

IMPACT MARYLAND MONTHLY

With Stacy Allgood - Smith

"Keeping it Real in Real Estate"

OCTOBER 2021



Hit the Nail on the Head

Last month, my sister retired after working 26 years for the same organization. We celebrated by taking a vacation to the Outer Banks.

I love the Outer Banks of North Carolina. It's one of my favorite vacation spots. It may seem odd to go on a beach vacation in the fall, but it was actually a great time to go.

If you've never been to the Outer Banks, let me tell you a little bit about it. I'm no tour guide, so these are my observations and things I've picked up along the way.

You will find Kitty Hawk in the Outer Banks. Known for "First Flight" by Wilbur and Orville Wright, there's a memorial park and airport there to commemorate the historic event.

You can take a ride in one of their airplanes (usually a 4 seater) for a little air tour of the area. If you ride in one of these, be prepared for your pilot to have a sense of humor and ask if you like roller coasters...and proceed to dive and climb the plane while you scream and hold on for dear life in the back seat.

I mean...uh...it's great!

Anyway, more about the OBX.

Being a beach vacation area, there are some hotels and resorts, but mostly, there are privately owned vacation homes all along the coast of the barrier island chain.

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

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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.

I don't know the intricacies of how the rental stuff works on the owners' end (yet), but I do know they will work with property management companies who take manage the rental agreements, cleaning, some maintenance issues, and onsite assistance for renters.



Rick and I supervising the waves together

They charge a percentage of whatever rental fees come in for their service. I'm not sure how much percentage, but like I said, I don't know all those details.

Anyway, my family, and more recently, my sister and her husband, have been going to the Outer Banks for 30 years

now. We haven't been every year, but probably gone more years than we haven't. Along the years, we've invited friends to come along, too.

We discovered that going after Labor Day cuts down on the house rental cost, so we can stay in a nice house for a fraction of what we would be paying in season. Since the crew that usually goes doesn't have to worry about taking kids out of school, it's a perfect time.

This year, we were able to find an amazing home.

Beachfront! Seven Bedrooms! Each with its own bathroom! And a private pool and hot tub for those days that the waves are just too intimidating.



The décor in these beach homes is always – well, beachy. Lots of bright colors, seashell paintings, crab figurines, wicker furniture, and model ships.

Our bedroom had giant windows that looked out to the ocean. To be able to wake up and see the sunrise is pretty spectacular. Our room also had three doors: one from the hallway, and two that lead out to different decks. One of the decks had a porch swing that I was almost too short to be able to get into.

The upstairs great room and kitchen area had huge windows and a deck outside that looked out over the beach and ocean, so you could see the pelicans skimming the top of the waves as they patrolled by, searching for fish.

We had arrived late on Saturday night, ready for the relaxing week ahead.

After the drive, I kicked off my shoes. Of course we had to check out the whole house, including the decks, or at least as much as we could see, since it was already dark.

While coming in from one of the decks, I stepped on something and felt a jolt of pain coming up from my heel. Once inside in the light, I looked, and there was a piece of deck nail stuck in my foot!

I pulled it out and it was about an eighth of an inch of a rusty deck nail. I bled for a few seconds and then it stopped.

I knew at some point during the vacation, I would have to visit the urgent care facility in Kitty Hawk to get a tetanus shot. It wasn't the first time in 30 years one of the family has had to go to urgent care. Things happen, even on vacation.

How did this nail happen to get into my foot, though? The home was about 20 years old. You could tell that some updates had been made throughout the house, but you could still see some of the age on it. Especially outside, where the weather tends to be rougher on an oceanfront home.





A couple of shots from a recent #ImpactFamily gathering

While it looks like they replaced the decking outside of the great room, where probably most people would gather, not all of the home's decking had been replaced. The deck I just happened to be on, had some nail pops and decking boards that need attention.

You know, it really does come down to the little things.

You can have a grand home, tastefully theme decorated, hot tubs, swimming pools, all the luxuries. But one little rusted nail out of place could be the difference between having to get a tetanus shot or not.

You can have a beautiful home on the market, freshly painted, cleaned, and ready to move in for the buyers, but what if the septic system fails inspection?

It's not just about the big things, but it's also the small things, because sometimes those "small" things tend to create bigger problems.

