

SUMMER
2016



Now Serving All of Lewis County and the Surrounding Areas!

Broker's Byline

We continue to grow. Allow us to introduce the newest members of our team. Our coverage now extends throughout Lewis County, southern parts of Thurston and Pierce Counties, and the northern part of Cowlitz County. Please check out the bios for the new broker nearest you. Janet, Briston, Sally, Amber, Joan and Maree are all still at your service as well.

We've changed up our Property Management program so that each broker is responsible for communication with the owner and tenant of each property they manage. We are hoping this method improves the efficiency of administering the program and our customer service to owners and tenants alike. We welcome a property management coordinator, Melissa Rossell who will be the "hub" of all administrative functions for property management. Always feel free to call Melissa or me with any questions.

We are on our way to the best year since we opened in 2006. Market is close to balance with selling prices within about 95% of asking prices and 105% of assessed values. Average days on market has shortened significantly in the last quarter. Sellers are still providing some concessions with regard to buyer closing costs. We've seen a number of properties that had been on and off the market for up to four years sell in the last quarter.

Thanks to all of you for your patience and support during the difficult times. I think we are past it for now. We are ready for new listings if you've been waiting for the "right time". Now is it!

Have a great rest of the summer. Anyone



interested in placing a cabin in the winter seasonal program should get in touch with us before the end of August!
Maree

Welcome Jolene Bradley

Jolene Bradley lives in Thurston County and is a full time employee for the State of Washington. She was raised in East Lewis County and has properties from there to Rochester and out to the beach. Real estate is one of her passions and she thrives on it by restoring old homes to their former glories and renting them once they are complete. She received her real estate license in 2010 and enjoys sharing her passion with her clients.



Welcome Cindy Sax

Cindy Sax is proud to be part of the Mountain Valley Real Estate Team. Prior to becoming a licensed Real Estate Broker in 2014, she worked in healthcare and later as a loan officer, each has prepared her well to deliver the high quality customer service necessary in those fields. Cindy moved to Chehalis, WA in 1984 where she continues to reside with husband Dave and their two dogs Duke and Rowdy. Her number one goal is customer service and understands that buying, selling, and moving are significant changes in people's lives and change is a process. Cindy truly cares about the client experience and looks forward to gaining your business and working with you on each step of the transaction process.

Welcome Martha George

Martha is a relative newcomer to the Pacific Northwest, having lived most of her life in Oklahoma. She attended college at the University of Oklahoma and the University of Maryland and graduate school at Rice University. Following 25 years of full-time teaching, she continues in semi-retirement to

teach online classes for several community colleges. She first became a real estate agent in 2005, when she moved to the Seattle area. In 2008 she and her husband, Stan, moved to Northern Idaho for several years and have just recently returned to Washington. With her new broker's license she will focus in the Graham, Eatonville, Elbe and Ashford areas on listings and sales as well as property management services.



Welcome Melissa Rossell

Introducing our new Property Management Coordinator! Melissa Rossell was born at the old original Madigan Hospital on the Fort Lewis Army Base. She was raised and has lived her entire life in the Puyallup/Parkland area. After graduating from Franklin Pierce High School she attended Clover Park and Pierce College for Legal Studies. Melissa has worked in the legal field for 11 years and most recently has worked in the medical insurance industry as an Other Party Liability Investigator. Melissa has two daughters, Mercedes (18) and Kenadee (12). She also has a son (of the furry variety) Lynard, her Markie named after the song "Simple Man" by Lynard Skynard. Melissa is new to the Packwood area but has enjoyed visiting family and friends in the area for several years.



Second Quarter Statistics

2016 2nd Quarter Statistics
April - June :Sold, Pending, & Actives

Sold (Closed)

| | |
|---------------|----|
| Commercial | 0 |
| Multi-Family | 0 |
| Single Family | 38 |
| Vacant Land | 11 |

Pending

| | |
|---------------|----|
| Commercial | 1 |
| Single Family | 19 |
| Vacant Land | 6 |

Active # of Active Days on Market

| | | |
|--------------|---|-----|
| Commercial | 7 | 119 |
| Farm & Ranch | 2 | 353 |



| | | |
|---------------|-----|----|
| Multi-Family | 1 | 83 |
| Single Family | 82 | 57 |
| Vacant Land | 123 | 86 |

Statistics from NWMLS



Property Management

Mountain Valley Real Estate is a well known name in Lewis County. We pride ourselves on our professionalism, ethics, and customer service skills. However, many of you may not know that we also have a property management division. Currently we have 35 rental properties and all of them are filled. We also have a file full of qualified applicants for whom we are trying to find housing.

We need your help finding more rental properties. We have agents covering the entirety of Lewis, South Pierce, South Thurston, and North Cowlitz Counties now and will be able to help place renters over the entire area. Here is what you need to know to help us.

The Essentials:

Seasonal Rentals

- 3-5 months
- Furnished
- Mostly Ski Season demand

Permanent Rentals

- 6-12 months
- Unfurnished
- Year-round demand

Agent Coverage

- Each property is covered by an agent assigned to serve owner and tenant needs.

Please contact us to set up your property in our rental program!

Upcoming Events

Courtesy of White Pass Scenic Byway

[Events Calendar](#)

Disney's Beauty and the Beast
Performed by the Roxy Theater
at Roxy Theater in Morton

Saturday, August 6, at 7:00 p.m.
Sunday, August 7, at 2:00 p.m. matinee
Tuesday, August 9, at 7:00 p.m.
Wednesday, August 10, at 7:00 p.m.
Saturday, August 13, at 7:00 p.m.
Sunday, August 14, at 2:00 p.m. matinee

Disney's classic Beauty and the Beast will be acted out by the Roxy Theater's finest actors!

Elbe Train Rides

Banjo Train
August 5 at Elbe Train Station
CivilWar Train
September 10 at Elbe Train Station
WashingtonWine Express
September 24 at Elbe Train Station

Ride an old steam train and enjoy the entertainment!

Mossyrock Blueberry Festival

August 5-7
Downtown Mossyrock

Take a day to slow down and enjoy Mossyrock's small town flavor. This summer festival hosts free music on the lawn in the middle of town, a genuine home town parade, pie eating contest, quilt show, a great old car show and more! Don't miss our public market, a regular Saturday event! Take home local blueberries and sample what our country chefs and bakers can do with them!

Morton Loggers Jubilee

August 11-14
Morton

The 74th Annual Loggers' Jubilee has become "the Granddaddy of all Logging Shows" and a celebration for people of all ages. From the Main Street Parades to the Lawnmower Races, the world famous Logging shows to the Jubilee Queen Coronation, Morton's Loggers' Jubilee promises a good time for all.

Fee-Free Entrance Day at Mt. Rainier National Park

August 25-28
Mt. Rainier National Park

Entrance fees to Mt. Rainier National Park are waived over the National Park Service's 100th birthday weekend.

Packwood Flea Market



September 2-5
Downtown Packwood

This bi-annual event turns the town of Packwood into a huge flea market, one of the largest in the Western US. Hundreds of vendors sell antiques, novelties, clothing, and all kinds of household and decorative items. Tools, toys, and extraordinary finds abound! Come join the fun!

picture from White Pass Scenic Byway
Events Calendar

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