

IMPACT MARYLAND MONTHLY

with Brittany 'Hashtag' Reaver

"HOW TO THRIVE IN EVERY KIND OF MARKET"

MARCH 2021



HELP - a Four Letter Word?

Asking for help is not a sign of weakness... it is a sign of strength and confidence (as I roll my eyes at myself).

When you are a single parent, it can be hard to get everything done. What can be even harder is asking for help when you need it- AND accepting it when it is offered.

Fact: I will literally break open a pickle jar before asking for help to untwist the lid. I am who I am. My name is Brittany, and I am a strong, stubborn, independent woman-raising 3 girls to be just like me! #sorrynotsorry

There is a belief that women are supposed to be able to do it all... and if they cannot handle everything on their own, then something is wrong with them.

Let me be VERY clear... there is nothing wrong with the fact that I am ONE person raising THREE tiny humans and attempting to work full time to run a business. I need help, I need all the help- but I can't ask for it... hell- I can hardly accept it when it is offered. I have a problem, I know this.

Over the last few months, I have been working significantly more than I have in the last year. I am incredibly thankful to have so many opportunities, however, I have almost no childcare. My parents help out when they can, but it's usually only a few hours once a week. I will take what I can get. But for now, the girls tag along with me as needed.

Last month, Impact Club happened to fall on a night when I had the girls. I had lined up a friend's daughter to come watch the girls.

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

- HELP – A Four Letter Word? Pgs. 1 - 3
- March Birthdays. Pg. 4
- Don't Forget to Have Fun Pg. 4
- Stories From the Street – What's Up with the Market? Pg 5
- Impact Club Our Last One? Pg. 6
- Social Media Stories Pg 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.



My forever #girlsquad
#adventureswithmama

Something very unusual for me, they haven't had a sitter in the last 3 years... but Impact Club means a lot to me, so I did what I had to do. A few hours before the event, the sitter cancelled.

Mama needed a night out. Even for just 2 hours...

I texted Eric and SueMart and told them I wasn't going to make it... and that was apparently not good enough. Eric went off texting everyone under the sun, and within an hour he had a sitter lined up. As much as I didn't want to miss Impact Club, I also didn't want to inconvenience anyone and ask for help, but in this case, I didn't have to ask, it was offered and I wasn't given the opportunity to say no.

I always feel bad leaving the girls, but they had the absolute best time with the sitter, and they were actually upset when I came home just 2 short hours later.

As hard as it is for me to ask or accept help, I am the person who is always offering help, in any way, shape or form, friends, family or clients, it literally doesn't matter. I just love to help anyone and everyone.

I have worked on transactions where the agent on the other side has been so lazy that it forced me to step in and work on both sides of a transaction, to ensure that my clients are taken care of and have everything they need. Getting my clients to settlement is my #1 priority, and I will do whatever it takes to make them happy and not feel the stress of buying or selling.

My good friends recently bought a house and at the very end, I was having to step in for the listing agent to get some final documents signed

and a title issue resolved. And once we got through all that BS, we went to the final walk through and the house was not in the condition it should have been left in. The buyers were frustrated to say the least, so without missing a beat, I grabbed some trash bags and cleaned out the fridge (where the seller had left all of her food for weeks).

I even went so far as picking up Amazon deliveries from a property we recently sold and delivering them to the seller's new home! I want my clients to know, that no matter what I am there for them 100% of the time, no matter what. I want to make sure the process of buying or selling is as easy as possible, and I will go out of my way to do small things that make a big difference at the end without asking or being asked most of the time, it is just who I am.

One thing I am working toward this year is buying a new home for the girls and me. A fresh new start. Some place that is all OURS!

In order to buy a new house, I need to sell mine. I never fully understood the stress of listing a home when you are living in it with children (aka, tiny wrecking balls). My house has been lived in and loved the last 10 years. I have many projects big and small that has fallen to the wayside over the last few years.



Game night #farkle

Paint and carpet are obvious, and I will certainly hire someone, but being that I am in homes every day and I am an overthinker and far too critical, I am finding myself creating the most insane to do list. I know I don't need to repaint my cabinet, or all the trim, but I am so critical, and I see this stuff every day.

It would certainly be nice to have someone along side of me to help with these mundane boring tasks, but I can't ask for help. So instead, I have a



This is me overcoming my anxiety... #feelsgood

few drinks by myself on a Friday night and slowly knock this to do list out.

Recently, I became overwhelmed with all the stuff continuing to pile up on my plate and my #impactfamily jumped right in. I got the old compliment sandwich: we love you, you are so

amazing BUT you are a mess right now and just can't do this alone right now SO we are stepping in.

