



Welcome Home Newsletter

March 2018 Edition

Larry Black & Associates, Inc. Real Estate is proud to serve the city of Mountain Home and the entire Twin Lakes area. Our team of Experienced Real Estate Professionals are here to take customer service to the next level by exceeding your expectations on your quest to buy or sell a home. [Our agents](#) will walk with you step-by step through the home buying or selling process to provide a hassle-free transaction. We will provide accurate data, and helpful advice to get your home sold. We will also provide information on homes that you are interested in purchasing. There is no substitute for experience. So, call us today to list your home/land or let us help you find the home/land that you are looking for!

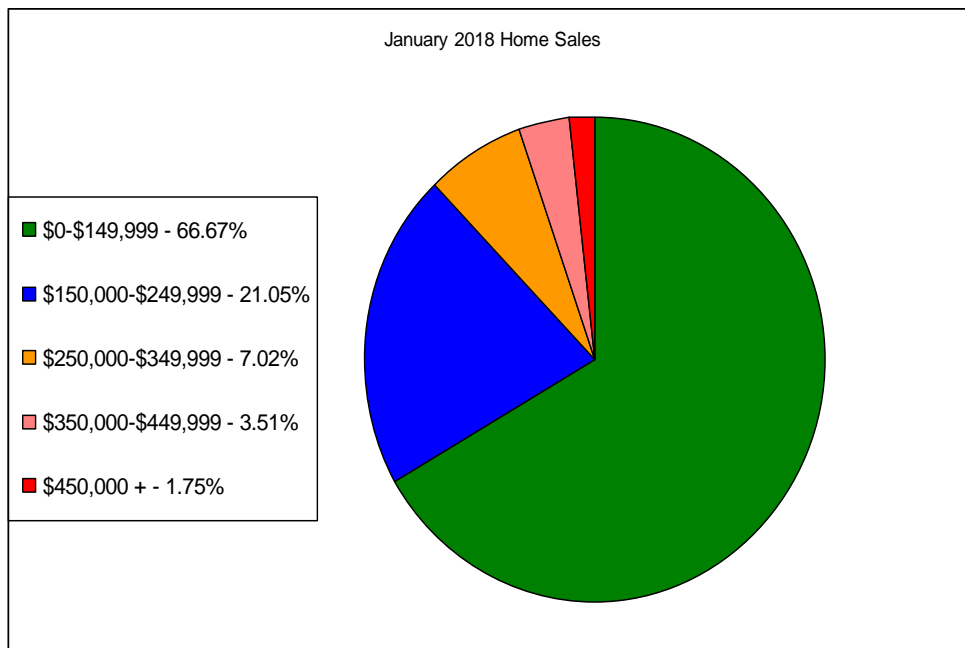
March is the best time to list your home with us! It is the beginning of the Spring Home-Buying Season. List your home with us before March 16th to ensure that your home is included in our Spring [Buyer's Guide](#).

With the introduction of our monthly newsletter, we will strive to keep you up-to-date with the most relevant Real Estate News in the [Mountain Home](#), and entire Twin Lakes area.

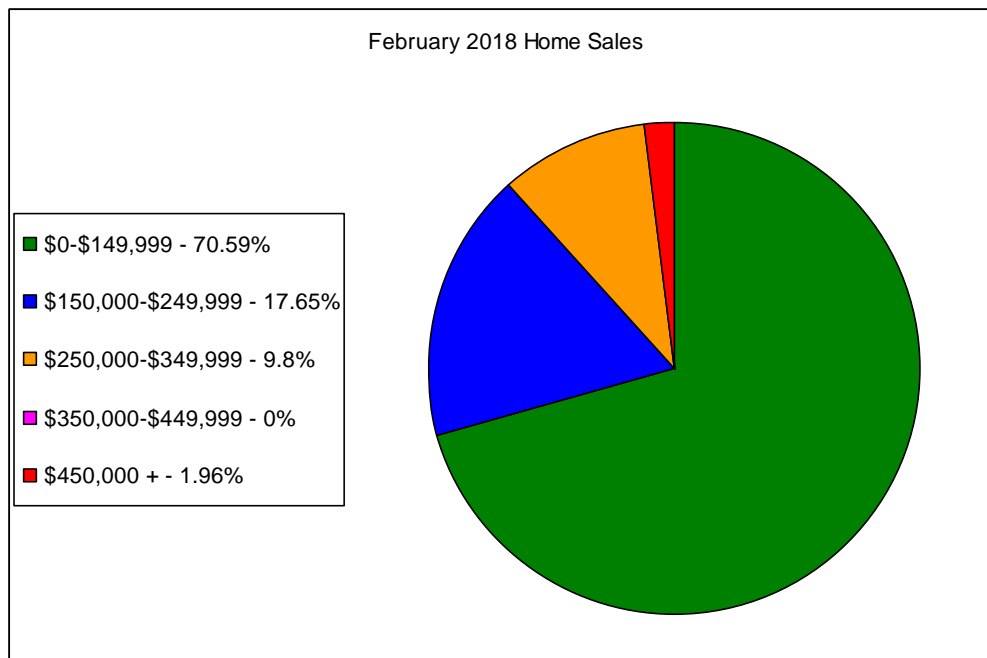
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Home Sales for January



Home Sales for February



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First Time Home Buyer?

