

# HOMES + NEIGHBORS + COMMUNITY



February 2019



## From the Heart

Sometimes you hear yourself in your children...



Many of you know that I was the den leader for the amazing group of boys shown below. It was my honor to be part of their lives for 5 years. They will forever hold a place in my heart. One of my earliest memories was the first time it was our turn as a den to present a skit to the pack. Well, one of my boys looked up at me with a panicked face and asked when I told them we would be on stage, "In front of everyone?" I knew then that we could grow in this area. Every chance I got, I put them in front of the pack, school, public, small presentations before each other. I told them the secret of being before a crowd...

Fast forward to this weekend. Andrew is at Forensics. He likes to do extemporaneous speaking. Basically, you draw a topic, you get a half hour to prepare speech, then you give a 7-minute speech. Topics are random at best. Generally, he is standing there with all seniors.

As he is standing there, the seniors are looking

as he put it, nervous. He decided to break the ice by telling them, "Guys, you don't have to worry about this. I've got it." One of them retorts, "You?" To which Andrew answers, "Yeah, I'm going to place. I can't mess up." They then ask him to explain.

You see I shared the secret long ago with my cubs (every time they got on stage or in front of a crowd) as he shared with this group of seniors. I could hear myself as he told me what he said. "Let me tell you the secret of being before a crowd. There is no way to mess up. The audience does not know what you are going to do or say. So, if you miss something, they don't know it. You cannot mess up! Just go on."

I have thought about this since he told me about this discussion. The boys have done amazing things. From speeches, to rock bands, student council, to debate teams. They are not timid before a crowd. And now my Andrew is helping others. I could not be prouder of Andrew and the young man he has become. Or as I watch the others (through their parent's social media posts) growing into young men!

# GRAND OPENING

PLEASE JOIN US FOR A  
**RIBBON CUTTING CEREMONY**

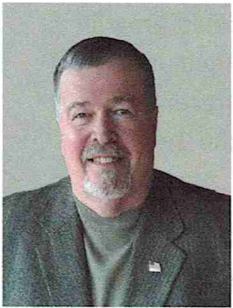
**FRIDAY, FEBRUARY 22, 2019**

**10:00 AM**

**NEIGHBORS REAL ESTATE GROUP**

**13026 FRONTAGE ROAD, BENTONVILLE AR 72712 (NEXT TO KOZY HEAT)**

**REFRESHMENTS AND DOOR PRIZES**



Every new year provides us with new opportunities. And we all are familiar with the old saying about opportunity knocking. When it came knocking on my door in January I answered and accepted. Since then I have been a Realtor® at the newly-established Neighbors Real Estate Group in north Bentonville.

Broker Julie Hull opened the business after several years of successful real estate ventures with another local company. While Julie and I can sell across the state of Arkansas, we have a firm focus on Northwest Arkansas, and even more specifically Bella Vista. Combined we have more than 30 years of residency here and through our community involvement in numerous organization we are very familiar with “how things operate.”

**Douglas Grant**

As for that community involvement, I am currently the president of the Veterans Council of Northwest Arkansas, the group that maintains the Veterans’ Wall of Honor memorial; chairman of the Trustees Committee at First United Methodist Church of Bella Vista; and a member of the Advisory Council at the Benton County Single Parents Scholarship Fund. In the past I served on the Board of Directors at Village House Adult Day Program in Bella Vista; was president of the Bella Vista Kiwanis Club; and am a past commander of the American Legion Post 341; and was employed as the editor of The Weekly Vista newspaper. My wife and I moved to the area in the summer of 2007 and now consider this our “forever home.”

As a Realtor® I stand ready to assist you in selling your current home or buying your first – or even 10<sup>th</sup>. Whether you are a newly married couple looking for their first home, a young growing family about to out-grow your current home, or empty nester who find in necessary to downsize, I can help.

For any and all real estate matters, even if it is simply seeking an answer to a question, feel free to contact me. You may call (479) 426-8723 or email to [douglasgrantnwarealtor@gmail.com](mailto:douglasgrantnwarealtor@gmail.com). My web address is [douglasgrantrealtor.com](http://douglasgrantrealtor.com) and I am on Facebook at <https://www.facebook.com/douglas.grant.397>. If I am not readily available I will get back to you as soon as possible. And there is no obligation! As it says on my business card, “I’ll help take some of the scary out of real estate.” I look forward to talking to you in the future and helping where I can.

## Real Estate Marketing Activiy Table

Bella Vista Residential - Resale & New Construction

January 2019 (July 16, 2018 - January 15, 2019)

Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	1	0	43	7.17	0	88	95.00%	\$62.26
100-149	2	0	144	24.00	0	73	98.00%	\$90.39
150-199	2	0	185	30.83	0	88	98.00%	\$97.55
200-249	7	0	88	14.67	0	76	98.00%	\$103.65
250-299	5	0	42	7.00	1	112	98.00%	\$107.80
300-349	3	1	31	5.33	1	109	97%	\$108.10
350-399	1	0	19	3.17	0	163	96.00%	\$119.89
400-449	0	0	2	0.33	~	86	100.00%	\$116.56
450-499	1	0	2	0.33	3	156	98.00%	\$129.35
500-599	0	0	1	0.17	~	77	91.00%	\$143.86
600-699	0	0	2	0.33	~	202	96.00%	\$138.59
700-799	1	0	0	0.00	~	~	~	~
800-899	0	0	1	0.17	~	55	97.00%	\$169.46
900-999	1	0	1	0.17	6	36	90.00%	\$178.19
1,000 +	0	0	0	0.00	~	~	~	~
Whole Market	24	1	561	93.67	0	110	97%	142

Prepared exclusively for clients of Julie Hull, Exeective Broker



Information deemed reliable but not guaranteed. Source: NABOR MLS

Key:

DOMC - Days on Market to Contract

SP / LP - Sales Price / List Price

### HOMES FOR SALE

7 HEBRIDES LANE  
BELLA VISTA



MLS 1099209  
LIST PRICE: \$154,900.00

32 LANCASTER DRIVE  
BELLA VISTA



MLS 1099200  
LIST PRICE: \$144,500.00

4 HARRINGTON DRIVE  
BELLA VISTA



MLS 1099660  
LIST PRICE: \$329,900.00

1206 NW 11<sup>TH</sup> STREET  
BELLA VISTA



MLS 1099253  
LIST PRICE: \$237,000.00

## Want to sell your house faster? Do this

To some sellers, it seems perfectly natural to remain in the home when buyers view their property. After all, the seller can point out all the fabulous features and answer any questions the buyers have about the home, right?

Wrong. This is not the time for sellers to put on their hosting hats and welcome guests into the home. If buyers are coming by to see the property, sellers should vacate the premises. Why?

When sellers are around, buyers feel less comfortable. They are likely to feel rushed and will spend less time in the home, since their visit feels like an imposition on the sellers.

This is the opposite of what needs to happen to sell a home. Buyers must be made to feel as comfortable as possible. This will encourage them to take their time and truly consider the home for purchase. They will be more likely to notice those very features the sellers were hoping to point out, since they won't be rushed.

Buyers also typically feel more comfortable asking their real estate agent rather than the owner questions about the property. They may have a concern the agent can address that the buyer would not be willing to bring up in front of the seller.

Sellers can also get more helpful feedback indirectly through the agent. For example, a bad odor in the home may be an issue, but buyers might feel rude bringing this up in front of the seller. If sellers can obtain honest feedback, they can use this to improve future showings and sell the home faster.

**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.



**JULIE HULL**

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[www.neighborsrealestategroup.com](http://www.neighborsrealestategroup.com)



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.