Within an hour, I had booked a storage unit, someone lined up to help me haul my stuff and the name of 2 painters to contact for estimates. It was not easy to sit there with Eric and SueMart while they confronted me with my reality, but I need that every once in a while. I lose sight of what is most important and become overwhelmed with the 98,847,921 things that have to be done every day.

I am slowly learning that when someone offers help, it's because they genuinely want to help. And sometimes when you actually do ask for help, the person you're asking has been waiting for the opportunity to help you.

So, here is your chance to help me... I am asking for YOUR help! I am revamping my business and amping up for what is hopefully going to be my most successful year. I need your referrals... I need your friends, your neighbors, your coworkers, your family- anyone who is seriously interested in buying or selling this year! Right now is an absolutely amazing time to sell, rates are still low and inventory is still sparse.

In the last 2 weeks we have had 2 listings go active... while the one was in 'Coming Soon' we got 2 offers sight unseen, once it was active there were 42 showings in 2 DAYS and 8 offers! So

when I say this market is HOT, this market is literally on fire.

This one ended up going \$75k over list price and buyers waived inspections. The buying side is a little tough right now, but we are getting creative and making things work for our buyers the best we can.

If you can help me, I would forever be grateful to you! Your referrals mean everything to me, and you know I'll take the best care of them.

Until Next Month,

Hashie



She took her first steps in this house, now she is helping paint it! #proudmama

Don't Forget to Have Fun!!!!

March Quiz Question

Q: What is the nickname of Viking King Harald Gormsson who was known for uniting Denmark and Norway in 958AD?

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 Amazon.

February Question & Answer

Q What is a group of giraffes called?

A: A Tower

Congratulations: Christi Tucci!

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

Happy Birthday

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

Matt Bybel	Mar 1st	Chris Cavey	Mar 18th
Linda Cascio	Mar 1st	Aaron Webb	Mar 20th
Jackson Raymond	Mar 3rd	Jay Beard	Mar 20th
Addison Burrier	Mar 4th	Mason Allgood	Mar 22nd
Steve Hubbs	Mar 5th	Judy Ballenger	Mar 22nd
Felicia Martin	Mar 6th	Kaden Blumer	Mar 22nd
Sheila Roark	Mar 6th	Danielle Finamore	Mar 22nd
Gaylen DiSanto	Mar 7th	Amy Healey	Mar 22nd
Blake Allgood	Mar 12th	Theresa Murray	Mar 26th
Keith Brennehan	Mar 15th	Marilyn Meagher	Mar 28th
Eleanor Hubbs	Mar 15th	Khloe Quill	Mar 31st
Laura Bauer	Mar 17th	Fallon Williams	Mar 31st

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.

What's Up with the "Market?"

We, at Impact Maryland Real Estate, get this question ALL THE TIME. Family gatherings. Running into Friends at Target. Whatever/Wherever we are viewed as experts with all the answers needed for real estate.

Truth be told we are experts.

We do real estate EVERYDAY! We talk to others in the industry not only locally, but all over the country. We talk to others in ancillary businesses like mortgage, inspectors, title companies and other supporting industries. We have a very microscopic view of the market.

It is clear to us that what is going on in the market is VERY SIMPLY – Economics 101 – Supply and Demand.

There are MANY, MANY, MANY factors that go into the state of the market but looking specifically into why this is SUCH A SELLERS MARKET is simply a function of the demand of buyers to purchase homes now far outweighs the supply of homes for sale.

Just this past weekend we had a buyer looking at a \$900,000 house in Frederick County. Now, typically, when you get into that price range there are limited buyers, and the house might sit on the market for some time until the 'right' buyer comes along. But this house, after talking with the listing agent, ended up with 7 OFFERS!!!

This is unlike anything we have seen before!



Have you ever been at one of those lakes with all the fish swimming around and a little kid drops a morsel of food into the water and what seems like an endless amount of fish all fight for that piece of food?

Yeah, that's what the market is now!!!

But instead of fish, there are buyers... and instead of a morsel of food, there are houses 😊

The supply is EXTREMELY low with 140 active 'resales' (excluding new construction) and there are currently 914 properties UNDER CONTRACT!

What this tells us is that for every house that is listed there are about 7 buyers willing/looking to purchase and thus this is having an effect on the market that leads to an increase prices and has escalated the overall market.

Buyers have to be very creative in getting their offers accepted as we are routinely seeing 6, 7, 12 offers on properties. And you have to have someone that is an expert in structuring offers to get your offer accepted in today's market.

Conversely, if you are looking to sell, NOW is the time while the inventory is low and buyers are in a feeding frenzy.

