



**JULIE HULL**

REALTOR / EXECUTIVE BROKER

**479-876-3379**

[WWW.JULIEHULLREALTOR.COM](http://WWW.JULIEHULLREALTOR.COM)

### ON THE MARKET



**1 Kipling Circle, Bella Vista**

**\$219,900.00 / MLS #1082089**

Low-maintenance townhouse. Walk to Country Club Golf Course. Home features; split / open floor plan, kitchen with counter space and SS appliances, private master suite with spa-like bath, large living room with plantation blinds & gas log fireplace, office / study, private wooden deck, corner lot. Easy access to Hwy 149 for daily commute.

## Why Americans Are Now Buying into the Small Home Trend

Call it the tiny house effect, or perhaps it might be considered a change in attitudes after the 2008 housing crash. Whatever the reason, small houses are continuing to gain in popularity with home buyers. As pointed out in a recent article by real estate industry news site RISMedia, some in the industry see smaller houses beginning to sell faster than larger properties. They're not just a fad. Small houses are an increasingly attractive option for many buyers. Here's why:

### Affordability

In many hot markets with rocketing prices, prospective homeowners have had to reevaluate what they can afford. Other buyers have decided it's not worth it to go house poor and have sacrificed space for cash in their bank accounts. Many consider a small home a smart investment.

### Less maintenance

The upkeep of a larger home can result in stress, especially for young families or aging owners. A smaller footprint requires less upkeep and outdoor maintenance, reducing stress and freeing up time.

### Location vs. square footage

Location, not square footage, has become the marker of desirability in many of today's real estate markets. Homebuyers now would rather buy a smaller house in a hip, vibrant, well-served neighborhood than go bigger in a less desirable part of town.

### Trends

TV design shows where well-functioning and beautiful small spaces are created have become just as popular as those on multimillion-dollar properties. Maybe more so. Instead of thinking of a house as cramped, buyers are now just as likely to see the creative possibilities of a smaller property.

# SELLING YOUR HOME

You love and cherish your home. You want the next owner to fall in love with it, too — through photos, through words, and through the experience of walking through your front door. But, perhaps most, you want to get the price you want. This isn't a small task. Selling a home requires work. It requires time. The journey isn't always easy. There will be frustrations. But when you seal the deal and move on to your next chapter — wow, what a blissful feeling.

First, you need to know what you want in order to sell your home with minimum frustration. Unless you bought your home last week, the housing market changed since you became a homeowner. Mortgage rates fluctuate and inventory shifts. These are just a few of the factors that affect the state of the market, and our Bella Vista market is unique. The most important relationship you'll form on your home selling journey is the relationship with your Realtor. Or me! We will price your home after we visit about the current market.

Today, home buyers have unfettered access to property listings online, so you have to make a great first impression. That means you'll have to declutter all the stuff you've accumulated over the years, make necessary repairs, and get your home in swoon-worthy condition. Home buyers look at countless listings online. The best-marketed homes have beautiful photos and compelling property descriptions. You must pull buyers in so that you can show off your home's best assets, and help buyers envision themselves living there.

Together, we will position your home to receive attractive bids!

## RECENTLY SOLD



**5 Dolphin Circle**  
Bella Vista, Arkansas

**BUYERS AGENT**

## RECENTLY SOLD



**10 Finger Circle**  
Bella Vista, Arkansas  
Under Contract 81 Days  
Closed in 47 days

**LISTING AGENT**

## RECENTLY SOLD



**3 Bure Lane**  
Bella Vista, Arkansas  
Under Contract 3 Days  
Closed in 32 Days

**LISTING AGENT**

## RECENTLY SOLD



**13 Whitwick Lane**  
Bella Vista, Arkansas  
Under Contract 23 Days  
Closed in 19 Days

**LISTING AGENT**

## WHAT MAKES A HOME

As far back as I can remember, I have loved visiting my Aunt Mary's home. Her home was always welcoming, warm, and my second home during those summer or Holiday vacations. I have amazing memories of playing, swimming, and growing while knowing I was loved.

