

at home

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SPRING/
SUMMER
2022

WHAT'S INSIDE:

THE LATEST HOT SPRINGS
VILLAGE HOUSING STATS

PREPARING YOUR HOME FOR
THE SUMMER MARKET

REGIONAL FUN GUIDE

TIPS FOR BUYERS & SELLERS



Design's Group Consulting



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Oh, Happy Spring Y'all!

I am SO happy to see the beautiful spring colors. Have you ever noticed the many variations of green in our surrounding forest? If you know me, you know one of my favorite things is my little slice of paradise on my back deck. I just finished planting my pots with a variety of flowers, though there are some that say I'm probably not really done since plants have a way of coming home with me like strays. I have my standard Calibrachoa in a few different colors—they look like little Petunias and seem to thrive. Also a Hibiscus that produces bright orange flowers and a smaller Hibiscus plant that is supposed to produce yellow flowers. SunPatiens are a new addition this year, hopefully I don't kill them. Also, Firecracker plants, Salvia, and a few plants that jumped in my cart while shopping.

I love to look for plants the hummingbirds, butterflies, and bees will like! It makes such a difference to look out on the deck and see color bursting from the pots! That's one of the things I notice when I'm showing homes. Buyers usually do as well. A home just looks more inviting if there is even a little bit of color to greet you, at least in my opinion. A colorful wreath or a strategically set pot over-flowing with flowers can brighten even a rainy day. Spring and summer always feel like fresh starts to me. I'm looking forward to the holidays of summer—Memorial Day, Independence

Day, Labor Day—and all of the fun times in between. I'm also looking forward to warmer weather. Of course, by August I will probably be ready for some cooler weather! I hope you are enjoying this glorious time of year also.

If this season has you thinking of buying or selling, please keep me in mind, I would love to assist you!

-Kathy



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Executive Broker



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DID YOU KNOW?

Currently (as of 5-1-22)

Total number of townhomes currently listed: 8.

There are currently 11 townhouse/patio homes shown to have a sale pending. These are in addition to the 8 currently listed.

In the past 12 months, 139 townhouse/patio homes have sold.

Total number of detached homes currently listed: 39.
There are currently 83 detached homes shown to have a sale pending. These are in addition to the 39 currently listed.

In the past 12 months, 713 detached homes have sold.



