



Welcome Home Newsletter

July 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 Realtors** is 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!

The **Summer** is flying by! Don't miss your opportunity to Buy or Sell a home this **Summer!** Follow this link to view our current listings: [Buyer's Guide](#).

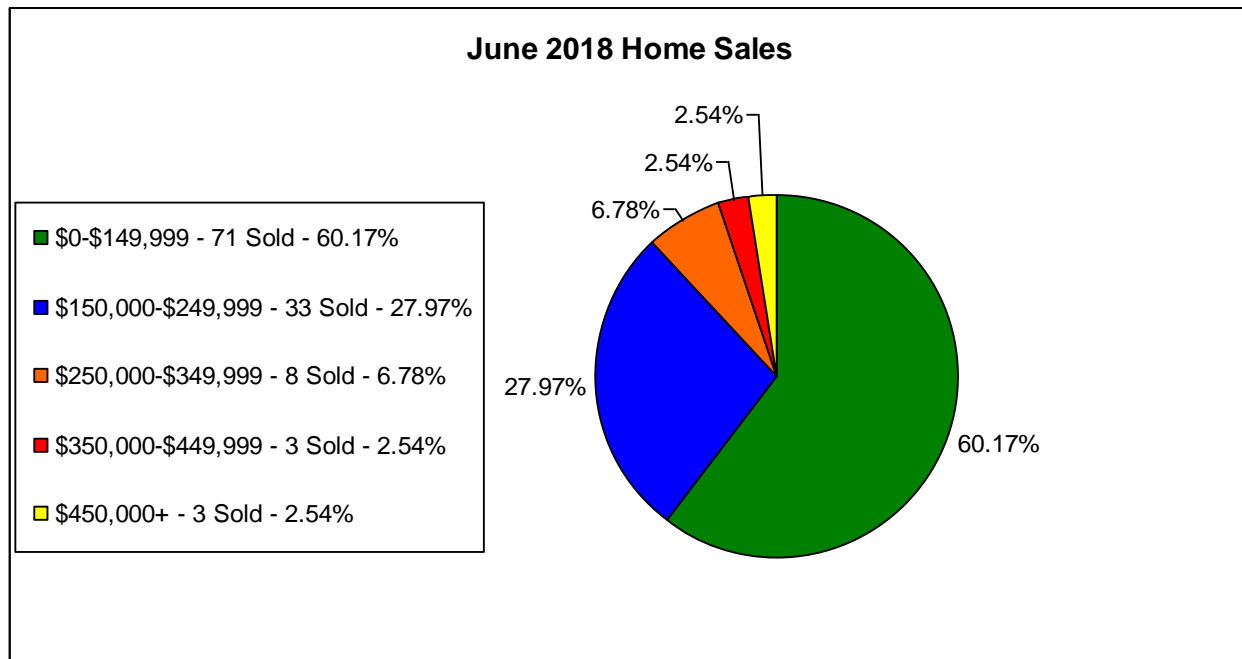
We will strive to keep you up-to-date with the most relevant Real Estate News in [Mountain Home](#), and the entire Twin Lakes area.

100 Bomber Blvd. | Mountain Home, AR 72653 | T: 870-425-9898 | F: 870-425-1719
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Home Sales for June



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Managing Expectations during your Home Buying Experience

- **Affordability.** Be sure that you consider your down payment, closing costs, and home ownership costs. Be ready to walk-away from counter offers that are outside of your budget.
- **Local Real Estate Market.** Hire an Experienced Realtor® who can help you to understand the local real estate market trends, and provide the most up-to-date information on homes currently on the market.
- **Unexpected Issues.** Whether the appraisal doesn't meet the offer price, inspection reports come back with needed repairs, or your financial information isn't readily available for appropriate funding; you must be prepared to deal with the situation. The best way to prepare yourself is by hiring an Experienced Realtor® from the start, to help guide you through.
- **Offer Price.** Your goal is to get the home that best suits your needs and fits within your budget. Try to remember that while trying to purchase the home for the best price that you do not offer too low as your offer may be rejected by the seller.



Setting your Expectations during your Home Selling Experience

- **Hire an Experienced Realtor®.** An Experienced Realtor® can guide you through the home selling process, offer sound advice, provide information on local market trends, and help you sell your home much quicker.
- **Home Inspection.** Consider hiring an Experienced and Licensed Home Inspection Company to perform an inspection before or at the time that you list your home. This will inform you of any necessary repairs that may halt or prolong the sale of your home. Additionally, you can offer the Buyer a Home Warranty which provides the Buyer with not only extra coverage, but also peace of mind.
- **Sellers Property Disclosure.** Be sure that you exclude all repairs that you will not repair before the sale of your home. Adjust the price of the home to reflect the repairs, if needed. Also, be sure to include any repaired items, current issues, or additions made to the home that you are aware of.
- **Home Price.** Be ready and willing to negotiate with the Buyer on the price of the home. Consider your Counter-offer thoroughly before presenting it to the Buyer.

JULY EVENTS

Lake Norfolk Poker Run | July 28 @ 10:30 am - 5:00 pm

Jordan Marina@3291 Jordan Landing Rd, Jordan, 72519. Join the 6th Annual Lake Norfolk Boat Poker Run on July 28th. Cruise 7 "Ports Of Call" and collect a poker hand. Prizes will be awarded for the top three hands during the Wrap-Up Celebration at Jordan Marina. Pre-registered participants are invited to depart from any "Port of Call". Pre-registration deadline is July 20, 2018. Whitney Rodgers: 870-421-6789; whitney_rodgers@hotmail.com ; www.norforklakechamber.com

Presented to you by:



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