

# HOMES + NEIGHBORS + COMMUNITY

NOVEMBER 2020



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## 5 Financial Benefits of Owning a Home to be Thankful for...

You want to make smart financial choices for your future. Do those include buying a home? Here are five financial benefits that point to yes.

1. **Tax breaks:** As a homeowner, you may qualify for tax benefits. These deductions can help offset other costs of homeownership. Potential deductions include the interest on your mortgage, property taxes, and home equity lines of credit.
2. **Stability:** If you take out a fixed-rate mortgage, you will know what payments to expect for the life of the loan. Rent, on the other hand, often increases annually. When you own a home, you also typically have more control over expenses such as utilities, so you can make choices that encourage efficiency and save money each month.
3. **Forced savings:** Each month, as you pay down your mortgage, you are adding equity. This can be an excellent way to build wealth. In the future, you can sell the home for a profit or borrow against the equity to obtain needed funds. Medical emergencies, college tuition, and home repairs or renovations are common uses for these funds.
4. **Good health:** A mortgage looks good on a credit report and can help you establish a healthy score. As you faithfully pay off the loan, your score can increase. This can prove helpful in obtaining lower insurance rates and qualifying for lower rates on future purchases.
5. **Final payment:** When you buy a home, there will come a day when you no longer must make your mortgage payment. It will eventually be your property, free and clear. (Time to celebrate!) This scenario is much different than paying rent, which will continue for a lifetime.

Are you wondering if a home purchase makes sense for your financial future? I would be happy to discuss these and other benefits and help you determine if now is a good time for you to pursue homeownership.

# Fire Safety is No Accident!

Douglas Grant, Real Estate Agent

I am sorry to be the bearer of bad news, but winter is just around the corner. Actually, the official start date is Dec. 21 and it runs through March 20, 2021. Even though we have several weeks to go before winter arrives, we are quickly running out of time to prepare for what it might bring. Among the many items that should be addressed this time each year are five that I think are especially important and will make things safer around the house.

The first is outside the home – the falling leaves. In a recent video we did with Ronnie Crupper, a battalion chief with the Bella Vista Fire Department, (posted on the Neighbors Real Estate Group Facebook page) he said burning your leaves should be done responsibly to avoid creating a fire hazard. The first thing you should do is find out if there is a burn ban in place due to windy or dry weather conditions. Call the police department non-emergency number (479) 855-3771 to find out. If it is safe to burn, let them know your plans in the event of an emergency. Next, make sure as you rake your leaves that you get all those close to the house removed. That way, should your leaf-pile fire get out of control, there would be little fuel to burn close to the home. Have a water source close at hand. While having a bucket or two might suffice, the best thing is to have a hose nearby, charged, and ready to go.

And most importantly, keep children and family pets away from the area and do not leave your fire unattended. Keeping the leaves under control will also reduce potential fires in those homes where wood-burning stoves or fireplaces are being used and hot embers sent up through the chimney.

Now let us go inside. When was the last time you changed the batteries in your smoke detector? If you follow industry suggestions it would have been just before spring when we set our clocks one hour ahead. So, using that as a guide, it is time to change them out. They will do you no good if they are not working. Also, according to Crupper, the life expectancy of a smoke alarm is about 10 years. Is it time for new ones in your home? And while we are on the subject of alarms, you should also have a carbon monoxide alarm in the home using the manufacturer's directions for that placement.

Do you have a fire extinguisher, or multiple extinguishers in your home? If not, you should. And you and all members of your family should know how to use one properly. After checking to see if your extinguisher is fully charged (most have a dial on them indicating the level of charge), to use it, follow the acronym PASS.

PULL the pin out of the handle in order to release it;  
AIM at the fire;  
SQUEEZE the trigger (handle);  
SWEEP from side to side at the base of the fire.

According to Crupper, if you believe you can fight the fire safely go ahead. However, flames can spread quickly, and you should be ready to retreat should it get out of hand.

And speaking of retreating, do you and your family members know where to go in the event of a fire? Do you have a plan in place? Well now is the time to create one. Gather the family and discuss what to do in the event of an emergency. Each person should be given a layout of the home showing all the possible emergency exits available. Once everybody is briefed, hold an occasional, no-notice fire drill. And once everyone is safely outside, they should know where to gather. According to Crupper, except for family pets that can be removed safely, do not attempt to save anything in the home. The slightest hesitation might be enough for the fire to trap you.

Fire safety comes not by accident, but by planning and executing those plans. Do not wait until it's too late. Do it today!



