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6 Must-Haves to Set the Stage for a Quick Sale

Is your home ready to welcome potential buyers? To create the best appeal (and fetch the best price), it is helpful to stage your home. Home staging refers to preparing your space to make it appealing to the highest number of buyers, with the goal of selling the home quickly and profitably.

While each house offers unique appeal, a few staging tips are helpful for nearly any home. To roll out the red carpet for your potential buyers, include the following must-have items.

Plants: Greenery makes a room feel warm and inviting. Use floor plants, tabletop plants or shelf plants to bring life to the corners of the room.

Candles: These provide a nice touch but be sure to choose unscented or lightly scented. You don't want to overwhelm visitors with an aroma or risk choosing a scent they don't like.

Flowers: Add color and cheer to your yard and your interior with in-season blooms.

Throw pillows: Adding these to your beds, chairs and/or couches can provide a nice finishing touch to your décor that makes the space more appealing.

Towels: Coordinated linens in the bathroom create a clean, crisp, and luxurious atmosphere. Make sure towels are hung neatly and are in good condition. A brand-new hand towel can provide a nice touch.

Artwork: Neutral artwork on the walls is preferable to family portraits. Remember, the goal is to make your space appealing to as many buyers as possible. This means depersonalizing so they can envision themselves in your space instead of you.



Memorial Day

It's almost that time again – Memorial Day Weekend, and the unofficial beginning of summer. Please do enjoy the weekend. Have your backyard barbecue. Take the boat to the lake. Or, if you are so inclined, take a short trip. But do all the veterans and their families a favor this year. Please don't wish us a "Happy Memorial Day."

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Memorial Day is anything but a happy time. It is time set aside for us to remember all of those who left the safety and security of their homes to defend our freedom and who never returned.

The history of the day goes back to those early years following the Civil War, only then it was known as Decoration Day. That war officially ended in 1865, and by the late 1860s many towns and cities had started their own tributes to the fallen. Their graves were decorated with flowers and the residents would pray over them. Many inhabitants of the communities with the early ceremonies lay claim to the origin of the day, but it is unclear which one it actually was.

In 1966, however, the federal government established Waterloo, NY, as the birthplace of Memorial Day. That town's first Decoration Day was May 5, 1866. It was a city-wide ceremony where businesses would close, and the residents would decorate the graves of their fallen. The first person to designate an actual day to be celebrated by all was Gen. John A. Logan, the leader of a group called the Northern Civil War Veterans. He chose May 30, as he said, because it wasn't the anniversary of any specific battle.

On the first Decoration Day, Gen. James Garfield gave a speech at Arlington National Cemetery in front of some 5,000 people, who later decorated the graves of nearly 20,000 Union and Confederate soldiers interred there. Memorial Day, as it would eventually become, continued to be held on May 30, until in 1968 Congress passed the Uniform Monday Holiday Act, which put the holiday on the last Monday of the month. It was designed that way to establish a three-day weekend for federal employees. At the same time the day was declared a federal holiday.

So, as you go about your activities and festivities this Memorial Day, please be cognizant of its origins and why we continue to recognize it to this day. Do not lose sight of the meaning of the day. And if you do happen upon a veteran this Memorial Day, or any day for that matter, by all means, thank them for their service. But please, refrain from the wishes for a "happy" day.

JUST SOLD

7 HEBRIDES LANE
BELLA VISTA



42 VALLEY VIEW CIRCLE
BENTONVILLE



25 CAMBRIA DRIVE
BELLA VISTA



1 ESSEX PLACE
BELLA VISTA



Real Estate Marketing Activity Table

Bella Vista Residential - Resale & New Construction

APRIL 2019 (October 16, 2019 - April 15, 2019)

Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	3	1	36	6.17	0	82	92%	\$64.80
100-149	4	10	111	20.17	0	83	98%	\$93.19
150-199	21	18	170	31.33	0	76	97%	\$100.47
200-249	34	15	82	16.17	2	84	97%	\$107.03
250-299	19	3	45	8.00	2	97	99%	\$110.68
300-349	11	4	19	3.83	2	98	98%	\$114.52
350-399	7	0	13	2.17	3	108	98%	\$113.74
400-449	2	0	6	1.00	2	105	97%	\$127.99
450-499	3	1	2	0.50	6	72	95%	\$141.09
500-599	1	1	2	0.50	2	104	98%	\$159.16
600-699	2	0	1	0.17	12	170	98%	\$136.46
700-799	1	0	0	0.00	~	~	~	~
800-899	0	1	0	0.17	~	~	~	~
900-999	0	0	0	0.00	~	~	~	~
1,000 +	0	0	0	0.00	~	~	~	~
Whole Market	108	54	487	90.17	1	90	97%	115

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

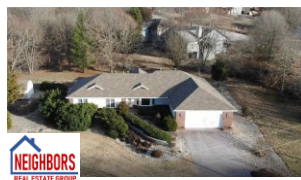
HOMES FOR SALE

2 SKYE LANE
BELLA VISTA



MLS 1113897
LIST PRICE: \$627,900.00

3 SKELTON DRIVE
BELLA VISTA



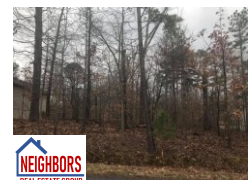
MLS 1104818
LIST PRICE: \$210,000.00

58 WALNEY DRIVE
BELLA VISTA



MLS 1107779
LIST PRICE: \$179,000.00

WYNCOMBE LANE
BELLA VISTA



MLS 1107841
LIST PRICE: \$9,900.00

Unique Negotiation Strategy

You're probably familiar with letters to Santa. You've most likely heard of letters to the editor. But have you heard of a homebuyer letter? In some areas, buyers are including these communications when they submit offers to purchase a home. Here's the scoop.

What is a homebuyer letter?

These notes are designed to make a buyer's offer more personal and appealing. The goal is to encourage the seller to choose the writer of the letter over another buyer. In hot markets, a seller may receive multiple offers at once and must then choose which offer to negotiate or accept. To make their offer stand out, buyers are using these letters.

What is included in the letter?

The exact details vary from letter to letter, but many contain similar details. Buyers often mention the features of the home that they love, discuss how they plan to use the house, or reassure the sellers that they don't plan to make significant changes to the home. This can prove helpful in situations where the seller has lived in the home a long time or the property has been in the family for generations. Buyers may also include personal information such as hobbies and professions to try to further connect with the seller.

Does it work?

Apparently, it can. Real estate agents have reported instances when sellers did not choose the highest bid because of a letter included with a lower offer. Of course, this tactic is not guaranteed to work. For many sellers, the price is all that matters. And to others, the letters can come across as corny or inappropriate.

HOME ANNIVERSARY

TONY & MARTHA
HAPPY 4 YEAR!



KENNETH & WANDA
HAPPY 3 YEAR!



LYNZZE - HAPPY 3 YEAR!



BLAKE & LAUREN
HAPPY 2 YEAR!



ANTONY & KAYLA
HAPPY 2 YEAR!



JAIME & AMELIA
HAPPY 2 YEAR!



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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