

Protector. Innovator. Philanthropist.

FOR MORE INFO VISIT WWW.IMPACTMARYLANDREALESTATE.COM

IMPACT MARYLAND MONTHLY

with Brittany 'Hashtag' Reaver

"HOW TO THRIVE IN EVERY KIND OF MARKET"

JULY 2018



Duck Hunt, Diving Boards & Driving Down "Memory Lane"

Buckling our seatbelts for another crazy summer

Remember summer when you were 8 or 10 years old?

Spending the whole day in your bathing suit. Eating popsicles until they melted on your hands. Or, drinking cold Crystal Light lemonade so fast it gave you a brain freeze.

Ahhh, there was nothing like it.

Well, I might not be 8 years old anymore (although, sometimes I feel like it) thankfully I get to relive some of my old summer rituals with my girls. Like taking last-minute road trips to visit our extended family and making mischief with more cousins than you can count.

While I grew up in Maryland, my mom's family lived in Kentucky and my dad's family lived in Michigan.

Of course, since my dad worked full-time, my mom was usually the one to take us on our summer trips. So, she would load my brother and I up in the car and take us out to Kentucky for a couple weeks at a time. Believe it or not, my mother had seven brothers and sisters! Most of my aunts and uncles lived in Kentucky at the time, so you can imagine how many cousins there were between us.
#wegobig #cousinsfordays

Continued on the Inside...

At Impact Maryland Real Estate we live by the philosophy that "Stories are the Currency of our Society." That's why we say, 'We Don't Sell Homes; We Sell Dreams.'

HEADLINES

- Duck Hunt, Diving Boards & Driving Down "Memory Lane" Pgs. 1 - 3
- July Birthdays. Pg. 4
- Don't Forget to Have Fun. Pg. 4
- Stories From the Street – Answers to questions most frequently asked. Pgs. 5-7
- What Recent Members said about their experience with our Company. Pg. 8

If you have friends, neighbors or family members who, like you, are a savvy homeowner who is concerned about how to maximize the value of your investment, and you think they would appreciate IMPACT MARYLAND MONTHLY, I'd be happy to make that happen...and, have it come as a gift from you. Here's how it works: Simply shoot us an email (subscribe@ClientProfitSecrets.com) with your name and the name and address of the person whom would enjoy this newsletter. I'll include a note explaining that it is totally free because you arranged for a free subscription.

Let me tell you, I had a blast!

I remember bouncing back and forth from cousin's house to cousin's house. Even though it had been months or even a year since we had seen each other, it felt like we hadn't missed a beat. Being a kid is easy like that. We got along. We played and everyday was another crazy adventure.



#reavergirls are ready for the pool #summerfun

My Aunt April's house was our hot spot. Why? She had a pool of course! And a huge house on this humongous estate. I don't remember a day where we weren't outside — jumping on the trampoline, swimming in the pool until our fingers looked like prunes or just

chasing each other in the yard.

Of course, when we were inside we were playing my cousin's Nintendo. It was the most badass thing at the time — remember?

We played Duck Hunt for hours. Or, we would get out the Power Pad — this big floor mat that looked a lot like Twister but was thick and padded and hooked right up to the Nintendo. (It was the Dance, Dance Revolution of the 80's.) We would jam out with our best MC Hammer-esque dance moves until we were dizzy.

When we weren't playing, we were



Keys game with the fam #werolldoop #familytimeisthebesttime

spending time with our aunts and uncles. We would do Sunday Night dinners, pool parties, you name it. Some of my favorite childhood memories are from my summers at Aunt April's.

Now, I get to do the same thing with my girls — making new memories with them.

Just last July, I loaded them up at 3am and took a spur-of-the-moment trip out to Kentucky. Work wasn't too busy at the time, so I was able to get

away. Of course, my cousins are a bit older and have kids of their own. So, their kids are my girls' cousins now. (I'm sure there's a different word for that, but we're from Kentucky. So, we're all just plain cousins!) #keepingitsimple #kentuckygirl

This summer, we get to do the same thing. And, man, after the busy spring we've had with Impact I am ready!!



Children of the corn #miniassistants at work with Mama



The whole Seiter gang in Michigan #therestoomanyofus #howluckyarewe #nerffamilyphoto #mostepicnerfgunfight

I don't know about you, but for me this spring has been go, go, go. When you're handling the biggest investment someone has (or will probably ever) make in their life, you just got to go all the way. Whether that means 5am wake-up calls, dealing with financing setbacks (like I mentioned in last month's newsletter) or pulling all-nighters to make last-minute contract changes.

And with the market we've had this spring, that meant doing all of those things for almost two months straight.

