

at home

with DGC

FALL 2021

TIPS FOR STAGING YOUR HOME

HOT SPRINGS VILLAGE TRAIL EXTENSIONS NEWS

FALL DECORATING IDEAS

WHAT IS A CRS?

HOT SPRINGS VILLAGE SNAPSHOT



Designs Group Consulting



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How's the real estate market in Hot Springs Village? That is a question I often hear. The statistics show some interesting information—notice the spike of closed sales in July of 2020! Figure that the properties that sold in July probably would have accepted an offer to purchase in May or June. This spike seems to have been the beginning of our current Seller's Market. The sales continued in higher numbers monthly than what has historically been seen since at least 2017.

As 2020 turned into 2021, we continued to see buyers that were ready and able to purchase a home. The available inventory of homes for sale dwindled as one after another they were purchased. It is normal to see a slowing of the market starting in late fall—this was true in 2020. However, last fall the homes that did come on the market sold quickly. There were more buyers than usual, and the 'inventory' of available homes quickly dwindled. This has continued for all of 2021 so far. Since 2020, home prices have climbed—the higher the demand, the higher the prices. A property priced properly will sell quickly and will possibly receive more than one offer and sell at a price higher than the list price. Currently, it is still a Seller's Market. It will be interesting to see what happens over the winter! In my opinion, this is still the best time to sell quickly and at the highest price.



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AUTUMN ADVANTAGE: 4 TIPS FOR STAGING YOUR HOME IN FALL

A crisp chill in the air, the turning of leaves and the scent of pumpkin spice are all hallmarks of fall. There's no doubt it's a beautiful season, and if you're planning on selling your home by the end of the year, you can capitalize on all the good work nature already provides when staging your home.

Accentuate the Positives When Staging Your Home.

You want your home to stand out when you put it on the market, so start at the curb.

To play up the fall feel outside of your home, clean up flower beds and rake any leaves off your lawn. The first thing buyers should notice is the changing colors on your trees, not the muddled dead leaves on the grass.

Add a wreath of seasonal plants on the front door for a finishing touch. You can also add a pumpkin to the front stoop, but don't carve it up because it will spoil much faster.

Bring the Colors Indoors.

Autumn's natural color scheme is warm and earthy, reminiscent of cozy, fireside nights.

To bring some of that warmth inside for your open house, fill vases with red, orange and deep yellow flowers like marigolds, Mexican sunflowers or strawflowers. Place vases in the entryway, in the master bedroom and on top of mantles to add color throughout the house. To make your home feel cozy and inviting, invest in throw blankets or pillows in the same shades as your floral arrangements. Place the pieces around your living room and bedroom to draw out the fall colors. Add dried decorations, like dried wheat or dried cornstalks, to fill in empty wall spaces with that fall feeling.

Use Favorite Fall Foods.

The pleasant scent of fresh-baked cookies or a warm apple pie wafting through the house can trigger memories of comfort and home.

To tie in with the season and the much-beloved holiday foods light some candles scented with apple spice, pumpkin spice, cinnamon, cranberries, or ginger spice. Add warmth and a touch of the holidays to your kitchen or dining room by creating a cornucopia centerpiece on your table or countertop. Fill the centerpiece with gourds, miniature pumpkins, and maize to help potential buyers picture themselves cooking their first Thanksgiving dinner in their new home.

Don't Overwhelm.

While adding a bit of color and warmth will help buyers picture holidays ahead, keep your decorations clean and minimal.

Avoid overpowering a room with too many flowers and candles, and always remember keep personal items tucked away.

Even if the piece is holiday or fall themed, buyers like to picture their own decorations in a home.



WHAT'S HAPPENING...

NORTHWOODS TRAIL SYSTEM, HOT SPRINGS NATIONAL PARK

Experience 26 miles of world-class mountain bike trails just five minutes from downtown Hot Springs. The Northwoods system includes Green, Blue, and Black single track, multi-track, flow trails, jump lines, and the Lucky 13 expert section. The Cedar Glades trailhead includes a bike skills park. Northwoods is home to the annual Gudrun MTB Festival each November. Bikers, hikers, and trail runners are all welcome. Twice voted the best trails in Arkansas, the Northwoods Trail system is a major tourist attraction offering an unparalleled outdoor recreation

resource for area residents. A recent grant from the Walton Family Foundation will be used to improve and expand trails to enhance connectivity within the park and add new ride experiences such as views of lakes and historic dams. Future plans call for expansion to include 52 miles of trails. Gates are open from 6 AM to 10 PM daily.

Northwoods Basecamp & Main Trailhead:

Waterworks: 300 Pineland Drive

Other Trailheads & Parking:

Pullman: 800 Pullman Avenue

Cedar Glades: 461 Wildcat Rd.

Bull Bayou: 1124 Cedar Glades Rd.

