



JULIE HULL

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Prepping Your Home for Sale: Get the Most Bang for Your Buck

Every seller wants to maximize his or her profit. Partnering with a real estate agent is a great start. Homeowners can further increase their bottom line with a few simple steps. To get the most out of your house, complete the following before you list.

Hire your own home inspector. If a buyer's inspector finds issues with your home, you can expect your profit to shrink. Stay one step ahead by hiring your own home inspector to unearth any potential issues.

Invest in repairs. In addition to addressing any trouble the home inspection reveals, it's a good idea to have cosmetic issues addressed. Prospective buyers notice things like cracked tile, chipped baseboards, or a squeaky floorboard, and this will be reflected in their offer.

Upgrade where it counts. You don't have to renovate your whole house to turn a healthier profit. Make small, impactful swaps, such as switching out lighting, cabinet hardware, or shower heads for cleaner, more contemporary options.

Add a few new accessories. Fresh flowers and potted plants go a long way in making a room feel inviting. For a cozier living room, drape a cable-knit blanket over the couch. String Edison bulb lights over a patio and put an Adirondack chair on the front porch. These small touches add major warmth.

Treat it like a model home. To sell your house quickly and for the most money, treat it like a house you've been hired to stage. Put personal effects into storage, declutter, remove artwork that could be seen as too loud, and make sure the house is absolutely spotless.

VETERANS CORNER

As a young man growing up, I was involved in both Cub Scouts and Boy Scouts. And if I learned nothing else from those experiences it was to always be prepared. And that advice holds true today.

I recently received a phone call from a woman who needed some advice on an issue involving a neighbor of hers who was a veteran. In this case the gentleman had been diagnosed with a terminal disease and did not have long to live. Her question to me was where does one turn at a time like this for information on benefits available to veterans and their families, more specifically, military rites at one's funeral? And that got me thinking about "being prepared." Don't wait until it's too late. Put a plan together today.

First and foremost is to either have in hand, or know where you can get your hands on, a document commonly known as a DD-214. This is by far the most important document a veteran has. The DD-214 is the government's official recognition of one's service and includes such things as dates of service, type of discharge and more. Without a DD-214 you will get nowhere when trying to secure veteran's benefits. It is needed for the purchase of a home with the Veterans' Administration, tuition benefits, burial in a national cemetery and so much more. To say that it is an important document is an understatement. If your veteran does not have a copy of his or her DD-214, now is the time to seek one. Remember, it is a U.S. government document and you can imagine how long it can take to get one sent to you after you request it.

But where do I go to find a copy, you might ask? Start with the veteran's home of record, more precisely the county in which they lived when they joined the military. Once they raised their right hand and took the oath, that county became their official home of record. And, such as in my case, when I was discharged from the United States Air Force in 1978, I was instructed to get a copy of my DD-214 to the county clerk in my "home of record," so it could be put on file in the event I ever needed it. And believe me; I needed it later in life. But I also did something else. I made copies of my DD-214 and always had one handy someplace in the house just in case.

If for some reason you cannot secure a copy of the document from your, or your veteran's home of record, you can write to the military record depository in St. Louis and request one. I would suggest if you go that route that you go ahead and request a copy of your, or your veteran's entire military record package. It's free! They even pay the postage. The depository is actually called the National Personnel Records Center, Military Personnel Records, or NPRC-MPR. The government loves acronyms! The address is: National Personnel Records Center, 1 Archives Drive, St. Louis, MO 63138.

All requests for records must be in writing. There are some other rules about records requests that can be found on-line at archives.gov/personnel-records-center/military-personnel. Unfortunately for some veterans those records no longer exist due to a fire in 1973. More information on that incident and what records were involved is available at the Internet address above.

Don't wait until it is too late. Go ahead and get that document in hand today. It will make things much easier for you down the road. And by the way, if you are looking for military rites at a veteran's funeral, talk to your funeral director. They can usually co-ordinate this, or at least point you in the right direction.