If you want to know the multitude of factors that go into where this market is now, feel free to reach out to us.

IMPACT CLUB™

Our Last One???



A couple of weeks ago on Tues February 16th ImpactClub® Frederick did it again. We brought together 3 local charities;

SOAR, SHIP of Frederick County, and Hayden's Heros to share their story with our members...

Fifteen minutes later we voted, and Hayden's Hero walked away with a committed donation of \$31,300!!!

This is as much money, in one night, in a 5-minute speech that Hayden's Heros raised in 2020! Imagine that?!?!?

I hope this is the last ImpactClub® Event...

No. No. No. ImpactClub® is not closing our doors. How could we close our doors with over \$440,000 donated to charities locally since 2017? I hope this is the last time that we aren't TOGETHER for an ImpactClub® Event.

This last year has been tough on EVERYONE. Every single person in the world has been affected one way or another by COVID! Lots of people have lost jobs. Families are struggling. Charities are having more of an impact now, more than EVER! Charities are changing their models to help immediately with local needs of food and necessities!

To that end, I thank the 317 ImpactClub® members who have continued to support ImpactClub® Frederick and through their commitment to ImpactClub® have supported Frederick and the local charities.

ImpactClub® has the waterfall effect. We are the conduit between doing good and giving back and the people who these charities help daily.

There are SOOOOO many fundraisers out there, so many people doing good and it is SO hard to raise money, TRUST ME, we talk to charities almost everyday. Isn't it nice to know that you can do good and give back and all you have to do is logon, listen to 3 amazing stories, and vote?!?!?! We take care of the rest!!!

The other component, and we are BLOWN AWAY that we continue to grow each quarter, is the actual LIVE EVENT!

If you have never been... You have to come next time!!!

The atmosphere is INCREDIBLE!!! The camaraderie is something to behold! Beautiful people with beautiful souls giving back locally.

Hugging.
Chatting.
Catching up.
And then listening to the charities and voting on the one they want to walk away with a huge donation!



My commitment is to have a LIVE EVENT for our 18th Event in May!!!

Somehow Someway we will get together in May.

Social Media Stories

I share quite a bit on Social Media platforms, especially on Facebook. I know some of you may not be on Social Media, so here are a few of my **Social Media Stories** that got some interest, likes, and comments.

Brittany Seiter Reaver is with Ashley Egolf at West End Hair Company. February 23 at 7:11 PM · Eldersburg · 🌐

I did a thing, holla!

#imanewwoman #newhairwhodis #iddidthing #ohheygirley #whoami #longoverdue #readyforsummer #mybffisbetterthanyours #hairgoals



Lauren Fox, Barb Huggins and 111 others · 32 Comments

Like Comment Share

Brittany Seiter Reaver is at C and O canal historic trail. February 15 at 5:36 PM · Point of Rocks · 🌐

My favorite trail with my favorite people ❤️

#allmyfavoritethings #frederickcountymd #candocanal #candocanaltowpath #snowhike #girlswhohike #freshairtherapy #runningonfumes #squadadventures #reavergirls



Lauren Fox, Mike Seiter Sr. and 37 others

Like Comment Share

Write a comment...

Brittany Seiter Reaver is in Frederick, Maryland. February 25 at 9:15 AM · 🌐

My girls finally went back to school! I can't believe it's been almost a year, wtf! We needed this!

Harper and I are just a *little* excited...

#backtoschool #mybiggirls #ialreadymissthem #soexcited #ourexcitedfaces #mamaandharper



Lauren Fox, Victoria Lynne Neely and 80 others · 20 Comments

Like Comment Share

View 11 more comments

Cynthia Chapman Williams
Yay! I bet they were so excited!!!
Like · Reply · 1w

Write a comment...

Brittany Seiter Reaver is in Frederick, Maryland. February 24 at 6:49 PM · 🌐

This weather is 🌨️🌨️🌨️

Did all the #downtownfrederick things:
* mailed out love letters to downtown businesses #lovelocal
* hit up @marketpopshop
* ... See More



Victoria Lynne Neely, Eric Verdi and 20 others

Like Comment Share

IMPACT MARYLAND MONTHLY

with Brittany 'Hashtag' Reaver

3295 Prices Distillery Rd.
Ijamsville, 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

- After a few "bad" experiences in the past, it was a relief to work with one who went the extra mile, worked tirelessly on our behalf, kept us informed along the entire process, and was extremely responsive to any and all inquiries. I would highly recommend this team to anyone looking to either buy or sell a home. (Barton L.)

This newsletter is intended for entertainment purposes only. Copyright 2021 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.