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Tuning Up the Home Buying Process

How a trip with car trouble is similar to closing on a new house.

Have you ever been driving not-so-close to home and found yourself staring at warning lights in your instrument panel? Despite the routine maintenance and preparation you may have taken before your trip, something is wrong...

How you react in this situation can say a lot about your ability to withstand bumps in the road of life.

Let me take you back to last Saturday.

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Tune Up, cont'd

When I say I have driven from my house to Spooky Nook Sports Complex in Lancaster County a few times, I really mean I have driven there at least 20. My daughter plays club field hockey and 90% of their tournaments happen in this behemoth building that has what always seems like ten different sports events going on at once. (If you know, you know.)

So, just like any other parent, I was trying to get as many things done at home before we left for the rest of the day. This particular time I had a buyer client wanting to tour a duplex for sale in York County. It was literally on the way to the sports complex, so I booked it in.

I left the house in plenty of time to get to the property to meet my clients, with drinks, snacks, phone chargers (very important when there's a 14-year-old involved) and field hockey gear along for the ride.

Driving a route I know by heart over hill and dale along beautiful back roads, we both got our game faces on.

About an hour in, when I was getting ready to pull up to the home I was going to show, my check engine light started blinking – something that has never happened in my beloved Honda Pilot. I think to myself, “Hmmm. Well, it can't be an emergency because it's blinking and not solid.” I am not sure where that logic originated, but it seemed legit at the time!

Feeling pressed for time, I figured I'd deal with it after the tour was over. Or better yet, the light would not be lit when I restarted my vehicle.

The showing was a success and the clients wanted to make an offer! I was able to keep my game face on, even though I was a little worried about the state of my SUV.

I started the engine, pulled out of the driveway, and lo and behold there wasn't one light blinking. There were three – the check engine light was still going strong with two other lights lit solid.



RESORT *Living*

April move-ins are available!

Spacious 5-bedroom homes in a master-planned resort-style community just over the MD line – *starting in the \$400s.*

Great incentives to help with closing costs!

Fully loaded with smart home package, gourmet kitchen with Quartz countertop, coastal gray upgraded cabinet package, wall oven, & stainless steel appliances.

Finished rec room with full bath and bonus bedroom in lower level **are included!**

If you'd like a tour or know someone who would, call/text me ASAP at (301) 471-1016



At this point, I was trying to figure out the best plan of action. I had just 30 minutes to get my daughter to her tournament on time and I was really cutting it close.

Like any modern woman, I asked Google for help. When those results freaked me out, I decided to look for the closest Honda dealership. When that proved unsuccessful (what service department is not open in the early afternoon on a Saturday??) I called my husband at work (at a car dealership, strangely).

By this time, the Pilot was “chugging” every time I drove up a slight incline and of course, the lights were all still on and I was starting to get agitated. The best scenario my husband could give was that I might be low on oil, but it was likely that I needed some spark plugs replaced.

I told myself that I didn’t have time to get annoyed. I needed to think clearly and solve the problem as best I could in the moment.

I saw a Rutter’s just off the highway, so I pulled in there hoping to find the correct weight for my SUV. I popped the hood and I did seem to be a little low. Trying to keep my cool while also watching our time cushion slip away, I not-so-expertly managed to pour a quart in while my daughter stood by with my husband on speaker phone.

Motor oil was slopping everywhere. My hands were covered in black gunk. My husband was telling me to “calm down” even though I was not overreacting. And my kid was at the tailgate pulling out shin guards and court shoes to suit up in the gas lane while muttering to herself.

When I started back up, the lights were still mocking me. The thought of having to get a tow truck was dancing in my head, but I pressed on so that we wouldn’t miss the start of the first game.

There was a lot of huffing and puffing coming from the passenger seat as my dilemma was clearly inconveniencing my child. As you can imagine, this added even more to my stress level!

Was I a little nervous about being able to make it back home, an hour and a half away? Most definitely. Was I stressing out over an unexpected car repair bill? For sure. Was I worried my daughter wouldn’t play well if she was late? Yes!

But I couldn’t let it show.

And deep down, I knew everything would work out fine.

So...what does this have to do with buying a house?

From the very first steps of searching for homes to tour, all the way through to signing the closing documents, there are hurdles and unknowns to deal with.

Much like the warning lights coming on in the instrument panel, there are challenges that pop up between the fun parts of looking at homes and getting the keys.

Failed septic inspections, financing hiccups and rejected offers are common “warning lights” on the road to closing on a house. Not only do I have to keep my cool and head level, but I strive to help my clients do the same. I absorb most of the stresses in the process so that they can enjoy their experience.

I stay alert and when something pops up that seems insurmountable, it’s my job to figure out how to “get home.”

As it turned out, I had a bad coil and needed 6 new spark plugs – a minor thing that seemed big in the moment. I made it home just fine that day because I planned ahead by driving back home while it was still light out, calling someone so that they knew my route, and setting a time to get my car to the mechanic so that I wouldn’t be without transportation in the week ahead (because Realtors practically live in their cars).