Grant is a Vietnam-era veteran who served in the United States Air Force from 1970 until 1978. Contact him at douglasgrantnwarealtor@gmail.com, or (479) 426- USAF (8723).

FOR SALE



4 Newnham Circle
Bella Vista
MLS # 1107770
\$274,900.00



3 Skelton Drive
Bella Vista
MLS # 1104818
\$210,000.00



8 Hope Drive
Bella Vista
MLS # 1105016
\$172,000.00



Wyncombe Lane
Bella Vista
MLS # 1107841
\$9,900.00

GETTING OUR GARDENS READY

To Weed Less: Plant Annual Flowers

Homeowners want a garden full of color. They want a landscape they can be proud of, but they don't want to devote all their free time to keeping it weed-free and beautiful. In pursuit of the proverbial "no-maintenance garden," many people look to perennial flowers, which do not need to be planted every year (but do require dividing regularly), often neglecting an easy solution—one that offers an entire summer's worth of color and stifles weeds in the process.

Easy From Seed: Five Great Choices To Grow from Seed Sown Directly into the Garden:

1. Zinnias come in a variety of colors and heights and perform well throughout the summer.
2. There is no flower tougher than a Marigold, which blooms from late spring right up until the first frost. All marigolds are both easily started from seed.
3. Scatter Cosmos seeds in late spring. By mid-summer, the blooms will be erupting from all parts of your garden. Colors range from delicate pink to flaming red, and there are short and tall types, to suit any garden.
4. Sunflowers make a strong statement in any garden. Ranging from petite 18-inch dwarfs to 12-foot tall giants, they attract pollinators in summer, birds in fall.
5. Nasturtiums are carefree and grow best when the seeds are sown directly in the garden. Some varieties grow in clumps, others ramble. And they're edible!

Additional Benefits

Aside from the obvious—beauty and weed suppression—there are additional benefits to having annual flowers in your beds and borders. Pollinator Service Bees, Butterflies, and other pollinators gather nectar from annual flowers. Fragrance: Nicotiana, Moonflowers, 4 O'clock, Sweet Alyssum, and Sweet Pea are 5 fragrant flowers that are easily grown from seed. Cut Flowers: Zinnias, Cosmos, Sunflowers, Salvias, and many other annual flowers will grace your table, as well as your garden!

HAPPY HOME ANNIVERSARY

Jon & Jessie – 2 Years!



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.



BELLA VISTA MARKET DATA

Real Estate Marketing Activity Table								
Bella Vista Residential - Resale & New Construction								
JUNE 2018 (December 16, 2017 - June 14, 2018)								
Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$/SqFt Average
0-99	3	5	42	7.83	0	76	92%	\$65.70
100-149	8	15	119	22.33	0	74	98%	\$93.67
150-199	28	19	168	31.17	0	77	97%	\$100.17
200-249	28	13	83	16.00	1	89	97%	\$106.81
250-299	22	3	42	7.50	2	97	99%	\$112.50
300-349	9	3	17	3.33	2	87	97%	\$112.58
350-399	6	1	9	1.67	3	125	98%	\$108.77
400-449	2	0	6	1.00	2	96	96%	\$127.99
450-499	3	0	3	0.50	6	94	95%	\$153.67
500-599	3	0	2	0.33	9	132	95%	\$136.53
600-699	4	0	1	0.17	24	159	98%	\$136.46
700-799	1	0	0	0.00	~	~	~	~
800-899	0	0	0	0.00	~	~	~	~
900-999	0	0	0	0.00	~	~	~	~
1,000 +	0	0	0	0.00	~	~	~	~
Whole Marke	117	59	492	91.83	1	92	97%	114

Prepared exclusively for clients of Neighbors Real Estate Group



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.



FREE Market Analysis
COMMISSION DISCOUNT
 given to Bella Vista Neighbors Members who lists home
 with Neighbors Real Estate Group.

Let me answer all your Real Estate questions!
 I specialize in selling and marketing property in Bella Vista.



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If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. Commission Discount not offered with Relocation services. Neighbors Real Estate Group fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Offer Expires December 31, 2019.