First Time Home Buyer Checklist

- 1. Obtain a credit report**, and check for errors or debts that have exceeded the statutes of limitations and make disputes with the credit bureaus. The statutes of limitations on debt in Arkansas are, as follows:
 - Oral Agreements – 6 years
 - Written Agreements – 6 years
 - Promissory Notes – 3 years
 - Open Accounts (ie: credit cards) – 3 years
- 2. Check your credit scores.** To increase and/or maintain your credit scores during the home-buying process, you must pay your bills on-time, pay down your balances, and do not apply for new credit.
- 3. Get Pre-approved before searching for a house.** Have the following documents ready for mortgage company:
 - Tax Returns – 2 year history
 - W-2's & Paycheck Stubs
 - Bank Statements – 2-3 month history
 - Proof of your Down Payment
- 4. Find out if you qualify for an FHA Loan.** An FHA Loan is the easiest type of loan to qualify for.
- 5. Know your Down Payment Options by Loan:**
 - FHA Loan – 3%-3.5% (Credit Score as low as 585, but will depend on the lender, as others require at least a 640)
 - VA Loan – No down payment
 - USDA Loan – No down payment
 - 203K Loan – 3.5%
 - Conventional Loan – 5%-20%
 - Conventional 97 Loan – 3%
- 6. Hire an Experienced Real Estate Agent.**
- 7. Budget for All Home Ownership Costs.**
- 8. Know your debt-to-income ratio.** (It is the amount of your monthly income compared to your monthly debt payment obligations).
- 9. Check for first time Buyer programs and grants.** (ie: down payment assistance, HUD, etc.)
- 10. Educate yourself on the types of mortgages available.** (Listed above on line 5)

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Tips for a Quick Home Sale

1. **Price your home right from the start.** Your Real Estate Agent can help you to understand the current market, and provide the right price for your home.
2. **Enhance your home's curb appeal.** Clean up the yard, plant flowers, add fences, fix anything broken, or add some fresh paint.
3. **Update the interior and the exterior.** Add a new coat of paint, update light fixtures, faucets, or trim.
4. **Clean, de-clutter, and de-personalize.** Your going to have to pack to move anyway, so get started early.
5. **Stage the house.** Show the purpose of each room.
6. **Make the property easy to show.** The buyer wants to see your home on his time, not on yours. Be flexible, and try not to be home. Allow the buyer the opportunity to feel comfortable while looking around the home.
7. **Remove your pets and pet accessories.** A prospective buyer has no need to know that your pet lives there, nor be responsible for it while they are looking at the home.
8. **Be sure that your home is listed on all major online websites.** Also, be sure that these websites have accurate information. A home owner should make disputes directly with each website concerning any inaccurate information listed.
9. **Make sure your listing has good photos, and as many as possible.** Be sure to de-clutter and clean-up before taking photos.
10. **Share information about life in the neighborhood.** Try to include photos of nearby recreation, dining, and shopping.



Local Events for March

- **March 13** – 6:00 PM – **The Classic Chevy Club of North Arkansas** – All vehicle enthusiasts are welcome – The Van Matre Senior Center @ 1101 Spring Street/Cooper Park, Mountain Home, AR. For more information, call 870-425-6575
- **March 17** – 7:30 AM to 10:00 AM – **All You Can Eat Pancake Breakfast** – Alley White American Legion Post # 52 – 717 Market Street, Mountain Home, AR. – Donation Prices: Adults - \$6.00, Kids 5-12 - \$3.00, 4 & under – Free. All Military, Law Enforcement, Fire Department, and EMT personnel in uniform – Free. Breakfast includes pancakes, toppings, sausage, biscuits, gravy, orange juice, and coffee. Proceeds benefit the Post 52 Emergency Fund, which is used to help local Veterans in need. For more information, call 870-424-6277 or 870-405-0047
- **March 24** – 11:00 AM – **Junior Auxiliary Easter Egg Hunt** – Cooper Park in Mountain Home, AR. – Free Event for Ages 1 to 9 – The hunt starts promptly at 11:00 AM. In case of rain, reschedule will be on March 31.
- **March 31** – 5:30 AM – **Children’s Home, Inc. Casting for Kids Bass Classic** – The annual bass tournament on Lake Norfolk (Henderson area) benefits at-risk children from Arkansas and surrounding states – The Atrium of the Norfolk Lake Inn – Registration for two person teams starts at 5:30 AM - \$80.00 per team registration fee – Boats Launch at 7:00AM – Weigh-in begins at 3:00 PM at the Henderson Recreation and Park area. Multiple prizes will be given. First Place will receive a \$1,000.00 cash prize. All participants will receive a gift bag. Registration Forms are available at the Chamber of Commerce, as well as other locations in the area.

Brought to you by:



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