

# HOMES + NEIGHBORS + COMMUNITY



**Julie Hull, Principal Broker**

APRIL 2020



It's a challenging time for everybody, especially those whose health has been affected by the pandemic. It's difficult for the brave healthcare workers putting their lives at risk trying to heal the sick, and it's difficult for the men and women spending their days and nights keeping people fed, keeping shelves stocked, making sure supplies are delivered, floors are cleaned, and everything in between. And, it's probably a challenging time for you too.

Modern life is stressful, even without a pandemic. The boss wants you to do more, the kids need to be fed, the bills have to get paid, and the house needs to be maintained. But now, those stresses have all been magnified and laid bare. So, what do real estate agents want you to know during this complicated, stressful, and difficult time? And why should you even care? We are, after all, here to serve you.

Well, the answer is... that's exactly what we want you to know: we're here to help you! And not just that, but we're in this with you. Uncertainty, doubt, stress, and everything in between affects us just as it does you, and we have the same fears as you do about where the future is headed. That said, it's not all gloom and doom. There are solid reasons to be optimistic, especially when it comes to housing.

First, this is not a housing recession like the crash of 2008, where the collapse of the economy was tied directly to mortgage backed securities and skyrocketing default rates.

Second, this crisis has the attention of the world, and there's an aggressive push to put an end to it sooner than later. Of course, when we're in the thick of it, it can be difficult to see the light at the end of the tunnel. But social distancing seems to be working, and nearly every country in the world is dumping massive resources in search of a treatment, and a cure. Almost everyone is doing what they can (or at least have to) in order to give this crisis an end date so everyone can get back to business as usual.

So, while we all struggle to adjust to this strange moment of time we're living in, it's also good to keep things in perspective. Even though the process has been interrupted or paused in some ways and areas, homes are still selling, people are still buying, and the value that you've accumulated, by all accounts, is likely to remain. In short, people still want to buy and sell houses. And while there are certainly many people who will be affected financially due to the pandemic, many others will not. They may not be going into the office, but they're still employed and doing their jobs—just from home.

So, if you want or need to buy or sell right now, reach out, and we'll work together to get it done in as safe and socially-distanced a way possible. And if you've been considering buying or selling your home, and this current environment has made you rethink things, that's perfectly okay too! We're here to guide you and answer your questions at any time, not just when you're ready to list or buy.

We, like you, can't wait until things get back to normal, and for many of us, simply talking to you about real estate helps things feel normal, so please don't hesitate to call! And remember, you're not alone in this.



## Douglas Grant, Real Estate Agent

As I write this, I am in my eleventh day of self-imposed isolation. Well, it's not really isolation as I have gotten out and picked up trash along a street near my home, walked around Brittany Golf Course today and have made a number of trips to Allen's Foods and Harp's.

Neighbors Real Estate Group Broker Julie Hull and I decided earlier this month to work from home as the offices we lease were closed to the public. There really isn't much we can't do from home that we can do in an office.

Having had so much time by myself lately I have pondered a number of things, chief among them the way people are responding to this virus.

The first thing I am grateful for is that we live in a more rural area of the country. Just look at what is happening in the major cities where people are stacked on top of each other, making it difficult, if not impossible to practice social distancing.

Secondly, I have thought a great deal about the amazing neighbors we all have and how they have responded. We are no longer supporting a particular political party or ideal. We realize we are in this together and we must join forces to defeat it.

I am touched and moved by the outpouring of caring and help being offered to those who might be limited in their mobility or simply unable to make a trip to the grocery store because of their home situation. I recall one young mother who was on Women and Infant Children assistance who was looking for milk and eggs. A number of people stepped up to help should she be unable to find them at a number of suggested markets.

People in line at the stores are allowing our older neighbors to move ahead of them so they can shop and return home quickly. Many of them are scared, and rightfully so, because they are among the most susceptible to catching Covid-19.

While restaurants are closed, they are not shutdown. They are offering curbside service and delivery options. And many of you are taking advantage of that supporting them at this time. And don't forget to support them once they reopen.