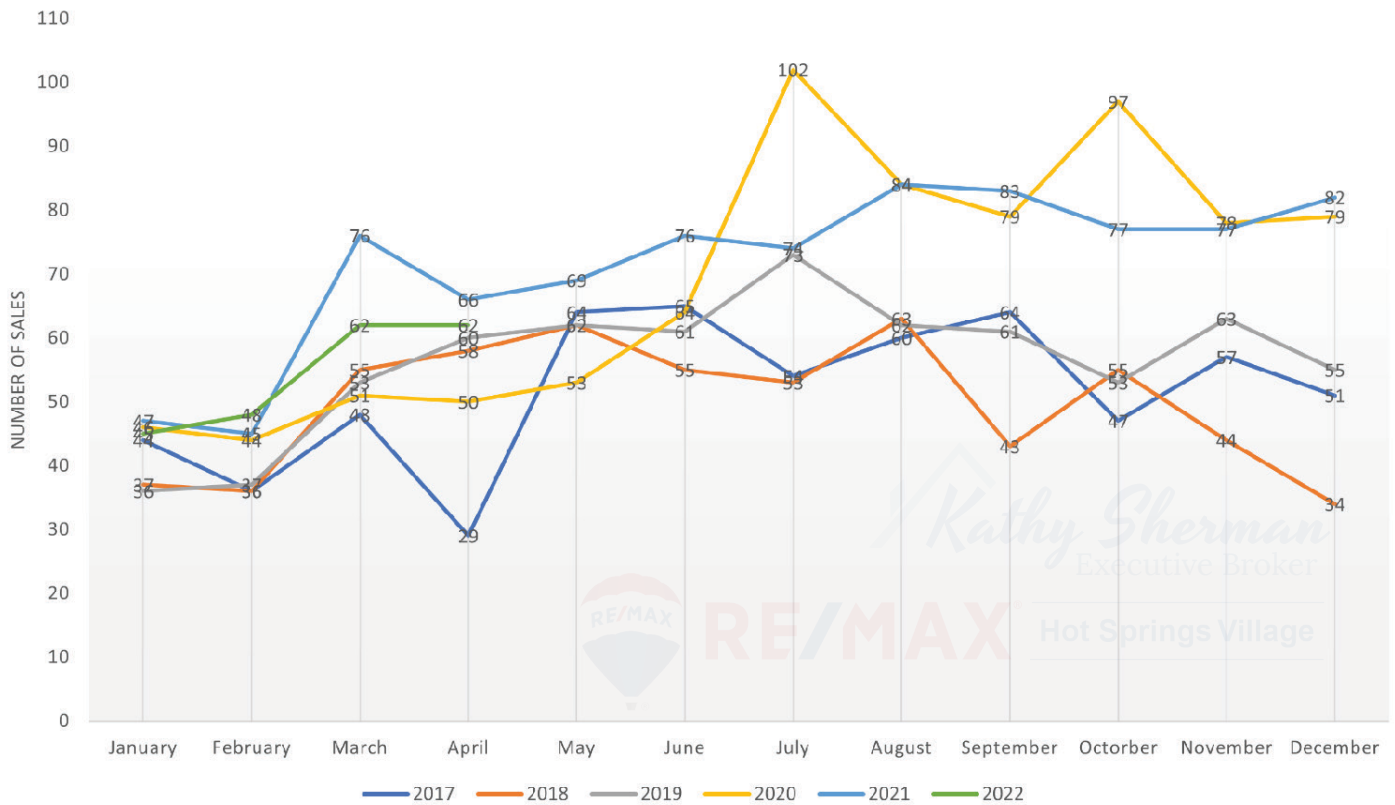
Number of closings per month during the past year – townhomes & detached:

	2017	2018	2019	2020	2021	2022
January	44	37	36	46	47	45
February	36	36	37	44	45	48
March	48	55	53	51	76	62
April	29	58	60	50	66	62
May	64	62	62	53	69	
June	65	55	61	64	76	
July	54	53	73	102	74	
August	60	63	62	84	84	
September	64	43	61	79	83	
October	47	55	53	97	77	
November	57	44	63	78	77	
December	51	34	55	79	82	



Information is obtained through CARMLS (Cooperative Arkansas Multi Listing Service) and is deemed accurate but not guaranteed.

Sales by month per year graph



	2017	2018	2019	2020	2021	2022
Number of Homes Sold	619	595	676	827	856	217
List Price	\$196,012	\$204,696	\$210,663	\$238,697	\$281,980	\$302,268
Sale Price	\$187,737	\$197,727	\$203,920	\$233,345	\$279,714	\$302,346
Difference	4.2%	3.4%	3.2%	2.2%	0.8%	
Average Days on Market	90	69	67	57	22	17

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Choosing the Right Grill

As the weather heats up, more opportunities become available to homeowners who enjoy cooking and eating outdoors. Having a grill in your backyard is a perfect way to eat well and entertain guests. But how do you know which grill is right for you? Consider these factors before you purchase or upgrade your grill.

Charcoal vs. gas—Charcoal grills require charcoal or briquettes in order to cook, and they have air and cleaning vents at the bottom of the grill. These vents help control flames during use and remove residual ash after use. Gas grills come in two types, propane and natural gas. For propane grills, you'll need to monitor gas levels and replace your tank when fuel runs out. For natural gas grills, a secure gas line hookup is required to ensure no gas leaks while you're cooking.

Grill location—Another thing to consider is where on your property to place your grill. If you plan on cooking outdoors regardless of weather, consider placing the grill under an overhang to shield it from the elements. If your grill will be used for parties and events, think about the layout of your backyard and deck or patio to position it in a place that is convenient and comfortable for guests.

Size and power—Depending on what you'll be grilling, consider how large of a grilling surface area you'll need. If it's for personal or family use only, a smaller grill should suffice. If you do a lot of entertaining, a larger grill with racks for different meats or food items to cook at different temperatures may work best. Remember that a more powerful grill doesn't always mean better. Depending on the amount of food you plan to cook at a time, lower power or fuel output may provide a better and more even grilling experience.