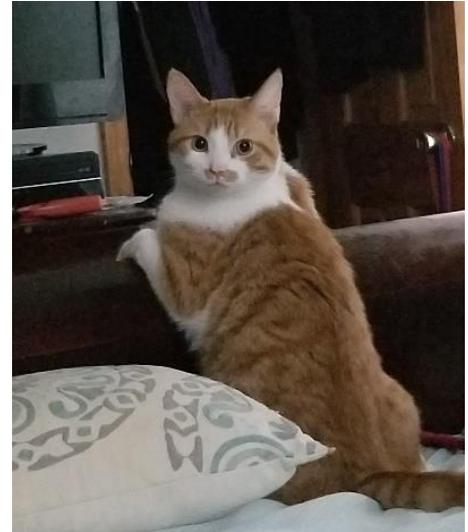
And that's what we strive for at Impact Maryland Real Estate – is to get it right, so the big things and small things are covered.

Our clients mean the world to us and we look out for them.

While I may not be the expert in decks, septic systems, or chimneys, I do know those who are. If you're looking to buy or sell your home, and want someone to look out for the little things as well as the big things, think of me.

Cheerio!

Stacy



Pico de Gato is so weird. Even Amigo looks a little suspicious of him



Don't Forget to Have Fun!!!!

October Quiz Question

Q: Queen's first song in 1980 was also their first Number One hit in the United States. Which song was it?

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.

September Question & Answer

Q: Which country invented tea?

A: China

Congratulations: Josephine Robey!

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Autumn

WORD SEARCH

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T	K	W	Q	U	E	E	F	G	C	N	Y
F	B	O	O	T	S	F	A	E	I	D	L
H	A	E	A	R	C	I	L	S	K	A	I
M	F	E	O	E	A	P	L	S	C	S	E
A	W	H	H	E	P	U	M	P	K	I	N
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E	A	A	N	E	Y	N	M	R	O	A	C
O	R	J	X	K	V	S	N	C	G	R	Q
H	L	E	A	F	S	C	A	R	F	I	O

SCARF APPLE BOOTS
 TREE FALL RAKE
 ACORN PUMPKIN PIE
 HAY SWEATER LEAF

Happy Birthday!

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

Cindy Poliachik	Oct 1st
Crue Allgood	Oct 2nd
Zach Chehi	Oct 5th
Neil Wright-Elliott	Oct 5th
Bill Benton	Oct 8th
Andria Spicer	Oct 18th
Bruce Murray	Oct 20th
Rosemarie Weiler	Oct 23rd
Bina Allgood	Oct 23rd
Sutton Allgood	Oct 23rd
Billy Radcliffe	Oct 25th

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

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.

 **Stacy Allgood Smith** ...
Sep 19 · 🌐

Sometimes we clean up alright..



  Michelle Lynn and 236 others 24 Comments

 **Stacy Allgood Smith** ...
Oct 7 · 🌐

Another dramatic sun. The waves are a bit crazy this morning so supervising them may be a little...rough.



 **Eric Verdi is with Stacy Rochfort Delisle and 5 others.**
Sep 19 · 🌐



  Rick L. Smith and 5 others

 **Stacy Allgood Smith is with Melissa Lentz and 2 others.**
Sep 24 · 🌐

I have done seated massages in closets, storage rooms, stages, classrooms, principal's offices, living rooms, dens, and so many more interesting places. And have been excited to do all of them. Tonight, though, this location was THE MOST BEAUTIFUL SCENERY to be able ... [See More](#)



 **Stacy Allgood Smith is at Rockwell Brewery.** ...
Sep 25 · Frederick, Maryland · 🌐

So glad to see my friends Mikey ([Michael Kruelle](#)) and Al as they stopped and enjoyed our sweet little burb of Frederick. What a great spontaneous afternoon treat!



'Stories From The Street'

Stories from the Street is a series of monthly articles using real life examples, told in 'story' format by one of our #ImpactFamily partners to give you knowledge of what actually happens behind the scenes of a Real Estate Transaction.

'GSD' – ANYTHING FOR CLIENTS

If you've ever bought or sold a house... and/or you are in the real estate business, you know that each transaction is like a movie. There are the characters in the movie. Might have a protagonist and antagonist. Then there are actors that come in for a brief cameo, but those actors might come in just to throw a curve ball in the movie.

Then... things are sailing along smoothly in the movie and BAM one phone call, one scene, one character adds a plot twist that throws the movie in an entirely different direction and what you thought was a comedy quickly become a horror movie. All the meanwhile there are the central characters that have to make sure the plot twists don't ruin the film.

That is what is exhilarating about real estate. It is also what frustrates the heck out of you. Everyone thinks 'oh let me get into real estate and sell a couple of homes and make some good money.'

Let me tell you the 'dirty little secret'. There are many transactions during the year that we make less than minimum wage because of the investment and the time commitment to make sure the movie – I mean the real estate transaction – doesn't have a TRAGIC ending.

