

# HOMES + NEIGHBORS + COMMUNITY

SEPTEMBER 2020

## Prepare Your House for the Fall with This Maintenance Checklist

Julie Hull, Principal Broker

What better way to start the fall season than to have a home maintenance checklist to guide you through the preparations needed to avoid any casualties during the winter season or any unwelcome surprises in the spring? We are providing you with this checklist to show you that getting ready for fall goes far beyond just changing the wreath on your front door.

1. Take a tour of your home and check all the window and door weather stripping. Any cracked or missing stripping will compromise your heating efficiency and can be remedied with new weather stripping rather inexpensively.
2. Replace your furnace filters as often as every 3-6 months. Air filters are rated and priced per air filtration effectiveness and estimated longevity.
3. Now is a good time to check your gutters and downspouts if you didn't do so after last winter. Autumn leaves will soon be your gutter's nemesis, so consider having some sort of leaf guards to save gutter-cleaning time and possible water damage from clogged drainage.
4. Check for concrete cracks that can get worse when water freezes and expands, causing the cracks to widen and the concrete to deteriorate. Patching compounds are an easy remedy and will help maintain the concrete's integrity.
5. To avoid freezing pipes, drain your outdoor faucets. Stash your hoses out of the weather.
6. When springtime comes knocking, you will enjoy your yard more if your lawn turns green quickly after the cold weather. Be sure and fertilize your lawn prior to winter and feed your evergreens at the same time.
7. Protect the investment in your outdoor furniture by storing everything or protecting it from the elements with furniture covers, readily available for a reasonable cost.

Please call us with any concerns that we may be able to give you additional guidance on.



**JULIE HULL**

Principal Broker / Realtor

**479-876-3379**

[juliehullnwarealtor@gmail.com](mailto:juliehullnwarealtor@gmail.com)  
[www.juliehullrealtor.com](http://www.juliehullrealtor.com)



**DOUGLAS  
GRANT**

Real Estate Agent

**479-426-8723**

[douglasgrantnwarealtor@gmail.com](mailto:douglasgrantnwarealtor@gmail.com)  
[www.douglasgrantrealtor.com](http://www.douglasgrantrealtor.com)

Currently  
On the Market



6 Glenwood Lane, Bella Vista  
\$234,000.00 / MLS #1146723



11 Hambleton Drive, Bella Vista  
\$170,000.00 / MLS #1158509



4 Aust Circle, Bella Vista  
\$198,500.00 / MLS #1157630



6 Eppington Drive, Bella Vista  
\$239,900.00 / MLS #1154165



Hurlford Drive, Bella Vista  
\$8,000.00 / MLS #1154897



# Why it is to Your Advantage to Use a Realtor When Purchasing a Home

*Douglas Grant, Real Estate Agent*

I recently saw a post on Facebook from a person seeking to buy a home in Bella Vista and wanted to find out what was out there. I wrote back that I was a Realtor® and ready to help in any way I could. They thanked me and nothing more happened until I received a phone call several days later from a man who said he was the buyer's father and asked what I could do to help. At that point I put together 12 solid reasons why a Realtor® was a good idea and emailed them to him.

Later Neighbors Real Estate Group Broker Julie Hull suggested we make a series of videos and give everyone out there in Facebook land the opportunity to find out more about the home-buying process and how we, as real estate agents, could help.

Our first video covered price, the pre-qualification letter and the deposit. I explained that as a Realtor® I would prepare a Comparative Market Analysis that would show the buyer whether or not the price they were quoted was a good one or not.

And before much time passed, I suggested they go to the lender and have a pre-qualification letter issued that would show just how much house they could afford. It is not a loan guarantee but merely another tool to use in the process. It gives the seller peace of mind knowing you, as the buyer, can afford their house.

Then I suggested the buyer not make any kind of deposit or “good faith” payment to the seller. The buyer's signature on a purchase contract is all that is needed to make the document legal and binding. Besides, if the deal goes “south” the buyer might have difficulty getting their money back.

In the second video I covered the home inspection and its importance as well as the home warranty and the termite inspection and certificate.

If you are going to spend hundreds of thousands of dollars on a home, wouldn't you like the peace of mind knowing that everything is expected to operate as it should? For a few hundred dollars you can hire an inspector who will go over the home with a fine-toothed comb and tell you everything they found that was questionable or inoperable. You will then address those issues with the seller via your real estate agent.

