



# HOMES + NEIGHBORS + COMMUNITY

July 2020



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## Bella Vista Market Data

### Real Estate Marketing Activity Table

Bella Vista Residential - Resale & New Construction  
JUNE 2020 (December 16, 2019 - June 15, 2020)

Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$/SqFt Average
0-99	6	1	21	3.67	1	48	92%	\$65.00
100-149	8	19	118	22.83	0	54	99%	\$102.00
150-199	20	54	222	46.00	0	73	99%	\$107.00
200-249	20	40	132	28.67	0	98	99%	\$115.00
250-299	31	25	62	14.50	2	90	99%	\$113.00
300-349	9	8	34	7.00	1	126	99%	\$116.00
350-399	4	4	18	3.67	1	107	97%	\$115.00
400-449	3	3	6	1.50	2	65	98%	\$128.00
450-499	4	2	5	1.17	3	132	95%	\$133.00
500-599	4	2	9	1.83	2	86	97%	\$146.00
600-699	1	3	4	1.17	0	121	95%	\$173.00
700-799	1	1	2	0.50	2	239	99%	\$147.00
800-899	0	1	1	0.33	0	227	95%	\$188.00
900-999	0	0	0	0.00	~	~	~	~
1,000 +	1	0	0	0.00	~	~	~	~
Whole Market	112	163	634	132.83	0	113	97%	127

Whole Market	2019	2018	2019	2018	2019	2018	2019	2018
2019	189	215	149	127	567	472	119.53	99.83
2018	189	215	149	127	567	472	119.53	99.83

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





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## How Do I prepare my Home?

### Douglas Grant, Real Estate Agent

One of the most common questions I get from folks wanting to sell their home is “how do I prepare it?” What should they do to make it more attractive to potential buyers? Keeping in mind that you only have one chance to make a good impression, the first thing I suggest to them is to remove the clutter.

But what is clutter? If you Google the word, you will find one definition that states “a collection of things lying about in an untidy mass.” The problem, as I see it, then becomes what is the definition of untidy? A collection of memorabilia to you might be unsightly junk to another person.

When a buyer sees your home, they are imagining what it might look like with their belongings in it. And in this case, less is more. There are a couple of things you might do to declutter. While there is no hard and fast rule about how much “clutter” to remove, some experts recommend as much as 50%.

One is to go ahead and box up your “collections” and put them aside, either in the garage or a storage unit. You can also utilize storage bins that can be tucked away under beds or neatly stacked in closets. That way the buyer can begin to visualize where they would place their own items in the space you have cleared.

Do you have too much furniture in the room? I had a client once that had 3 sofas in the living room. Talk about crowded. It really made the room look small, which I believe was a deterrent.

Other common recommendations for preparing your home for sale are:

1. Before a potential buyer even enters your home, they are going to see its landscaping and the building’s exterior. Keep the grass mowed, the bushes and shrubs trimmed and the weeds pulled. Walk around the outside of your home and inspect it for damage, gutters full of debris and areas that could benefit from a good pressure washing.
2. Inside the home make sure it is clean and inviting. Vacuum and dust regularly. Keep the kitchen neat and clean.
3. Part of one’s first impression of our home is the odor. You might not notice it, but visitors will. Every showing will be scheduled in advance, so leave yourself enough time before to clean the litter box and other pet areas and use a spray to neutralize odors. But don’t over do the aerosol spray. It can come off looking like you are trying to hide something more than just common odors. Some people even suggest baking cookies or bread prior to the showing.
4. Keep your closets as neat as you can. If it looks like you simply stuffed everything in there it could come off giving the impression that the home does not have enough storage space.
5. As for that child’s room that they painted blaze orange and black, you might want to cover that with a neutral color, something that will appeal to a larger audience.
6. Open curtains and blinds prior to the showing to allow as much natural light in as possible. A dark interior can be a depressing experience.
7. And buy a new front door mat, something that says or implies “welcome.” It can have a positive impact on the buyer.

## 8 Surprising Things First-time Home Buyers Should Know

**Julie Hull, Principal Broker / Owner**

People who have been homeowners for a long time tend to forget how exciting and nerve-wracking it feels to buy a home for the first time. Once you've been through the process, you know what to expect and aren't surprised by the second (or fifth) go-around. But for new homeowners, the road is filled with novel experiences, and the learning curve might feel a bit steep to someone who has never been through it before. So, let's take a look at ten things that may surprise you as a first-time buyer, to help cut down on that learning curve!

