Mountain views, \$101,500