



## Homes + Neighbors + Community

June 2020



### Summer Yard Prepping Ideas

Julie Hull, Principal Broker / 479-876-3379



Here's a good mantra to guide you through the heart of grass-mowing season: The taller the grass, the deeper the roots, the fewer the weeds, and the more moisture the soil holds between watering.

With that in mind, here's how to ensure a healthy, green lawn:

Set your mower blade height to 3 inches.

Deep and infrequent watering is better for lawns than frequent sprinkles, which promote shallow root growth. In general, lawns need about 1 inch of water per week.

Lawns that receive less than that will likely go dormant. That's okay, the grass is still alive, but dormant lawns should still receive at least 1 inch of water per month. Your grass will green up again when the weather brings regular rains.

To check sprinkler output, scatter some pie tins around the yard to see how much water collects in a specific amount of time. Having a rain gauge (\$5 to \$20) will help you keep track of how much water the lawn receives naturally.

At least once each month, clean underneath your mower to prevent spreading lawn diseases. Although it's OK to leave grass clippings on the lawn where they can decompose and nourish the soil, remove large clumps. Regularly rake up any leaves, twigs, and debris.





# “The New Normal”

**Douglas Grant, Realtor / 479-426-8723**

“The new normal.” We hear it every day.



But what exactly is it? Before I answer that, let me remind you that this isn't the first time we have ever gone through this. Allow me to take you back to the 1970s, those of you who “lived them.”

Did you fly commercially back then? I did. And I can vividly recall going to the airport, with my paper ticket in hand, and walking all the way to the departure gate without anybody challenging me for security reasons. And all of those people who came to see me off on my trip were also allowed to go to the gate. Security was so lax back then that I can recall getting off a plane one airport short of my destination, realizing my mistake, and simply turning around, walking out of the terminal and re-boarding. No questions asked!

Then people started hi-jacking airliners. And America's response was to place metal detectors at the airports. That was the new normal then. Fast forward to Sept. 11, 2001 and the terrorist attacks. Almost immediately we had an agency called the Transportation Security Administration. And with its birth came security checks the likes of which we Americans had never seen. The new normal.

And then Covid-19 hit. We self-quarantined. We stopped shaking hands and hugging non-family members. Stores and restaurants closed. And a cottage industry for making face masks exploded. So here we are, another new normal.

## Just SOLD

24 Pease Drive  
Bella Vista



MLS # 1144140  
\$250,000.00  
Under Contract in 2 Days!  
Closed in 52 Days!

13 Tavistock Drive  
Bella Vista



MLS # 1142808  
\$200,000.00  
Under Contract in 2 Days!  
Closed in 41 Days!

Getting back to the original question, I don't have an answer. I don't know and I doubt anybody else knows, what our new normal will be. But rest assured it will be heavily weighted toward compromise. For at least the foreseeable future restaurants, theaters, and many other businesses will have reduced numbers of guests, and those folks will be asked to practice another common term today – social distancing. Masks will, for the most part, be optional, but recommended. And why not wear one if it will help?

Hopefully those millions of Americans who lost their jobs due to the virus will soon return to their former place of employment or find viable work elsewhere. But with so many small businesses suffering, that might take a while. I suppose when it comes to the “new normal” the only thing I am sure of is we will survive. We are Americans, and we are resilient. We might be down, but we are far from out.

Until we know the full extent of what the future will bring, let us continue to do what we have been doing these past few months. Practice social-distancing, wear your mask to protect yourself and others, and be kind and patient.

That is what we at Neighbors Real Estate Group are committed to as we serve the community's real estate needs. First and foremost is safety, for you, our clients, and our own families. We are poised to assist your every need. All you need to do is call. Stay safe and we hope to see you very soon!

*Douglas Grant is a Realtor at Neighbors Real Estate Group and a veteran of the United States Air Force. He served from 1970 until 1978 and is a Vietnam-war*

# Bella Vista Real Estate Market

## Real Estate Marketing Activity Table

Bella Vista Residential - Resale & New Construction  
MAY 2020 (November 16, 2019 - May 15, 2020)

Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$/SqFt Average
0-99	2	3	19	3.67	0	51	90%	\$61.00
100-149	2	25	120	24.17	0	52	99%	\$103.00
150-199	27	56	216	45.33	0	74	99%	\$107.00
200-249	26	45	116	26.83	0	104	99%	\$113.00
250-299	33	23	56	13.17	2	92	98%	\$110.00
300-349	10	9	35	7.33	1	113	99%	\$117.00
350-399	7	5	16	3.50	2	112	97%	\$116.00
400-449	0	2	7	1.50	0	57	99%	\$127.00
450-499	3	1	4	0.83	3	158	95%	\$133.00
500-599	3	4	9	2.17	1	105	96%	\$151.00
600-699	0	0	5	0.83	0	115	96%	\$171.00
700-799	1	0	2	0.33	~	239	99%	\$147.00
800-899	2	0	1	0.17	12	227	95%	\$188.00
900-999	0	0	0	0.00	~	~	~	~
1,000 +	0	0	0	0.00	~	~	~	~
Whole Market	116	173	606	129.83	0	115	97%	126

### YEAR AGO

Whole Market	222	~	551	91.83	2.42	78	96%	95
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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 of 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.

## Happy Home Anniversary!

SCOTT & GWEN  
HAPPY 6 YEAR!



DAN & SHARON  
HAPPY 4 YEAR!



AUSTIN & COURTNEY  
HAPPY 3 YEAR!



LANNY, PETRA &  
BARBARA  
HAPPY 3 YEAR!



PHILLIP  
HAPPY 3 YEAR!



SUSAN & ROGELLO  
HAPPY 1 YEAR!



BRIAN & LEILANI  
HAPPY 1 YEAR!



# Homes For Sale

7 Headley Lane  
Bella Vista



MLS 1145307

LIST PRICE: \$299,900.00

6 Bentley Lane  
Bella Vista



MLS 1143066

LIST PRICE: \$142,000.00

6 Glenwood Lane  
Bella Vista



MLS 1146723

LIST PRICE: \$239,000.00

4 Ibis Lane  
Bella Vista



MLS 1146813

LIST PRICE: \$174,900.00

## 8 Tips for Summer Home Selling

Julie Hull, Principal Broker

Here are eight of our best, most effective summer selling secrets!



**1. Get your lawn care on.** When your lawn looks unkempt, so does the rest of your home. And where first impressions are important, as they are when selling your home, you'll want your lawn to look amazing. Plan on mowing it twice a week, and keeping everything edged and trimmed nicely to make the greatest impression you can.

**2. Up the curb appeal.** Trim the hedges, edge and sweep the sidewalks, clean up your flower planters and plant new ones. Get rid of any yard clutter. Create a bright, summery, welcoming entrance to your home that will impress buyers right away.

**3. Bright summer accents.** Choose a few new, brightly colored accessories such as throw pillows, rugs, or blankets to add summery color to a dark or neutral interior palette. Add bright freshly-cut flowers in vases around the house. Switch out heavy winter drapes for summer sheers that let in more light. Brighten the "mood" of your rooms, and your potential buyers will feel it!

**4. The brighter, the better.** We've already discussed ditching the heavy drapes, but when you're showing your home, make sure all the drapes are opened all the way. This goes for window blinds too. If you can't pull the blinds all the way to the top because there is something unsightly outside the window, at least open them partially to let the most light in.

**5. Be flexible.** Remember that everyone is busier during the summer months, so try to be more flexible when it comes to showing your home. Since the days are much longer, you may have people wanting to make evening appointments for showings. Try to be as accommodating as you can. Remember, the goal is to get your house sold! A temporary inconvenience now could result in an offer!

**6. Outdoor living.** Pay extra attention to outdoor living areas when preparing your home for a showing. You want to showcase how your home is summer-friendly by calling attention to outdoor cooking and eating areas, and entertainment possibilities. Make sure your grill is sparkling clean on the outside, and that everything in and around your outdoor living areas looks neat and tidy.

**7. Citrusy scents.** Some people are sensitive to perfumey, flowery scents, but just about everyone equates lemon or citrus with "clean." Grab a couple of lemon or grapefruit-scented candles, or use a natural air freshener spritz a few minutes before your showing appointment. Remember, subtle is better than overpowering when it comes to any scent.

**8. Turn on the air.** If you have air conditioning, turn it on, even if you have your windows open. It'll help circulate the air, and will help keep your potential buyers in your house longer, and will be a nice break from the heat of the summer. It'll also serve to show them that this major home system is in working order.

Hopefully, these tips will help you as you enter the summer season and try to get your home sold. Be ready, willing and able to do all you can to accommodate your summer buyers. Show them how awesome your home is to live in in the summer, and what fun they can have living there. Let's get your home sold!