Anyone who truly knows me, knows I love to eat! Aunt Mary's home was always filled with the smell of dinner on the stove. As a kid she hosted most of our Holiday meals and her kitchen brought joy to all who were lucky enough to eat from it. Not to mention, the only place I would eat carrots as a kid because her carrots always tasted the best.

As a child, my favorite thing to eat from her kitchen was the simple treat she always had for me at the end of a long day of playing. The chocolate pudding. It always came in a tall glass dish and was chilled to perfection. Fast forward to today, and I have my own collection of glass dishes for pudding. They vary in size and some of them came from my Mother and Grandmother's kitchens. I carry the tradition on with my own children. About once a month, I make pudding and chill it to perfection just like Aunt Mary did for me.



I was asked this month, "What makes a home?" So, a home isn't the walls or decorations that adorn them. (Although in my Aunt Mary's home, her decor should have graced Good Housekeeping.) It is the people who walk their halls and the memories you build with those people within the walls. It's the traditions that you look forward to and then carry on to the next generation.

## HAPPY HOME ANNIVERSARY

**Carl – 4 Years!**



**Frank & Suzanne – 3 Years!**



**Wilda – 2 Years!**



**Aaron & Monica – 2 Years!**



**Michael – 2 Years!**



**Edwin & Eve – 1 Year!**



**Galen & Sofia – 1 Year!**



**UPCOMING  
EVENTS  
IN BELLA VISTA  
AUGUST 2018**

August 2 = POA  
Community  
Committee, Riordan  
Hall 6:00 PM

August 7 = National  
Night Out, Riordan  
Hall 5:00-8:00 PM

August 8 = POA Golf  
Committee, Country  
Club 8:30 AM

August 13 = POA  
Recreation  
Committee, Country  
Club 4:00 PM

August 15 = POA  
Lakes Committee,  
Country Club 2:00 PM

August 23 = POA  
Board Meeting,  
Country Club 6:30 PM

August 27 = City  
Council Meeting,  
Bella Vista District  
Court, 6:30 PM

# BELLA VISTA MARKET DATA

Real Estate Marketing Activity Table								
Bella Vista Residential - Resale & New Construction								
JULY 2018 (January 16, 2018 - July 16, 2018)								
Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	11	9	39	8.00	1	98	92%	\$61.55
100-149	18	43	136	29.83	0	73	98%	\$90.24
150-199	41	46	177	37.17	1	90	98%	\$97.57
200-249	48	19	86	17.50	2	78	98%	\$103.66
250-299	48	13	41	9.00	5	112	98%	\$108.26
300-349	12	11	25	6.00	2	119	97%	\$107.94
350-399	8	5	18	3.83	2	171	96%	\$118.40
400-449	4	1	2	0.50	8	86	100%	\$116.56
450-499	3	0	0	0.00	~	~	~	~
500-599	5	2	1	0.50	10	77	91%	\$143.86
600-699	4	1	2	0.50	8	202	96%	\$138.59
700-799	3	0	1	0.17	~	~	98%	~
800-899	3	0	1	0.17	18	55	97%	\$169.46
900-999	2	0	1	0.17	~	~	~	~
1,000 +	0	0	0	0.00	~	36	90%	\$178.19
Whole Market	210	150	530	113.33	1	100	97%	120
<b>YEAR AGO</b>								
Whole Market	224	~	608	101.33	2.21	66	96%	101
<b>Prepared exclusively for clients of Julie Hull, Executive Broker</b>								
 <b>HARRIS McHANEY &amp; FAUCETTE</b>								
Information deemed reliable but not guaranteed. Source: NABOR MLS								
Key: DOMC - Days on Market to Contract SP / LP - Sales Price / List Price								

**Please note: If you live outside Bella Vista, please reach out to me and I will send you the market data for your price range in your city.**



## ARE YOU A NEIGHBOR?

Join our interactive Bella Vista Neighbor's Facebook Group! Every member is welcome and encouraged to share ideas, community events, pictures, shout out when you have a need or need a recommendation. Our group strives to be kind and helpful, to support each other, and to be Neighbors.