# 4 Tips to have a Successful Thanksgiving

Julie Hull, Principal Broker

I do love the tasty food, but the real reason I love Thanksgiving is because it is a time to truly reflect and give thanks for the blessings in my life. So, in that light I thought I would share a few tips to help make this year's Thanksgiving the most memorable one yet:

**Give =** Thanksgiving is a time to remember what is most important in your life and your work. It helps you to reflect on the things most precious to you. Winston Churchill said it best: "We make a living by what we get but we make a life by what we give" This holiday, find a cause you can truly support and give. Empower your family to be a part of the journey to give and make a difference.

**Slow Down =** I know, I know you are too busy to take a day off. Hogwash. You need to routinely take time away from your business or work to reflect on the blessings you have and recharge the batteries. You will be more productive when you slow down and give your brain a break. Take the next few days to nap or read a book. Use the time to get away and connect with those around you that you are most thankful for.

**Be Human =** This Turkey Day spend less time trying to capture moments with your iPhone and more time making them. Recent studies show that taking those must have pics hampers our ability to recall the event. So, for just one day, try putting down the technology gadgets and enjoy being free from expectations to post every bite of turkey on Facebook. Use your time to reconnect with family and friends in a more personal and authentic way.

**Say Thank You =** This is a wonderful time to pause and give thanks to your family, friends, business customers and vendors, and fellow employees who bring joy to your life. Your dream would be just that – a dream – without those in your life that support you. Show your appreciation with a simple email, handwritten note, personal video, or even a gift card.

This Thanksgiving take the time to reflect, recharge and give thanks. From all of us at Neighbors Real Estate Group, may your holiday be filled with amazing memories with your family, friends and loved ones and give you the opportunity to start this holiday season off right.

## HAPPY HOME ANNIVERSARY

**Eric & Erica – 4 Years!**



**Robert & Sherry – 4 Years!**



**Robert & Laruen – 4 Years!**



**Robert & Marcia – 3 Years!**



**Doug & Dawn – 3 Years!**



**James & Trudi – 3 Year!**



**Cody & Katherine – 1 Year!**



**Jacob – 1 Year!**





# BELLA VISTA MARKET DATA

Please note: If you live outside Bella Vista, please reach out to me and I will send you the market data for your price range in your city.

**FOR SALE**



**11 Hambleton Drive,  
Bella Vista, Arkansas  
\$162,000.00  
MLS 1158509**

**FOR SALE**



**11 Todd Drive,  
Bella Vista, Arkansas  
\$180,000.00  
MLS 1158552  
Buyer's Agent**

**FOR SALE**



**Cullen Hills Lane,  
Bella Vista, Arkansas  
\$12,000.00  
MLS 1163291**

**FOR SALE**



**Hurlford Drive,  
Bella Vista, Arkansas  
\$8,000.00  
MLS 1154897**

**FOR SALE**



**6 Linfield Lane,  
Bella Vista, Arkansas  
\$330,000.00  
MLS 1164289**

**FOR SALE**



**17 Cobb Circle  
Bella Vista, Arkansas  
\$135,000.00  
MLS 1163778**

**FOR SALE**



**6 Eppington Lane  
Bella Vista, Arkansas  
\$239,900.00  
MLS 1154165**

## Real Estate Marketing Activity Table

Bella Vista Residential - Resale & New Construction  
OCTOBER 2019 (April 16, 2019 - October 15, 2019)

Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	9	2	37	6.50	1	51	95%	\$65.92
100-149	19	14	155	28.17	0	58	98%	\$97.72
150-199	57	26	245	45.17	1	72	98%	\$104.22
200-249	53	16	146	27.00	1	77	99%	\$109.42
250-299	20	9	74	13.83	1	96	99%	\$113.14
300-349	15	9	34	7.17	2	91	97%	\$110.97
350-399	16	2	22	4.00	4	97	99%	\$120.76
400-449	6	0	5	0.83	7	80	97%	\$127.29
450-499	6	0	6	1.00	6	73	98%	\$150.80
500-599	10	1	8	1.50	6	103	98%	\$169.32
600-699	7	0	1	0.17	42	68	100%	\$145.01
700-799	4	1	2	0.50	~	131	93%	\$178.94
800-899	2	0	1	0.17	12	1134	95%	\$170.00
900-999	0	0	0	0.00	~	~	~	~
1,000 +	1	0	0	0.00	~	~	~	~
Whole Market	225	80	736	136.00	1	164	90%	128

### 2018 (YEAR AGO)

Whole Market	200	47	639	114.33	1	98	97%	142
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### 2017

Whole Market	222	0	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