What can I say about the following people: truck drivers, grocery workers, bank employees, medical personnel, fire, rescue and police – among so many others. God bless them all as they continue to sacrifice to make sure we are as healthy and safe as possible.

I have also learned a few things about myself during this time. One, I am pretty funny. I have laughed at every joke I have told so far. Every one. My dogs Milo and Wyatt apparently don't find me that funny as they haven't laughed once. Wonder if they know where dog biscuits come from?

I am also a good song writer. I lost count on how many I have created and sung to the pups and the cats Grayson and Frankie.

And my culinary skills are sharper than ever. Of course, I live alone and there is nobody to complain about my cooking.

None of us know what tomorrow, or next week, will bring so we have to be patient and optimistic. Like many I believe we are going to get through this; and we will be stronger for it as a nation and a community.

## HAPPY HOME ANNIVERSARY

### Jon & Jessie – 3 Years!



### Buddy & Mia – 1 Year!



### Ethan & Bethany – 1 Year!



### Steven & Christine – 1 Year!

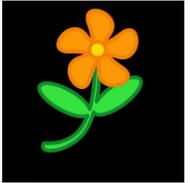


## RECENTLY SOLD



**5 Applecross Place, Bella Vista**  
**MLS # 1136246**  
**LISTING AGENT**

# BELLA VISTA MARKET DATA



Real Estate Marketing Activity Table								
Bella Vista Residential - Resale & New Construction								
MARCH 2020 (September 16, 2019 - March 15, 2020)								
Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	8	2	28	5.00	1	60	90%	\$57.09
100-149	16	17	125	23.67	0	52	99%	\$100.99
150-199	39	39	204	40.50	0	77	99%	\$105.08
200-249	37	32	100	22.00	1	103	98%	\$108.32
250-299	27	16	58	12.33	2	95	98%	\$112.79
300-349	14	7	30	6.17	2	121	99%	\$115.72
350-399	8	4	13	2.83	2	96	97%	\$116.16
400-449	4	0	7	1.17	3	79	99%	\$125.90
450-499	4	0	3	0.50	8	142	96%	\$141.49
500-599	8	1	7	1.33	6	134	96%	\$153.96
600-699	4	1	1	0.33	12	92	97%	\$165.21
700-799	1	2	1	0.50	2	273	100%	\$136.76
800-899	1	0	1	0.17	6	227	95%	\$188.20
900-999	0	0	0	0.00	~	~	~	~
1,000 +	1	0	0	0.00	~	~	~	~
Whole Market	172	121	578	116.50	1	119	97%	125
<b>YEAR AGO</b>								
Whole Market	117	59	492	91.83	1	92	97%	114
<b>Prepared exclusively for clients of Neighbors Real Estate Group</b>								
 <p>Information deemed reliable but not guaranteed. Source: NABOR MLS</p> <p>Key:            DOMC - Days on Market to Contract            SP / LP - Sales Price / List Price</p>								

Please note: If you live outside Bella Vista, please reach out to us and we 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.

# Self-quarantine tips if you're sick with COVID-19

## DO



Stay home, avoid public areas and mass transit.



Isolate yourself from others in your home.



Use a separate bathroom, if possible.



Call ahead before visiting the doctor.



Wash your hands often.



Wear a face mask around other people and pets.



Cover coughs and sneezes.

## DON'T



Go outside for any reason.



Let in any non-essential visitors.



Have contact with pets and other animals, if possible.



Share space with housemates, if possible.



Share dishes, utensils, cups, towels or bedding.



Go to the doctor without calling ahead.



Discontinue home isolation until instructed.

Source: CDC

## FOR SALE



**Cullen Hills Lane**  
Bella Vista  
MLS # 1137327  
\$12,000.00



**Wyncombe Lane**  
Bella Vista  
MLS # 1133762  
\$9,900.00



**6 Bentley Lane**  
Bella Vista  
MLS # 1143066  
\$144,900.00



**PENDING**  
**7 Harrington Lane**  
Bella Vista  
MLS # 1139271  
\$217,000.00