1. Getting pre-approved is very, very important. While there are no barriers to looking at houses online, it's absolutely critical to get pre-approved for financing before going to look at homes in person. This will allow you to not only determine exactly what you can afford; it will ensure that you're ready to make a strong offer in the event you find your dream home.

2. A home can be much different in person than in photos. Pictures do not always tell the full story. This can be a tough lesson to learn, especially if you get your hopes up. The good news is that this works in both directions. Sometimes, photos make a home seem a lot nicer than it really is. But, just as often, pictures do not capture the entire essence of a house and might fall short when it comes to showcasing its more positive attributes. The bottom line is you should see it in person to be sure.

3. If a house is a great deal, expect plenty of competition. Unless you are looking in an especially unique area, you are likely to find plenty of competitors when a listing is a great deal, or when it has "everything" most people are looking for. There are exceptions, of course, and sometimes you might get lucky, but for the most part, if you recognize a great opportunity, there's a good chance other people will too. It does not even need to be a "deal"...it can just be when a house is priced appropriately within the market. Always expect that if you see the value and appeal of a home, so will another buyer. So, act quick, and write up a strong offer!

4. It's perfectly normal to be nervous before (and after) an offer. Don't feel silly if you find yourself filled with anxiety after submitting an offer. And do not be hard on yourself if you're anxious even after your offer has been accepted. It is completely normal to worry about all the decisions, stresses, and eventualities as you're going through the process.

5. There's plenty to do to keep everyone busy before the closing. If you think an accepted offer means you're done, think again. In some ways, this is when the real work starts. A lot of the work will be done for you by industry professionals, but you will need to be ready and aware of anything they need you to do on your end. For example, lenders will want contract and financial documentation, and title companies will need you to review documents and sign off or acknowledge them.

6. Agents, mortgage brokers, and lawyers will explain everything to you. Do not be afraid of the nuances and moving parts of buying a home, because from day one, you have plenty of resources at your fingertips. Your agent, your mortgage broker, your closing attorney, and everyone in between will be able to explain the process and answer questions as you move forward. These people usually have years of experience, and none of them will begrudge you for not knowing everything they know. And if you have questions, or something doesn't make sense, don't be shy...just ask! That is what they are there for!

7. Owning feels different than renting. Renters don't have the same skin in the game that owners do, and when you've bought something and put your money and credit on the line, it feels different. Once you close on your home and move in, you will start to understand the feeling of commitment and ownership that comes from your own space. You will not only want to make it yours, but you'll also feel a sense of pride and care that is often elusive for renters.

8. An agent does a lot more than help you find a house. Some people think of real estate agents like cashiers: people who help you with a transaction before you move on and forget all about them. But in practice, this is often not the case. Buying a home is such an emotional journey for even the most stoic among us that it's almost impossible not to form a deeper connection with the person helping you find the perfect home, and guiding you through the process.

# Just Sold

7 Headley Circle  
Bella Vista



MLS # 1145307  
\$310,000.00  
Under Contract in 13 Days!  
Closed in 41 Days!

6 Bentley Lane  
Bella Vista



MLS # 1143066  
\$147,000.00  
Under Contract in 29 Days!  
Closed in 52 Days!

4 Ibis Lane  
Bella Vista



MLS # 1146813  
\$172,000.00  
Under Contract in 3 Days!  
Closed in 34 Days!

12 Glenbarr Circle  
Bella Vista



MLS # 1140318  
\$219,000.00  
  
BUYERS AGENT

11 Bobwith Lane  
Bella Vista



MLS # 1146601  
\$173,000.00  
  
BUYERS AGENT

## HAPPY HOME ANNIVERSARY

Joe & Meranda  
HAPPY 5 YEAR!



Roger & Carla  
HAPPY 5 YEAR!



Chance & Kimberly  
HAPPY 4 YEAR!



Elsie  
HAPPY 3 YEAR!



Randy & Glenda  
HAPPY 3 YEAR!



Michael & Monica  
HAPPY 2 YEAR!



Ashley  
HAPPY 2 YEAR!



John & Diane  
HAPPY 3 YEAR!



Ben & Sam  
HAPPY 1 YEAR!



Keith & Dawnell  
HAPPY 1 YEAR!



Sara  
HAPPY 1 YEAR!



Steven & Amy  
HAPPY 1 YEAR!



James & Melanie  
HAPPY 1 YEAR!



Todd & Kim  
HAPPY 1 YEAR!



Glenn & Cynthia  
HAPPY 1 YEAR!



Marty & Naomi  
HAPPY 1 YEAR!