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!

REGIONAL FUN!



Arkansas Riding Stables

Treat your family to a horseback ride at Arkansas Riding Stables. Arrive a few minutes early and watch the staff feed, brush, and saddle the horses. The horses are calm and receptive to both adults and children. The hour-long ride through the scenic forest, which has a beautiful, wooded trail and a spectacular view of Lake DeGray, is tranquil and thoroughly enjoyable.

2027 State Park Entrance Road, Bismarck, AR 71929, 501-538-8385, Facebook.com/pg/Arkansas-Riding-Stables

Belle of Hot Springs Riverboat

The Belle, a 250-passenger riverboat, is an entertaining tour that takes guests past million-dollar mansions, natural islands, resorts, and stunning, panoramic views of the Ouachita Mountains.

The tour is infused with colorful anecdotes, humorous stories, and well researched historical information that add to the flavor of the cruise.

The Belle has sailed beautiful Lake Hamilton since 1984 and continues to entertain locals and visitors alike. *5200 Central Avenue, Hot Springs, AR 71913, 501-525-4438, BelleRiverBoat.com*

Captain Jack's Lake Cruises

Charter a cruise with Captain Jack! Depart from the SunBay Resort dock for a fun, memorable cruise on Lake Hamilton. The luxury pontoon boat can take up to 10 passengers, and Captain Jack's cruises and charters are more affordable than renting your own pontoon. The boat is stocked with popular beverages that are iced onboard, and the seats are extremely comfortable. Captain Jack's Lake Cruises are perfect for families or a romantic date with that special someone. *4810 Central Avenue, Hot Springs, AR 71913, 501-547-2743, CaptainJacksLakeCruises.com*

DreamChaser Houseboat Rentals

DreamChaser rents houseboats for use on Lake Ouachita. They offer seven of the most luxurious houseboats available. Houseboats feature 4-to-7 private bedrooms, 2-full bathrooms, a comfortable living space, fully equipped kitchens with stainless steel appliances, granite countertops, DVD player, Wii console, gas grill, hot tub, and water slide. Dream Chaser also rents party barges, ski boats, fishing boats, tubes, knee boards, and wake boards. *60 Marina Drive, Mount Ida, AR 71957, 870-867-3480, DreamChaserHouseBoats.com*

Kahuna Bay Boat Rental and Marina

Kahuna Bay Boat Rental and Marina, located on beautiful Lake Hamilton, is a family owned and operated boat rental and full-service marina in Hot Springs. Specializing in pontoon boat rentals, ski barge rentals, water skis, tubes for the kids and so much more, Kahuna Bay is your source for all your water fun and boating needs! 4904 Central Avenue, Hot Springs, AR 71913, 501-520-5700, KahunaBay.com

Mountain Biking

Hot Springs is home to a versatile trail system with offerings for riders of all ages and skill levels. Take a quick one-mile scenic loop or push yourself on one of our beginner-to-intermediate trails. For hardcore riders, Hot Springs has three IMBA Epic Rides, ranging from the heart-pumping 33-mile Womble Trail to the grueling 108-mile Ouachita National Recreational Trail. Hot Springs was designated as an IMBA Bronze-level Ride Center in 2015. Whatever level you're on, take your ride to the next one in Hot Springs.

Download maps and learn more: HotSprings.org/pages/bike-hot-springs

- Northwoods Trail System 26-Miles Skill

level: Beginner, Intermediate, and Advanced

- Hot Springs Creek Greenway Trail 2.5-Miles, Skill Level: Beginner
- Entergy Park 1-Mile, Skill Level: Beginner
- Iron Mountain Trail 21.5-Miles, Skill Level: Beginner to Intermediate
- IMBA Epic Womble Trail 33-Miles, Skill Level: Intermediate
- IMBA Epic Ouachita National Recreation Trail 108-Miles, Skill Level: Intermediate to Advanced
- IMBA Epic (LOViT) Lake Ouachita Vista Trail 45-Miles, Skill Level: Intermediate

Xtreme Strike Guide Service

Xtreme Strike Guide Service provides first class fishing on Lake Ouachita. The guide emphasizes fishing for Stripers and Hybrid Bass, but there are also recommendations for other species of fish. Enjoy fishing on a beautiful lake, with a guide who will take you to all the prime spots to optimize your catch chances. 117 Ridgewood Street, Hot Springs, AR 71901, 501-627-6181, XtremeStrikeGuideService.com



FOR BUYERS

Thinking of Buying? Don't Hesitate.