If you ever find yourself in a difficult real estate situation, remember that there is most likely a simple solution – i.e. a tune up – that can be done to remedy it!

Milestone, cont'd

that stuck with us over the last 2 years, and especially those who have been there since the beginning.

WE THANK YOU!

Any good business. Any good sports team. Any entrepreneur all have moving targets with goals and success. Sports teams don't start with the goal of winning a Super Bowl/Championship. Well, the good coaches don't start with that goal. They start with each practice. Then each drill in that practice. Then drill down to hand placement and your first step.

When you don't take care of the small things, then you NEVER achieve massive success.

At ImpactClub® there are 1000 small details that go into each event. We agonize and strategize on those small details so that we can keep our focus on the bigger picture of the event and ultimately have a HUGE IMPACT to one charity each quarter.

We started with a goal of having 100 ImpactClub® Frederick members and we thought if we could do that by the end of year 1, we would be successful!

We accomplished 100 members within 2 weeks of unveiling ImpactClub® in January 2017!

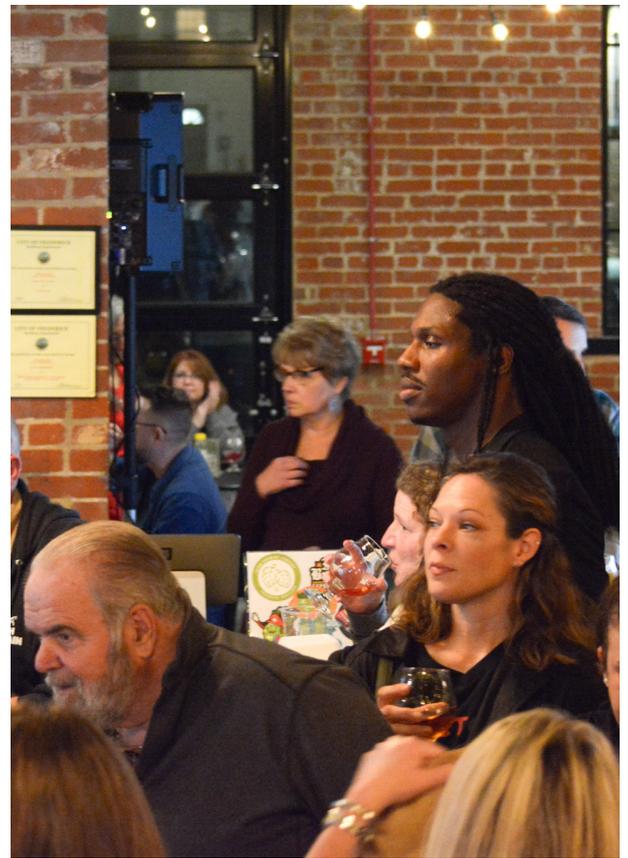
In fact, by the first event in February, we had 182 members. Then we wanted 200 and surpassed that by our 2nd Event.

Then we wanted 250 and surpassed that our first year as well!

At 250, we thought that would be REALLY cool, because then we would be donating \$100,000 annually to local charities. It took 9 events to go from 250 members to crack 300 members!

NOW, it is TIME for us to get to 400 members!!! We currently sit at 352 members, so I KNOW that we can do it and it would be INCREDIBLE to do it THIS YEAR!

I can promise you one thing... We will not stop moving the target to be the LARGEST fundraising organization with single member donations IN THE AREA!



We may never be the Ausherman foundation – which does INCREDIBLE work – but they have deep pockets – ImpactClub® Frederick doesn't. We have single member donations at \$100/quarter and where our superpower lies in each and EVERY member!

It is ImpactClub's belief that we are STRONGER and have more IMPACT when you combine forces with others who want to DO GOOD!

Thank you for providing inspiration and motivation to keep ImpactClub® Frederick moving forward, without you and YOUR VOICE to others about how FREAKING AWESOME ImpactClub® is we would be NOTHING!

Have an incredible month, and we will see you on May 17th! **Not a member yet and wanna join? Pop over to www.impactclubfrederick.com**



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SOCIAL MEDIA RECAP

In case you missed it...

Eryn Topper
March 18 at 3:56 PM

It's been a busy week, but I am still super excited about getting this one settled on Monday!

This Walkersville beauty was described by all of us as a "happy home" and I am sure it will live up to its nickname for the new owners. It will be a perfect spot for their little ones to play and make neighborhood friends.

This "job" I do is so fulfilling that it rarely seems like work! ... See more



Eryn Topper
March 16 at 10:47 AM

Applies to so many things! Happy hump day! 🙌👉



Eryn Topper - Impact Maryland Real Estate
Published by Eryn Topper · March 12 at 6:10 PM

April move-in! Perfect homesite backing to pond in a master-planned resort-style community 🌿

- Spacious 5 bedroom home fully loaded with
- ✔ smart home package,
- ✔ gourmet kitchen with Quartz countertop, ... See more



STILL RENTING?
The average homeowner's net worth is more than 40 times greater than that of the average renter.