The way I look at it, though, you just do what you have to go. You just get 'er done. You don't give up on your clients. I'm sure there are a lot of realtors who would have told my buyers, *"Oh, you can't get the financing. I'm sorry but I can't help you. I'm not going to go the extra mile on this one."*

But that's not what I'm about. That's not what Impact is about.

And after being in the industry for almost 5 years, I can tell you without a shadow of a doubt that the growth I've had this year is largely because of the team I'm on. I'm finding my groove and I've found my people, man! #mytribe #nachoaveragerealtor

Not to brag, but this also happened to be my biggest year in real estate yet! And, now, summer is here ya'll!

The weather's heating up. The girls are out of school, which means my schedule's slowing down a bit and my 5am wake-up calls can stop for a little while as well.

It's the perfect chance for me to focus on the girls more and break up the monotony a bit.

It's also a chance for me to take my girls along that same road trip I made with my mom and brother every year growing up. (Sure, there might be vodka in my Crystal Light these days, but it still feels just like the good ol' days.) #momlife

While my girl squad and I are living it up in Kentucky and I'm convincing myself my 80's dance moves are still cool, I'll still be supporting my clients and touching base with the team I have back in Maryland.

I'm still here for you guys. But if there is ever a need this summer that I can't meet, I know Sue Mart and Eric will be there to step in and support me and my clients.

What are your summer plans? I'd love to hear 'em!

I hope you get to take a little trip down memory lane and relive some of your best childhood memories. I know I'll be doing all those things with my girls and making some sweet new memories of our own.

Until next month,



My #girlsquad #summeradventures

Hashie

Don't Forget to Have Fun!!!!

July Quiz Question

Q: In what city did the decisive battle of the American Revolution occur, in October 1781?

Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Carabba's, Outback, Bonefish.

June Question & Answer

Q. When was the last time the Washington Capitals were in the Stanley Cup Finals?

A: 1998

Congratulations: Nick Schenck!

3				4				
7		9		3	6		1	
			7		5	2		8
5	4	8	9	1				2
		7				8		
6				7	4	1	9	5
9		4	6		7			
	7		3	8		4		6
				5				9

Happy Birthday

Here are July Birthdays from our friends of **Impact Maryland Monthly**. If you have a birthday in July and don't see your name on this list, please email or call us so that we will include your birthday.

Mark Gee	July 1st	Cheri Keating	July 12th	Debbie Spence	July 21st
Ed "Cap" Pickering	July 1st	Aimee McIntyre	July 12th	Jeff Sprenkle	July 21st
Greg Maerten	July 3rd	John DeFord	July 14th	Tanya Easter	July 22nd
Tom McDowell	July 3rd	Casey DuBois	July 14th	Rita Kulley	July 22nd
Ron Steele	July 5th	Andy Greenwood	July 14th	Blake Jacquette	July 25th
Ike Bonneville	July 6th	Chuck Clark	July 15th	JR Ewing	July 27th
Bob Easter	July 6th	Ryan Ogden	July 16th	Addy Basile	July 28th
Dennis Fohner	July 6th	Erin Cotter	July 17th	Tracey Nicholson	July 28th
Taylor Reiland	July 6th	Sherri Reitz	July 18th	Andy Petruncio	July 28th
Ashley Deckelman	July 8th	Evan Eichler	July 19th	Chris Kirby	July 29th
Mort Deckelman	July 8th	Barb Yeager	July 19th	Joe Ballenger	July 31st
Jean Chipouras	July 11th	Barb Andrese	July 20th	Allison Jones	July 31st
Mike Crocker	July 11th	Ethan Peifer	July 20th	Lou Rizzo	July 31st
Tami McIntire	July 11th				

Be Sure to Wish these Friends a HAPPY BIRTHDAY if you see them.

‘Stories From The Street’

Stories from the Street is a series monthly articles using real life examples, told in ‘story’ format to give you knowledge of what actually happens behind the scenes of a Real Estate Transaction.

Answers to the Most Frequent Questions Asked of Our Team

Learn more about some of the most commonly asked questions we get from our clients.

This month we decided to do a slightly different format for this month’s Stories from the Street. In this issue, we’re going to cover three of the most popular questions we get asked every month about the homebuying process and working with our team.

Here’s our response to those questions:

Question #1: Do you work mainly with buyers or sellers?

A: That’s a great question as there are many different business models in today’s real estate market. Some agents will exclusively work with buyers and others will only work with sellers. There are also some teams of agents who have one agent that acts as a figurehead. That one agent will be the listing agent for every property sold by that team. They are the one whose name you will see on the signs out in front of the property. They’re also the agent whose name appears on any awards received from selling a house since all the team member’s productions fall under that one specific agent.