One of the most common mistakes buyers make is letting a great home slip away.

They see the perfect home and think, “Maybe we should wait. What if a better one comes on the market?”

The key word in that last sentence is “if”...if a better one comes on the market. The reality is, if you do let a home slip away, another one will eventually come on the market that you'll probably want just as much. But then the key word becomes “when.”

Great homes aren't a dime a dozen. And when you find one you like, the best thing to do is make an offer.

Obviously, you don't want to make a hasty decision and regret it. But I'll be here to keep you in check.

So, if you ever feel like you'll regret not making an offer if a home went under contract to another buyer the next day, you're better off making an offer and not hesitating.

Just remember, there's an old saying in the real estate profession that goes like this: “The home you looked at today and wanted to think about until tomorrow may be the same home someone looked at yesterday and will buy today.”

If You Are Thinking of Buying...

You're going to notice every little thing you hear about the housing market.

It could be on the TV, a headline or article online, friends, family, coworkers... everyone has an opinion on how the real estate market is doing.

The problem is most of what you hear is based upon national data, trends, and statistics. Even if it's “local” insight, it's often still too broad and general.

Real estate markets are very localized. They even vary between towns and cities, from one price range to the next.

But, to put it simply, I can give you current market statistics in our area! You and I will speak more in depth about the current market conditions specific to the price range and area(s) you're focusing on.

Bottom line: Don't base your mindset or decisions on what you casually hear from day to day.



Kathy's Recipes: Lemon Cream Pie

Crust:

*1 pkg graham crackers (16 crackers)
3 Tbsp sugar
1/3 cup butter melted*

Filling:

*3 eggs
1 egg yolk
2 cans sweetened condensed milk
2/3 cup lemon juice (fresh)*



Preheat oven to 350 degrees. Combine crust ingredients in a food processor. Press into 9" pie plate and bake 10 minutes. Remove from oven. Combine filling ingredients in a bowl. Pour into crust, return to oven and bake an additional 15 minutes. Chill before serving.

FOR SELLERS

Thinking of Selling? Try on Some Shoes...

The first thing you should do doesn't require much work, but that doesn't mean it's an easy thing for everyone to do...

Leave your house.

Go for a ride, go run some errands, or just go to work. Pretend that you have an appointment later on to see a house you might want to buy... and that house is your house.

When you return home, you're going to look at it through the eyes of a buyer. It sounds easy enough, but it's hard to look at your own house objectively. It's easy to get used to things that might turn a buyer off. So, your task is to put

yourself in the buyer's shoes and try to think and feel how they would about your house when they see it for the first time.

As you head back home, pay attention to what you see as you drive up...

How does the landscaping look?

How about the exterior?

Now walk up to the front door (or whatever door a potential buyer will walk through)...

Was the pathway in good shape?

Beyond that, was it actually appealing?

Is the front door striking or just blah?

Or worse, is it in bad shape?

Walk inside...



Stop. Look around. Don't just go through the motions of walking where you normally walk when you come home. Buyers won't just rush in. They'll pause for a moment or two.

What do they see in those first moments?

Walk around the inside...

If you didn't know the house, which direction do you think you would walk as the buyer? Go that way. Look through each room with fresh eyes. Make sure you open up closet doors because buyers certainly will!

If you have a garage, check that out too...

Make sure you take a peek around the garage because most likely that's the way you (and a future buyer) actually leave and come into the house.

Walk around the outside...

Buyers won't just see the exterior from the front if they're interested. They'll want to take a walk around the entire house and property. So make sure you head outside.

You might want to use a back or side door since that is how many buyers will go outside when they come see your house.

