

# ALLGOOD HOMES MONTHLY

Keeping it Real in Real Estate

Impact Maryland Real Estate



## *Nuts & Bolts to Creativity & Fun*

When I was a kid, my family visited Ocean City, MD (for us Murlanders – downy oshun, hon!). Of course, we went on the beach to enjoy the sand and surf.

I remember being out walking on the beach or the boardwalk in the evenings with my parents. When the wind would pick up, it would make the sand whip all over the place and the little grains of sand would sting my arms and legs. I hated that.

During the day, while we were on the beach, my dad kept a good eye on me while I was out in the water, but he wasn't out there with me.

His solution for protecting me was, well, unique, much like him. He tied a rope around my waist and if I got out too far or got knocked down too badly by the waves, he'd drag me back in using the rope.

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It was a good way for me to learn about the waves, how to jump over or dive under each wave without getting hurt or pulled under. It gave me the independence to enjoy them while still having a “safety net” in case something went wrong.

I still love getting out into the surf, and I am glad I have those early memories, even if the sand did sting a little bit. 😊



My friend Lou, whom I've known since junior high school, and his bride, Hoda

When I was 9, my mom started me in after school group piano lessons, and Mrs Laing was my teacher. I remember learning 3 notes at first, and I was ready to move on, but all of us students had to stay there and perfect those notes until we could move on to learning 2 more notes. All of this using only one hand.

Frankly, I was a bit bored, but Mom kept making me practice and stay in class.

By the end of the school year, we were finally using both hands and I remember playing a 2-handed song at our recital.

At the recital, I saw the other students were getting little busts of people and I was excited for when I got mine. But being a first year student, I only got a little pin.

I wanted a bust! I was so envious of the kids who got them, and realized that if I wanted one, I needed to take a second year of class piano. So I did.

By the end of the 2nd year, I got my bust! It was Beethoven!



My first bust - Beethoven

But more importantly, I was actually getting to enjoy playing piano, so I took my 3rd year of piano class...and then my 4th, and 5th, and well, not to brag or anything, but I got pretty good.

Mrs Laing even had me come and play for her younger students to encourage them and show them that we all have to start somewhere – that I had started out at the same place they were now.

There is something else I've noticed, too. That once I have gotten comfortable with the skills I learned, like in piano or playing in the waves, that's when it gets fun and I could get creative.

At my church, we have the tech team that runs the “nuts and bolts” of a typical Sunday service. We have audio, video, lighting, computer media, broadcasting, and more. I have become the Team Leader for the video portion of the team, responsible for scheduling and training.

Because a good portion of the people taking part of the service aren't in the auditorium, it's important for them to feel as much a part of the service, virtually, as if they were there in person. And that's where the video team, comprised of the media and camera operators and the switcher/director is an integral part of the tech team.



My collection of busts, inside a shadow box that I made in shop class in junior high school

The switcher position is my favorite because it's where I get to be creative. The switcher (or switchboard) is the board that controls what video feed is being sent to the screens in the auditorium and to broadcast.

We have 3 live camera operators, to whom I can talk on the headset and have them get certain shots and then I can switch between the shots to "tell the story" of what's going on live.



Amigo and his buddy,  
trombone playing  
Snoopy

Pico, looking not-so-  
thrilled to be in this  
predicament

I recently had the pleasure of training one of our tech team guys, who also runs camera, on the switcher. It reminded me that at one time, about 10 years ago, the switcher seemed intimidating with all the buttons all over the place. And now it's my place of creativity and having fun.

When I first got my license in real estate and joined Impact Maryland Real Estate, I was asking Eric about contracts and addendums - the nuts and bolts of real estate.

Eric, ever the master of words, replied, "SAS, I can teach a monkey how to write a contract. I need you to get into the mindset."

Those words have stuck by me so much in the last 4 years. Yes, I have learned contracts, so I'm glad I'm at least as smart as a monkey, and I've also been developing that mindset of which he was speaking.

