

Regional Ambassador - Eastern Region January Business Meeting Report by John Carlson

The first week of January, I traveled across the Hi-Line visiting, Malta & Glasgow. I dropped down to Circle, across to Sidney. Then I went onto Glendive & Miles City. These areas all saw a great 2020 sales wise. They all reported that it was mostly driven by interest rates as well as land sales. They did have a few out of state families either move back to the area or moved to the area due to a close family member living in the area.

As I continued on to Red Lodge and then to Billings, there became another reason for a great 2020 sales wise. Both of these areas have seen out of state people moving into the area for many reasons. The Billings statistics are attached in a report compiled by Mary.

Havre area also experienced a fairly good sales year in 2020. Our sold listings went up about 9%, while our median list & sold price went up about 6%. Havre area Realtors donated funds to MSU-N for a scholarship & the area food banks through Quality of Life donations. We have our annual CE event coming up first week of March. We are lucky to be able to zoom two wonderful national speakers into a hotel conference room. This allows us to still get together, while having national speakers.

Lewistown saw about a 29% increase in average sales price last year. Lewistown donated Quality of Life funds to Transportation Fund for DAV & Farm in the Dell. "Heart of Montana Farm in the Dell is a non-profit 501c3 organization providing a life-long home in an agricultural setting for adults with developmental disabilities." For more information about this great program visit <https://www.farminthedell.org/lewistown>.

The Billings Association of REALTORS® recognizes the importance of giving back to the communities we live in. Realtors® are in the business of selling communities, not just homes. Not only do they live and work in the community, their profession gives them a unique opportunity to know what issues people care about, and what they value in terms of quality of life. The Quality of Life program was established in 2004 with the goal of benefiting organizations that are working to improve the quality of life for our residents. Since 2004, more than \$705,000 has been raised for 75 nonprofits and community projects.

In 2020, \$7,500 was donated to Big Brothers and Sisters from the virtual Casino Night and \$35,000 was donated to various non-profits in Billings. The Havre Chapter of the Billings Association of REALTORS® donated a total of \$650 in Quality of Life funds to the Havre, Chinook and Harlam Food Banks and the MSU Northern Foundation. The Lewistown Chapter of the Billings Association of REALTORS® donated \$700 to the Lewistown The American Legion, the Farmer in the Dell and The Transportation fund from their Quality of Life donations.

Realtors® are dedicated to making Quality of Life a multifaceted program. The Association periodically hosts public education events with the goal of opening lines of communication to allow concerned citizens, professional groups and decision makers to address issues within our community as a united force. In addition, Realtors® are committed to community outreach projects that help raise awareness of and funds for non-profit organizations in the community.

The Social committee and YPN merged into one committee in 2020. Due to the restraints of the Covid 19 virus, many activities were cancelled this year. We are hoping that things get back to normal so we can renew our social events that were cancelled in 2020.

Yellowstone County: Single Family

Total Sales: 2531

Median Price: \$271,000

Average Days on the Market: 38

Yellowstone County: Townhouse

Total Sales: 286

Median Price: \$225,000

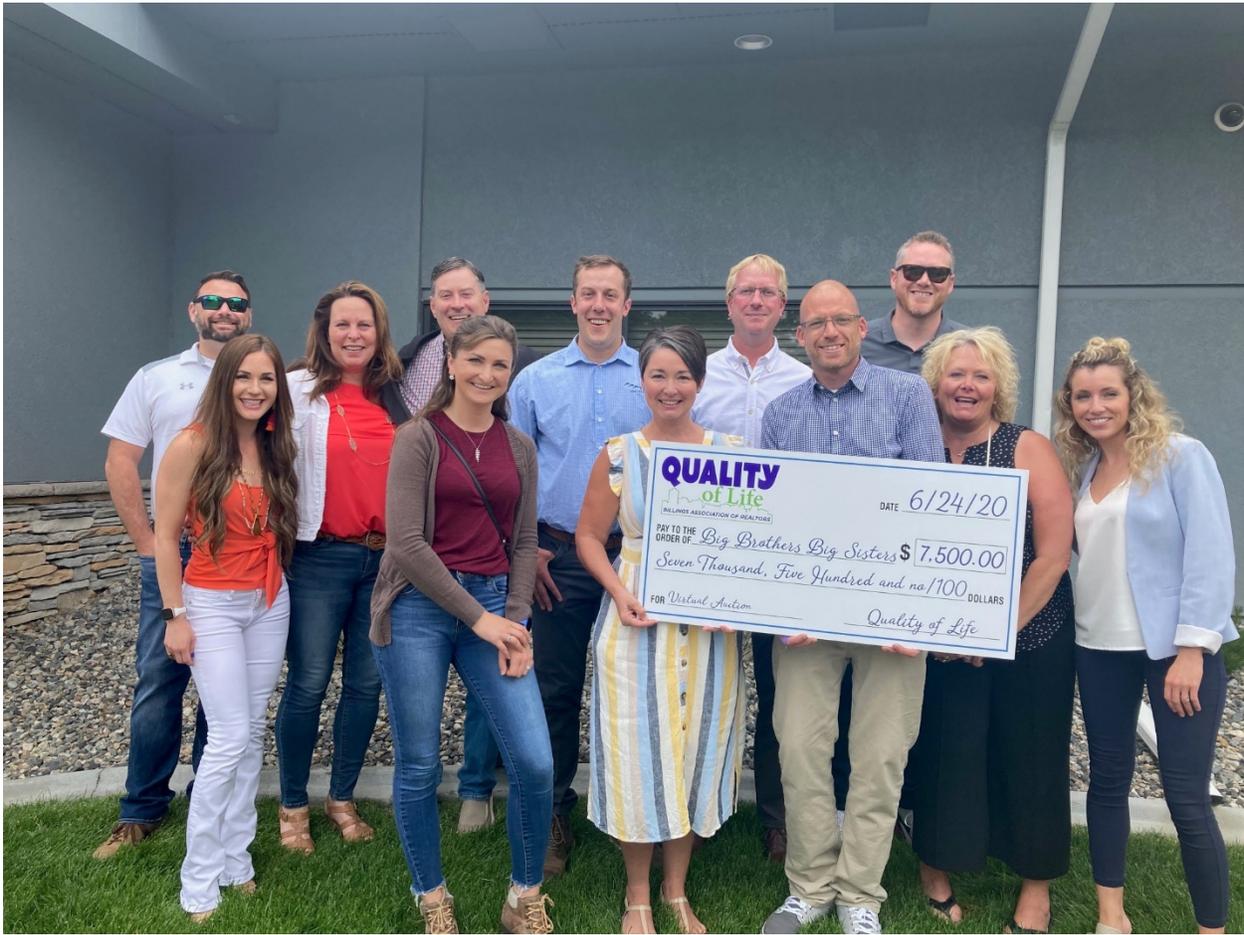
Average Days on the Market: 48

Yellowstone County: Condos

Total Sales: 78

Median Price: \$161,500

Average Days on the Market: 59



Tumbleweed



CASA of Yellowstone Co.



\$27,000 Awarded!



Dress for Success



CLDI



Montana Veteran's Meat Locker



Yellowstone Valley Animal Shelter



Salvation Army



MT Chapter American Foundation for
Suicide Prevention

Have Chapter of the Billings Association of REALTORS®

Total Sold: 191

Average Sales Price: \$170,067

Average Days on the Market: 187

Lewistown Chapter of the Billings Association of REALTORS®

Total Sold: 204