OK, you're done. Are your feet sore? (It can be tough walking in someone else's shoes.)

Now be honest: How'd it look? Would you buy your house? Would you be willing to pay top dollar? Would you be worried that if you don't hurry and make an offer someone else will come along and scoop up your dream house right out from under you?

If you're being honest, there's probably at least a few things you made note of that you should do something about.

***Interested in more?
Ask me about my booklet,
"How to Prepare Your House for Sale!"
I'd be happy to give you a copy.***

Is Your Home Prepared for the Summer Real Estate Market?

Once you've decided to put your home on the market, it's time to make sure it is ready to show in the best possible light. We've listed some of the interior, exterior, and general tasks that should be completed prior to selling a home during the summer real estate market.

Interior Tasks

Many of the tasks below are low cost home sale preparation tips, and in many cases, cost nothing except for time and effort.

- Clean windows
- Clean light bulbs and replace, if necessary
- Wash and polish flooring
- Vacuum and steam clean any carpeting
- Dust all surfaces
- Organize all closets and storage areas
- Declutter
- Repaint/neutralize rooms, if necessary
- Deep clean appliances

Exterior Tasks

Curb appeal can make a huge difference to po-

tential buyers. Here are some tips to show off the exterior of your home:

- Reseal driveway
- Freshly mulch flowerbeds and gardens
- Trim shrubs and bushes
- Plant bright flowers and plants
- Clean windows
- Paint faded or peeling paint, if applicable
- Wash siding, if applicable
- Clean and inspect gutters and downspouts
- Inspect roof
- Inspect chimney

General Tasks

How well your home is maintained is a major consideration for potential buyers. It is very easy to detect when a homeowner has neglected their home, simply by walking through it. Below are some of the most important general tasks to complete when preparing a home for the summer real estate market.

- Service your HVAC systems (furnace & central air conditioning)
- Evaluate the efficiency of your home
- Inspect the plumbing





Preventing Infestations

Your home should be a safe space where you can relax. That's why one of the worst feelings as a homeowner is when harmful insects invade your property. Here's how to avoid common infestations.

Ants—Be sure to sweep and vacuum indoors frequently to prevent ants from invading and feeding on stray crumbs. To get rid of these pests, use either a common insecticide, or boric acid or borax powder. Ants pick up these particles and take them back to their nest, hopefully eliminating the problem at the source.

Cockroaches—If your home is clean and tidy, these bugs won't stick around. Without crumbs or food sitting out, your home should be roach-free. If you see them, look for cracks in the walls or floor, and seal with duct tape temporarily to prevent the pests from moving about freely.

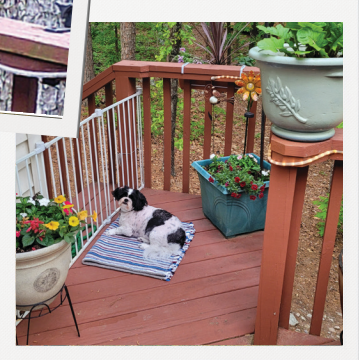
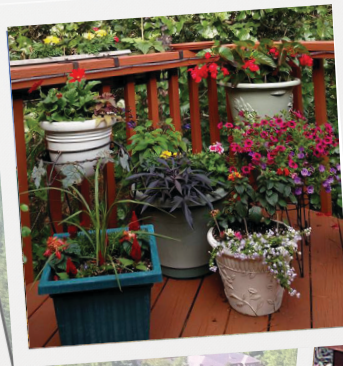
Wasps—These dangerous insects congregate

around garbage bins or exposed food. They also can nest around your home, usually in garages, attics, under eaves or in nearby landscaping. You can spray the hive at night to kill the pests but be careful—aggressive wasps may require help from trained professionals.

Mosquitoes—These pests need standing water to breed, so be sure to eliminate potential sources, including open soda cans/water bottles, kiddie pools or bird baths. If you have a standing water source, be sure to filter or clean it regularly to prevent eggs from hatching.



*A Few of Kathy's
Favorite Things!*



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 and the Platinum Level award from the Arkansas Realtors Association.

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.



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New listing? Looking to buy?
Need help with construction or property lots? *Call me!*



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