Like my dad with the rope around my waist in the surf, Eric has been my "safety net" and backup for when I make those mistakes with the nuts and bolts.

The nuts and bolts of real estate are absolutely important to know. Knowing the equivalent of jumping over a wave or diving under it, but it's realizing that our relationships with our clients is the even greater importance.

It's their trust in us to know the nuts and bolts to guide them through each transaction. And if we have some fun, too, that's even better!

So if you're thinking about a move in 2022, and you want someone who knows the nuts and bolts, but also wants to enjoy the process and have some fun along the way, contact me to see how we can make 2022 a great year for something new!

UNTIL NEXT MONTH,

*Stacy*

## January Trivia

### Question

Q: What is the imaginary line called that connects the north and south pole?

Everyone who texts or emails in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Amazon. Good luck!!

December Question and answer:

Q: Twice in the film "Die Hard," Sergeant Al Powell (Reginald VelJohnson) sings a Christmas-related song to himself. What's the song?

A: Let it Snow

Congratulations Winner!

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

## Happy Birthday!

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

## Happy New Year

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

- |           |           |             |        |
|-----------|-----------|-------------|--------|
| Ball Drop | Celebrate | Fireworks   | Happy  |
| Herrera   | Hopkins   | Kiss        | McEvoy |
| Midnight  | New Year  | New York    | Party  |
| Party Hat | Sparklers | Time Square |        |

- |                  |          |
|------------------|----------|
| Amy Chehi        | Jan 2nd  |
| Beverly Fraizer  | Jan 2nd  |
| Nick Schenck     | Jan 3rd  |
| Andy Knight      | Jan 10th |
| Jon Roark        | Jan 11th |
| Stephanie Felmet | Jan 12th |
| Amber Fehnel     | Jan 15th |
| Sara Tuel        | Jan 15th |
| Brian Meagher    | Jan 20th |
| William Phillips | Jan 24th |
| Zach Brown       | Jan 26th |
| John Vincent     | Jan 26th |

# Social Media Stories

*I share quite a bit on social media, so here are a few of my favorites in case you're not on any of the social media platforms.*

**Stacy Allgood Smith** 23h · 🌐

Happy New Year!

**Allgood Homes** 2d · 🌐

Thank you to all who trusted me this past year. ❤️  
Wishing you all a safe and happy ... See more

**Stacy Allgood Smith** is 🚗 traveling to Frederick, Maryland from Moynihan Train Hall at New York Penn Station. Dec 17, 2021 · New York, New York · 🌐

I am very much not a city person. I'm here to get the train back home after a productive work week. Culminating this whole week into today, I have been feeling very out of my comfort zone. And ya know what? That's where growth happens. Looking for growth in 2022!

**Stacy Allgood Smith** Dec 18, 2021 · 🌐

Enjoying some Christmas cheer!

Michelle Lynn and 36 others 1 Comment

**Stacy Allgood Smith** Dec 18, 2021 · 🌐 19 Comments

Christmas get together. I am always in awe of how beautiful my brother-in-law decorates for Christmas. There are 3 pickles to find this year and I found them all!

Michelle Lynn and 54 others 7 Comments

# Stories from the Street

## "Oh Cr\*p!" When Septic Systems Go Wrong

By Stacy Allgood-Smith & Eric Verdi

One of the inspections we recommend when purchasing a home, in addition to the regular general home inspection, is a septic inspection. Even as listing agents, we appreciate knowing that when we are selling a house for our clients, that the new owners will have functioning systems.

A septic system is one of those property systems that is necessary to work properly and can cost a lot of money if it doesn't. As the new homeowner, you don't want to get stuck with cleaning up a mess and paying for it, too, if it can be caught before you go to closing.

Early last summer, we had a property listed on the market that went under contract quickly, with the home inspections for informational purposes only. The general home inspection went fine but the septic inspection failed.

Badly.

