



From the Broker's Desk
Nancy C. Rowe

WILLOW Realty and the WILLOW Agents send a "Thank You" to our clients, new and old, who made 2016 another successful year. Your referrals of friends and family during the year contribute greatly to that success. WILLOW Realty averaged three closed sales a month for a total of \$5,586,173 in real estate transactions for 2016. Forecasts indicate that the 2017 real estate market will be even better.

2016 Multiple Listing Statistics for the Washington County, TN Area 1/1/2016-12/31/2016

	New Listings	Sold Listings	Pending Listings	Vol. Sold	Avg Price	List to Sale	Market Days
RESIDENTIAL	2274	1686	500	\$335,852,630	\$199,200	96.4%	129
2015 to 2016	+2.2%	+13.23%	+13.12%	+16.67%	+3.04%	+14%	-9.23%
LAND	471	174	83	\$10,871,846	\$62,482	89.27%	314
2015 to 2016	+14.04%	+10.82%	-7.77%	+2.79%	-7.24%	+2.18%	-30.67%
CONDO	329	244	64	\$29,890,998	\$122,504	96.18%	138
2015 to 2016	-2.08%	+23.23%	+4.91%	+29.32%	+4.94%	+1.64%	-12.07%
MULTI-FAMILY	53	44	18	\$11,373,073	\$258,479	91.89%	220
2015 to 2016	-17.18%	+69.23%	+20%	+84.65%	+9.11%	+3.31%	+16.63%
COMMERCIAL	59	19	11	\$5,602,700	\$294,879	90.02%	205
2015 TO 2016	-16.9%	0%	+10%	+17.12%	+17.12%	+5.87%	-34.8%

It is encouraging to note the increase in sales activity, average price and list to sale ratios with a decline in the market days from 2015 to 2016. Interest rates are forecast to increase in 2017 but I don't anticipate the increase to impact market activity significantly.

Swedish Meatballs

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Meatballs: 2 Tbsp butter
1 lg yellow or white onion, peeled, grated
2/3 c milk
4-5 slices of bread, crusts removed, cut into pieces
2 eggs
1 lb ground pork

1 1/2 lbs ground beef
2 tsp kosher salt
1 tsp freshly ground nutmeg
1 tsp ground cardamom
2 tsp black pepper
Sauce: 6 Tbsp butter
1/3 c flour

1 quart beef stock
1/2 to 3/4 c sour cream
Salt
2 to 4 Tbsp of Lingonberry, red currant, raspberry or cranberry jelly, (to taste)(optional)

- Melt the butter in a sauté pan on medium-high heat. Stir in the grated onion and cook until translucent and softened, 3-4 minutes. Set aside to cool.
- Place the pieces of bread in a large bowl and mix with the milk. Let sit for 15 to 20 minutes for the bread to absorb all of the milk. Once the bread has soaked up the milk put the bread in a food processor and pulse until it has been completely broken up (or shred by hand). Return the pulverized milk soaked bread to the bowl.
- Stir the cooled onions into the milk bread mixture. Add the eggs, ground pork and beef, salt, pepper, nutmeg, and cardamom. Use your (clean) hands to mix everything together until well combined.
- Use your hands to form the meatballs about an inch-thick and place them on a plate or sheet pan. This recipe should make between 40 and 50 meatballs.
- Heat 6 Tbsp of butter in a large sauté pan on medium heat. When the butter is melted and foamy, start adding some meatballs to the pan. Working in batches as to not crowd the pan, slowly brown the meatballs on all sides. Once the meatballs have browned on all sides, remove them from the pan and set aside. You'll finish cooking the meatballs in the sauce later. Once you have removed the meatballs from the pan, keep the remaining

butter in the pan. You'll use this butter to make the sauce.

If the butter in the pan has become burnt through the browning of the meatballs, remove and discard it, and add 6 Tbsp of fresh butter to the pan. Otherwise use the existing pan butter, you should have 6 Tbsp total of butter in the pan. If not add more.

6. To make the sauce, first make the roux. Heat the butter in the pan on medium heat. Slowly whisk in the flour. Stir until smooth. Continue to stir, allowing the flour mixture to cook, several minutes, until the roux is the color of coffee-with-cream.

7. When the roux has cooked to a lovely shade of light brown, slowly add the stock to the roux, stirring as you add the stock. The stock will sputter at first and the roux may seize up, but keep adding the stock slowly and keep stirring. Eventually the sauce will loosen and become silky.

8. Return the meatballs to the pan with the sauce and lower the heat to low. Cover the pot and cook on low heat for 10 minutes. You may need to work in batches.

9. Transfer the meatballs to a serving dish to serve. Stir in the sour cream. Either stir the jelly into the sauce or serve it on the side

With the increase in market activity over the last few years, our inventory is low so 2017 would be a good time to sell. Buyers still want move in ready properties, so Sellers should take these winter months to address any improvement projects on their list or start the decluttering process. Buyers should also be pre-qualified by a Lender so any blemishes on their credit or the need to raise a credit score can be addressed prior to engaging in the spring house search. Whether buying or selling, the experienced Agents of WILLOW Realty are always available to offer assistance so don't hesitate to contact us.

Three Cosmetic Uses for Olive Oil

© excerpts Rd.com/ Diane Dragan



Use as hair conditioner - Put the moisture back into it by heating 1/2 cup olive oil (don't boil it), and then liberally applying it to your hair. Cover your hair with a plastic grocery bag, then wrap it in a towel. Let it set for 45 minutes, then shampoo and thoroughly rinse.

Clear up acne - Okay, the notion of applying oil to your face to treat acne does sound a bit wacky. Still, many folks swear this works: Make a paste by mixing 4 tablespoons salt with 3 tablespoons olive oil. Pour the mixture onto your hands and fingers and work it around your face. Leave it on for a minute or two, then rinse it off with warm, soapy water. Apply daily for one week, then cut back to two or three times weekly. You should see a noticeable improvement in your condition. (The principle is that the salt cleanses the pores by exfoliation, while the olive oil restores the skin's natural moisture.)

Substitute for shaving cream - If you run out of shaving cream, don't waste your time trying to make do with soap—it could be rough on your skin. Olive oil, on the other hand, is a dandy substitute for shaving cream. It not only makes it easier for the blade to glide over your face or legs, but it will moisturize your skin as well.

For last year's words belong to last year's language
And next year's words await another voice.
And to make an end is to make a beginning.
~ T.S. Eliot