As for the home warranty, I will negotiate it in the purchase contract. The policy, issued by the seller, is for one year and renewable by the buyer. It gives the buyer a way to deal with the unexpected issues such as a dead air conditioner, water-heater failure, or other calamity at a lower rate than if the policy was not in place.

There are termites in Arkansas, and they are destructive. You, as the buyer, will want a policy that states your new home is termite free and insurance in case they show up later... I will include that in the contract. Like the home warranty, this policy is good for one year and renewable. The annual fee is somewhere between \$150 and \$200. Do not let it lapse. If you do, and later want to put it back in place, it could cost you more than \$2,000.

Next month we will look at Videos 3 and 4.

# BELLA MARKET MARKET DATA

## Real Estate Marketing Activiy Table

Bella Vista Residential - Resale & New Construction  
AUGUST 2020 (February 16, 2020 - August 15, 2020)

Price Range	Current Listings	Pending Listings	6 Month Sold	Sold / Month	Mos Supply	DOMC Average	SP / LP Average	\$ / SqFt Average
0-99	4	2	20	3.67	1	41	92%	\$64.00
100-149	1	16	116	22.00	0	58	99%	\$104.00
150-199	6	49	253	50.33	0	68	99%	\$110.00
200-249	12	38	179	36.17	0	87	99%	\$115.00
250-299	15	28	90	19.67	0	93	99%	\$115.00
300-349	12	11	48	9.83	1	104	99%	\$116.00
350-399	5	3	24	4.50	1	127	98%	\$117.00
400-449	1	4	9	2.17	0	129	97%	\$121.00
450-499	3	2	6	1.33	2	114	97%	\$125.00
500-599	2	2	11	2.17	0	93	97%	\$145.00
600-699	0	1	6	1.17	0	141	97%	\$165.00
700-799	2	0	3	0.50	4	109	94%	\$157.00
800-899	1	1	0	0.17	~	~	~	~
900-999	0	0	0	0.00	~	~	~	~
1,000 +	0	1	0	0.17	~	~	~	~
Whole Market	64	158	765	153.83	0	97	97%	121

### 2019

Whole Market 173 86 692 129.67 1 153 98% 134

### 2018

Whole Market 252 144 609 125.5 2 100 97% 122

### 2017

Whole Market 248 ~ 650 108.33 2.29 77 96% 97

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 Bella Vista, please reach out to me and I will send you the market data for your price range in your city.

# HAPPY HOME ANNIVERSARY

Ion & Tina – 3 years!



Jon & Beckie – 3 years!



Jerry Herrick – 3 years!



Brittany & Kathey – 2 years!



Lonna – 2 years!



William – 2 years!



Edwin & Eva – 1 year!



Ronald & Karen – 1 year!

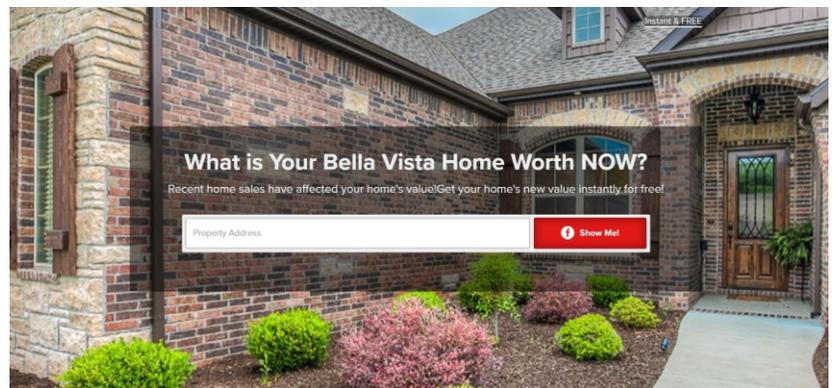


## ARE YOU A NEIGHBOR?

Join our interactive Bella Vista Neighbor's Facebook Group! Every member is welcome and encouraged to share ideas, community events, pictures, shout out when you have a need or need a recommendation. Our group strives to be kind and helpful, to support each other, and to be Neighbors.



## CURIOUS WHAT YOUR HOME VALUE IS?



GO TO [www.neighborsrealestategroup.com](http://www.neighborsrealestategroup.com) to CLICK to receive your home value!

## ARE YOU A MEMBER OF THE DISCOUNT PROGRAM?

Join the Bella Vista Neighbors Discount Program and begin saving today! Local Bella Vista merchants' partner with the Bella Vista Neighbors to offer its members a monthly discount on services or goods. To sign up, visit [www.bellavistaneighbor.com](http://www.bellavistaneighbor.com) and click the Discount Partner tab.