



MARCH 2021

Homes + Neighbors + Community



Proud member of Team Bella Vista for Make-A-Wish!

We are excited to fund raise for Make-A-Wish to help grant the wishes of children with critical illnesses. A wish gives children renewed energy and strength, brings families closer together and unites communities. These life changing wishes are only possible because of supporters like us. A wish experience can truly change a child's life, and so can we!

Our Bella Vista Team goal in 2020 was to raise \$10,000! We far exceeded our goal and raised \$28,714.00!!!

It is time to get our fundraising for 2021 kicked off! Julie Hull with Neighbors Real Estate Group will be donating \$200.00 towards the Bella Vista Team goal every time we have a closing between now and July 4th! If you would like to help the cause, follow this link to donate! <http://site.wish.org/goto/neighborsrealestate>





Douglas Grant
Real Estate Agent
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FOR SALE



Rountree Drive, Bella Vista
 List Price: \$15,000.00 / MLS #1172329



Cullen Hills Lane, Bella Vista
 List Price: \$12,000.00 / MLS #1137327



Hurlford Lane, Bella Vista
 List Price: \$4,000.00 / MLS #1154897



6 Linfield Lane, Bella Vista
 List Price: \$310,000.00 / MLS #1164289

Preparing Your Home for Sale

This is the second and final installment of how to prepare your home for sale. In the previous article we looked at the importance of curb appeal, updating a kitchen and/or bathroom, accenting the interior of the home with natural lighting, the use of window treatments and updating with today's technology. One of the most important things in making a positive first impression with a potential buyer is making your home looking lived in, but not to the extreme.

- Realtor.com recommends a certain amount of de-cluttering take place before any showings. Talk to your agent. He or she has experience and an unbiased eye and can give you some pointers.
- An overabundance of items in the home might give the buyer the idea that there is not enough overall space for their belongings and turn them off to the idea of making an offer.
- If your decorating tastes are a bit aggressive, such as purple walls, pink ceilings, murals, etc., you might want to consider painting with a neutral color. As the seller, it is your job to help convince the buyer that this is "the home." Any actions to the contrary and they may move on to the next property.
- For obvious reasons repair any loose or missing handles on doors, including cabinets, and do your best to remove scuff marks on the floor.
- Consider some strategically placed plants to bring color to the interior, thus making it more inviting.
- Have your Realtor or a neighbor conduct a "smell test." You live there and are used to the environment. As a result, you are not the best judge of odors. Even the slightest smell can deter a potential buyer. Do not take offense to the results of your test. But be prepared to deal with the issue(s) and clean it up.
- Clean like your mother was standing over your shoulder watching your every move. A dirty house is a sure turnoff for a potential buyer. And since they are seeing your home for the first time, things will become readily obvious to them, such as dust, pet hair, dirty ceiling-fan blades, dead bugs, etc.
- Finally, secure your valuables. Chances are you will not be there during the showing and will not be able to keep an eye on the strangers in your home.

I hope these two articles have been helpful to you. Should you have any questions about preparing your home for sale or any other real estate matter feel free to call me at (479) 426-8723, or email douglasgrantnwarealtor@gmail.com.





JULIE HULL
PRINCIPAL
BROKER / AGENT
479-876-3379

HOME ANNIVERSARY

Richard – 4 years!



Alex – 4 years!



Ways to Attract Multiple Offers in a Seller's Market

The number of homes for sale might be few and far between. If there is not much to choose from, the nicest homes will attract the most attention. But the ugly homes will sell, too, simply because there is very little for sale.

Raymond – 3 year!

Marcus & Brooke – 3 years!



Some people might think all you have to do is stick a sign in the yard and let the market take care of the rest. It might be easier to sell in a seller's market, but it takes a lot more to sell a home than hanging a sign out front—it requires strategy:

- **Prepare the home for sale.** Clean your home from top to bottom. Buyers will overlook small defects in a seller's market because there are not enough homes on the market—they have no choice.
- **Go on the market on a Friday.** Friday is the best day of the week for home selling. A good strategy is to set listings to "go live" on Thursday night at midnight so buyers will discover them among the new listings when they get up Friday morning.
- **Limit showings.** People tend to want what they think they cannot have. Do not allow tours of your home at all hours of the day—restrict the hours and the days. This will force some buyers to tour when other

Michael & Dominique – 3 yrs!

Thomas & Marsha – 2 year!



Francis & Renee – 1 year!

Michael & Nancy – 1 year!



Leroy & Kathryn – 1 year!

Tracy – 1 year!



buyers are also present, which should spark a competitive nature.


- **Lower the sales price.** If you set the price a hair under market value, this will attract more buyers. It also will leave some wiggle room for buyers to begin bidding over the asking price. It isn't necessary but is a strategy that works well in some markets.
- **Do not set a time for offer presentation.** If you let buyers know that you will review all offers on a certain day at a certain time, guaranteed, you will lose some buyers. Buyers do not want to wait to find out if their offer will be accepted. There is also a large pool of buyers who will say they do not want to be involved in multiple offers. By the time they find out, it is too late—they are already involved somewhere else.

Market Data



Real Estate Marketing Activity Table								
Bella Vista Residential - Resale & New Construction								
FEBRUARY 2021 (August 16, 2020 - February 15, 2021)								
Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	2	1	11	2.00	1	74	87%	\$46.00
100-149	3	13	91	17.33	0	47	100%	\$109.00
150-199	2	32	206	39.67	0	51	100%	\$119.00
200-249	2	33	187	36.67	0	68	100%	\$123.00
250-299	8	33	133	27.67	0	63	100%	\$126.00
300-349	6	17	58	12.50	0	70	99%	\$125.00
350-399	0	1	28	4.83	0	53	100%	\$126.00
400-449	3	2	14	2.67	1	80	98%	\$132.00
450-499	0	1	16	2.83	0	87	99%	\$138.00
500-599	1	2	11	2.17	0	95	101%	\$157.00
600-699	0	1	4	0.83	0	615	96%	\$135.00
700-799	0	0	3	0.50	0	66	96%	\$153.00
800-899	0	0	3	0.50	0	142	100%	\$153.00
900-999	0	0	0	0.00	~	~	~	~
1,000 +	0	0	1	0.17	0	370	88%	\$273.00
Whole Market	27	136	766	150.33	0	134	97%	137
2020								
Whole Market	104	124	576	116.67	0	117	97%	128
2019								
Whole Market	138	55	503	93	1	79	97	127

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

RECENTLY SOLD



6 Eppington Lane, Bella Vista
MLS 1154165 / Sold \$239,000
Listing Agent



53 Allison Drive, Bella Vista
MLS 1167910 / Sold \$285,000
Buyer's Agent



17 Cobb Circle, Bella Vista
MLS 1163778 / Sold \$100,000
Listing Agent



18 Carroll Drive, Bella Vista
MLS 1160878 / Sold \$325,000
Buyer's Agent