At Impact, we’ve found that we would rather work with the actual person regardless of whether they are the buyer or seller. We have a tight-knit group that works well together, and we also cover for each other on both the buyer and seller side of the transaction. We love working with buyers, especially first-time buyers. And we also love working with sellers. We’ve created a team for sales that includes a photographer, videographer, and a

content writer that prepares the property stories you see on our site. We do it all, and we do it well!

We don’t look at the work we do as just a real estate transaction. We look at it as a relationship with our clients. Whether they are looking to buy or sell a property, our team has

excellent expertise in both. We use a documented approach for selling that follows Steve Jobs' philosophy. This specific approach has been tested and fine-tuned to ensure that the maximum amount of profit is realized for our seller clients.

Question #2: I have a property that I want to sell. Do I have to pay capital gains tax?

A: DISCLAIMER: Before we answer this question, it's important to note that we are NOT tax professionals. To get the best possible answer for your specific situation, please contact your designated tax advisor for advice and clarification. The answer provided below is based on general information and may not apply to your property or situation.

Again, this is an excellent question as selling a home could have significant consequences to your overall tax structure. If the property you're selling is your primary residence and you've lived there two out of the last five years, you could be exempt from capital gains tax. If you're single, proceeds up to \$250,000 are tax-free. If you're married, then up to \$500,000 of the proceeds are tax-free. However, there are some caveats so be sure to check with your tax professional.



If you are selling an investment property, there are a lot of variables that go into how or if capital gains tax is applied. You can potentially defer tax consequences by using what's called a 1031 tax exchange. While it doesn't exclude you from owing taxes, the 1031 tax exchange delays any tax consequences to a future date.

With a 1031 exchange and selling an investment property, you will have a 3rd party intermediary hold onto the proceeds from the sale until you purchase another investment property. When you sell Property A, you have 45 days to identify three properties that you're interested in buying. Then you have 180 days from the sale of Property A to choose and buy Property B with those proceeds.

Always check with your tax professional to see what options you have for your specific situation.

Question #3: How much do I need to have for a down payment when I buy a house?

A: Another great question that's very popular with our clients. There are different types of loans you can use to buy a home, and each one has its own set of requirements for a down payment.

The loans that are available to buy a home include VA, FHA, Conventional, and USDA. The down payments required for them range from 0 to 20%. A lot of people assume that they automatically need to put the full 20% down, which isn't true anymore in the lending world.

Each of the loans mentioned above accommodates different types of buyers. Along with varying levels of down payment requirements, other caveats come into play. These include such conditions as having good credit and sufficient income to get approved so that you can buy a home.



Once common misconception about buying a home is thinking all you need to have is the down payment. For instance, a \$100,000 property with a 5% down requirement would mean needing \$5,000 down. However, more money is involved in order to complete the transaction.

A homebuyer also needs to consider the closing costs involved with buying property. Closing costs can include lender fees, appraisal fees, attorney

fees, record fees for transfer of title, and escrow for taxes and insurance. The typical amount of closing costs ranges from 3 – 5% of the loan depending on its type.

To consider how much money you need to have on hand to buy a house, you have to take the down payment requirement as well as a safe cushion of 5% for closing costs. So, when you hear that a loan offers zero-percent down, you will still need money to pay for closing costs.

In some cases, a seller may pay the closing costs for a buyer. It's not as common now since we're currently in a seller's market. That's why we recommend you hire a professional to help you when you buy or sell a home. When a client comes to us wanting to buy a house, we can assist with making an offer so that it's structured with that type of caveat, so you don't have to worry about bringing as much money to the table. There are hundreds of ways you can structure an offer, so it's essential to have an expert on your side to make it work best for your situation.

IMPACT MARYLAND MONTHLY

with Brittany 'Hashtag' Reaver

3295 Prices Distillery Rd.
ljamsville, Md. 21754
240-815-0890



For Inquires AND Referrals contact:

BrittanyReaver.Impact@gmail.com

Or Call/Text to 410-422-5826

Testimonials from recent 'IMPACT Maryland Monthly' Members

We LOVE our clients and work tirelessly to get Superior Results when you hire us. We realize that your home is your most important investment we treat the entire experience knowing that it is YOUR family and YOUR life that we are involved. We don't take this responsibility lightly. The following review is of one of our Partners and is taken off our Facebook Page. If we have worked with you, we'd love your feedback. www.facebook.com/impactmarylandrealestate

- Brittany Reaver is a long time family friend, so it was a no brainer to work with her when it came time to buy our first home, and we were not disappointed! Brittany was great through the entire process, giving advice and recommendations as needed. She was able to quickly set up at the showings at the properties we wanted to see and was very responsive with any questions we had. She truly had our best interests in mind and made the entire process fun & smooth! – Jamie M.

This newsletter is intended for entertainment purposes only. Copyright 2018 Impact Maryland Monthly. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.