Union Bridge Road is the perfect example of the movie/transaction analogy.

What started out as a beautiful film, turned into a horror movie. The house, the sellers spent a few months getting the house ready. Painting, cleaning, removing personal belongings and doing exactly what we laid out in our 'Customized Solution'. Dotting every 'I' and crossing every 'T' on our list.

We do what we do BEST, present a home in its best possible light.



Photos are great, as always. Thanks Annie! Then we time the market correctly!!! End up with multiple offers ABOVE list price.

Inspections are complete. All good. Smooth sailing as we are about a month into the contract and everyone is just waiting for this movie to end. It's been one of those movies that

everything unfolds as you plan and everyone leaves the movie theater all smiles and laughing.

Then it happens! The Plot twist...

One of the supporting characters - the Appraiser - that makes a brief cameo in the movie throws a wrinkle that almost ruins the movie.

A few days before settlement and the lender doesn't have the appraisal back yet... Then the APPRAISER calls and says, *"We have a problem with value. I can't find comps to justify the sales price. And we have a few property condition items that need to be fixed for the buyer to get the loan."*

Our approach is not based strictly on 'pricing by comps' as no two houses are the same, no two situations are the same, we think this is an archaic way to put a value on a home. We price homes on an individual basis based on the current market conditions and the house itself. We KNEW the value of the house was fine, but the appraiser didn't.

Now, we gotta find the 'comp' to justify the price.

Digging. Digging. Digging.

We find a property that the appraiser overlooked because it sold in the last few days. It was the perfect 'comp' to the house we were selling. This market was HOT so we knew the value was there. Now I had the evidence (the smoking gun in the movie).

So, everything is good now. We had our plot twist. And were able to work through the issue and ready to finish the movie with a happy ending.

But wait, there is MORE...

Another plot twist... Another phone call. The appraiser called back when he went out to reinspect the house to make sure the repairs were complete.



Well, the repairs that were needed for the buyers to get the loan, it is a VA loan, were not completed by the contractor that the seller had come out to the property. The missed painting the fascia board on the roof line of the house. There was some peeling paint that needed to be

scraped and painted. And then there were also some paint chips on the ground from when the deck got repainted. Somehow the contractor missed this.

The seller called the contractor back, but he was out of town for a week.

Oh Crap! What to do now? Buyers ready to move in. Sellers ready to be done with this. We've already pushed back settlement 3 weeks now because of all the last-minute twist and turns.

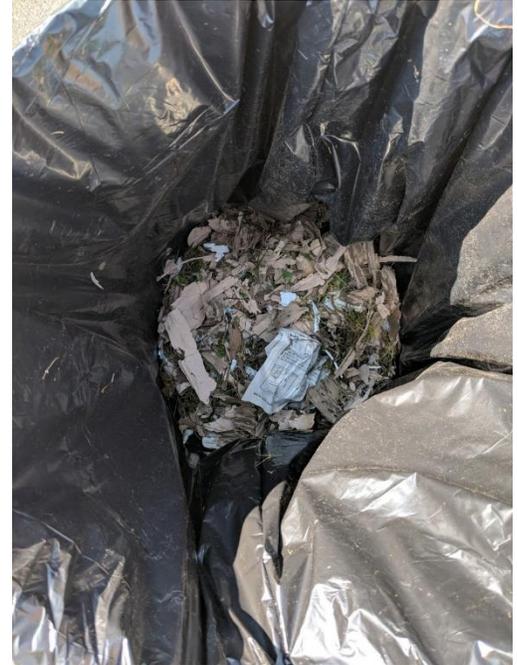
Time to GSD(Get 'Stuff' Done). We go buy paint. Go buy a couple brushes. Get the ladder and head out to the property ourselves.

The pictures are from us painting the fascia board on the side of the house 16 feet up in the air!

The partners at Impact do what we gotta do to help our clients! If it is arranging a contractor to go out the day of settlement to take care of a leaking sink. Sometimes it is buying a warranty for a client. Sometimes it is climbing 16 feet up on a ladder to paint trim because the contractor missed it!

When you work with Impact Maryland Real Estate you know that we have your back and will do everything in

our power to help you... and make the transaction as painless as possible (although there are always plot twists!)



*Until
Next
Month!*

IMPACT MARYLAND MONTHLY

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Or Call/Text to 240-446-2210

Allgood Homes



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

- Impact and team treat you like family. No question or concern ever goes unanswered. Always available. Considerate, professional and knows the housing market. We put our trust in their ability to sell our home and we couldn't be happier! – R Kincaid