For more information, visit Northwoodstrails.org/ or call 501-321-3027.





White Chicken Chili

Prep: 10 mins

Cook: 8 hours, 13 mins

Servings: 10

Ingredients:

- 1 ¼ pounds skinless, boneless chicken breast
- 2 (15 ounce) cans great Northern beans
- 1 (15 ounce) can white corn
- 1 (14 ounce) can chicken broth
- 1 (10.5 ounce) can cream of chicken soup
- 1 (4 ounce) can chopped green chili peppers
- 1 (1.25 ounce) package taco seasoning
- ½ cup sour cream
- ½ cup shredded pepper Jack cheese, or to taste

Directions:

Step 1: Layer chicken, great Northern beans, and corn into a slow cooker.

Step 2: Mix chicken broth, chicken soup, green chili peppers, and taco seasoning together in a bowl; pour over chicken mixture.

Step 3: Cover and cook on Low until chicken is no longer pink in the center, 8 to 10 hours. Stir in sour cream and pepper Jack cheese; cover and cook until cheese is melted, 3 to 5 minutes.

Kathy's Favorite Fall Recipe





Fall Decorating Ideas for a Stylish and Cozy Home

This year, take it up a notch with everything from eye-catching wreaths to floral patterned throw pillows.

Earthy Entryway Wreath

Add a wreath full of bright fall leaf colors to your door or create a stunning wreath using blackberries and feathers or pine cones and fall flowers.

Layer Accent Pillows

Pair neutral throw pillows with patterned styles in warm terracotta hues or layer a mix of solid fall colors. When possible pair the accent pillows with fall-appropriate Roman shades.

Fall Porch Fun

Outdoor entertaining spaces deserve a fall touch too! Bring the indoors out, with orange-and-brown throw pillows and blankets, a rust-colored coffee table, and some apple hors d'oeuvres and drinks.

Cozy Patterned Blankets

For an outdoor fall meal, cover seating with warm-hued blankets that keep the style (and your guests) cozy.





WHAT IS A CRS? (CERTIFIED RESIDENTIAL SPECIALIST)

CRS or Certified Residential Specialist is an elite professional Realtor®. Through advanced training, education, and significant experience requirements, a CRS brings experience, ethics, and negotiation skills that ensure successful and worry-free real estate transactions. Maintaining a strict code of ethics and minimizing risks on your behalf, Kathy Sherman—one of only two Certified Residential Specialists in Hot Springs Village—can help make your home buying or selling experience a success!

WHY A REALTOR®?

Selling a house can be a fun and exciting process, but it can also be stressful and aggravating at times. Having a professional on-hand to look out for your best interests is essential. The real estate market is in constant flux.

Unless you are a professional REALTOR®, it is difficult to be fully aware of everything that is going on in your local market. Hiring a REALTOR®—like Kathy Sherman, Executive Broker with RE/MAX of Hot Springs Village—provides the market knowledge you need to get the best results from your sale. Many of the things that are stressful, or aggravating can be handled if you know what to expect ahead of time. While a home is listed, Kathy takes care of a lot behind the scenes, so the seller never needs to worry. Her mission is simple: To help you sell your house for the highest amount the market will bear in as short a time as possible! While Kathy can't predict exactly how much the market will bear, she assures you she will help you get as much as possible!

Representation – Kathy will represent you and is working for you to win!

Decision Making – No need to worry about “how the market is doing,” Kathy will create the reports and explain the current market conditions to you!

Negotiation – You want the most for your home, and Kathy Sherman is there to guide you through offers to decide on the best one for your situation!

DID YOU KNOW?

Hot Springs Village real estate has been consistently selling over the asking price in 2021.

Plus, vacant land sales increased to over 50% and the average home price soared from \$220,000 to \$281,000.



Nearly
6 in 10
 houses are selling over the asking price.

CORELOGIC

“
 ...home prices are in no danger of a decline due to tight inventory conditions, but I do expect prices to appreciate at a slower pace by the end of the year...
 - Lawrence Yun
 Chief Economist, NAR



Meet Kathy Sherman

Kathy Sherman is an award-winning RE/MAX Executive Broker with a long history of success.

She became a Realtor® in 2005, starting with Cooper Homes as a New Homes Consultant. In 2007, she joined RE/MAX of Hot Springs Village and has been there ever since. In 2017, she earned the RE/MAX Hall of Fame award and has consistently been awarded the 100% Club ranking by RE/MAX. She has been a Platinum Level Realtor® for the past three years, selling \$5 million or more each year.

As a CRS (Certified Residential Specialist), Kathy has the experience, ethics, and negotiating skills to ensure a successful, worry-free real estate experience.

“I am here to assist you with all of your real estate needs!” says Sherman.



c/o Kathy Sherman
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New listing? Looking to buy?
Need help with construction or property lots? Call me!



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