### **Well, crap. Quite literally.**

After finding out that it failed, the buyer initially wanted to terminate the contract, but they were on a time constraint to get moved in to their new home, as they had already sold their previous home. We negotiated with the buyers and ultimately agreed that our sellers would provide an escrow to pay for a functioning septic system.

An escrow is an agreement for a third party (in this case, the title company) to keep custody of the funds until requirements were fulfilled and all parties agree to the disbursement.

### **We were full steam ahead to closing.**

However, before we could set up the escrow account, we had to figure out how much to set aside for it.

We had to get the county health department out to perform a perc test to determine what type of drainage fields the new septic would have.

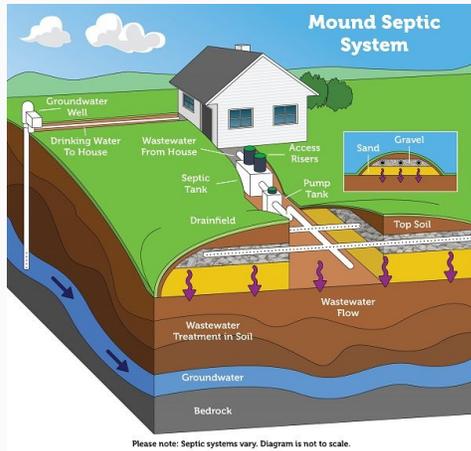
If you have never had the privilege of being present for a perc test, you have missed a whole lot! The 'Septic Guy' starts digging holes at various depths anywhere from about 12 feet to 18 inches below ground level, then they put a certain amount of water in said holes. You basically are watching water drain out of a hole in the ground, to see how long it takes.

### **Much like watching paint dry, it is a rather unentertaining process. 😊**

During this particular perc test, it had been raining that morning, and during part of the test, our septic contractor put a canopy over the hole, to keep the test site from getting "contaminated" with additional rain water.

Once again, the perc test failed. We realized that in order to have a functioning septic system, the drain field would have to be one of the worst case and expensive scenarios: a sand mound.

With it being a sand mound system, at least we had an idea of how much to set aside.



And add 10% on top of that, just to be on the safe side. Especially since there had started to be major issues with the supply chain.

### **At the beginning of July, we went to settlement on the property.**

In the meantime, the county health department began working on the required specs the new system would need. The contractor could begin designing a whole new system once all the specs were sent to them.

The county had also thrown into the specs that they would need to replace the traditional septic tank with a more modern and environmentally friendly BAT system, which is basically like a mini-waste treatment plant.

Once the contractor started the design, it took about three weeks for them to finish the initial part of it. Then it went to the county health department who had to approve the design. Eventually, even the Maryland State Department of Environment got involved in the design approval process.

In the first two weeks of moving in, the new owners of the home had the septic backup into the basement. The septic tank was full and the ejector pit pump had also failed. After replacing the ejector pit pump, there

were still issues with the tank and some backups into the house.

### **None of this had happened to the sellers before! They had no idea the septic system was failing, and to what extent it was failing.**

We quickly realized that with the drain fields failing, the septic tank would have to be pumped about every 10 days until the new system got installed.

Because our contractor had to coordinate and get approvals from two different government entities, you can imagine the red tape and how slow and grueling the process was.

Once the design was approved, then the contractor would be able to begin the work, which would take about a week, at the most.

Finally, the week before Thanksgiving, four months after settling on their home, the new owners had a functional septic system.

Even after settlement, we walked through and became a conduit of communication through this whole thing with the sellers and buyers' agents to make sure that they all had what they needed to get through this arduous process.

There is so much that goes into being a real estate agent that our clients depend on us for guidance, knowledge, insight, and those relationships – like the ones with the county and the 'septic guy' to give our clients the options needed to make educational decisions.

In the meantime, we learned way more about septic tanks and systems than we ever wanted to know! And next time a septic system fails, we will be ready with the knowledge to get through it and be able to guide our clients.

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