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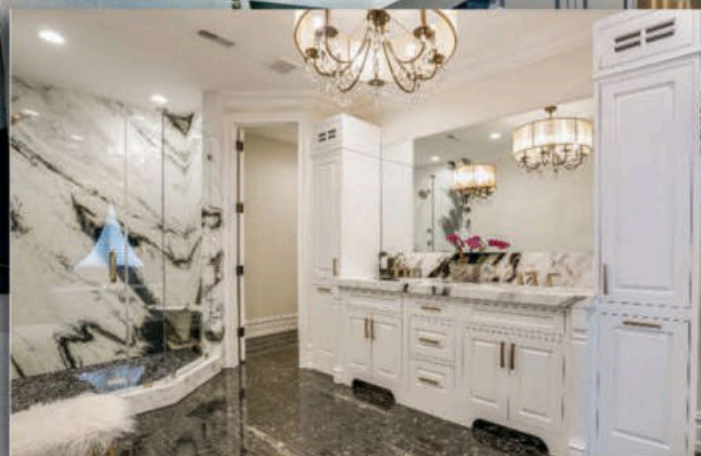


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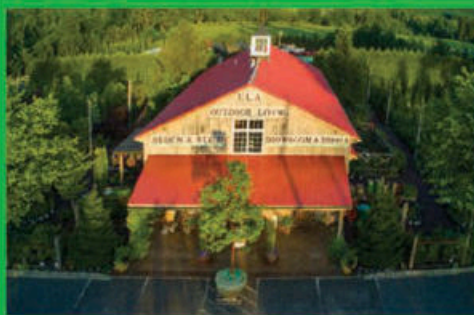
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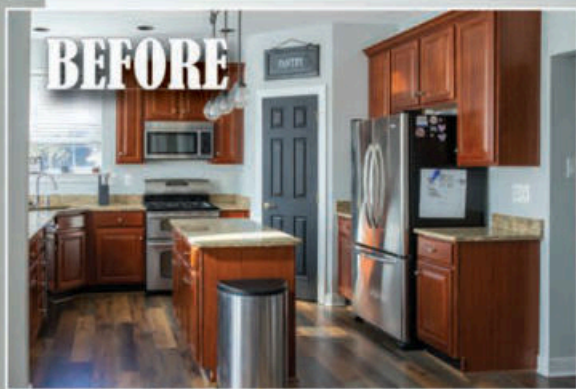
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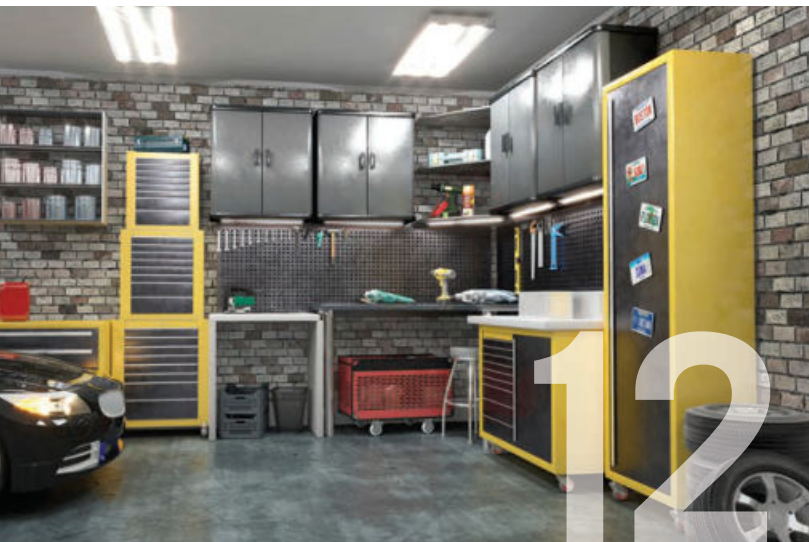
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Family-owned Nyce Crete and Landis Block & Concrete is a one-stop shop to create your outdoor paradise located in Souderton, Pa. For more than 75 years the staff has been helping homeowners' ideas come to life by offering knowledge, materials and contractor references. Turn to page 19 to read more about their quality products and friendly staff.

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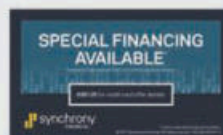


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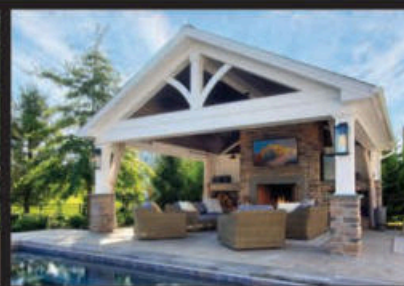


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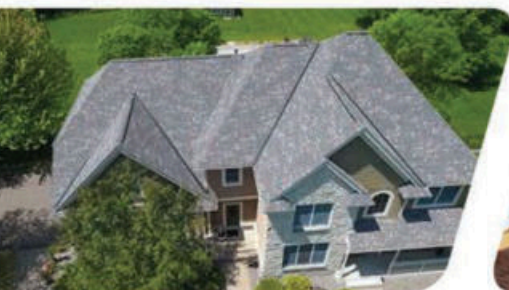
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FORM AND F



Custom storage structures and **made-over garages** are heralding homeowners' desires to beautify and personalize every inch of their property.

UNCTION

BY

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While the pool, patio and great outdoors of your backyard are still filled with the buzz and activity of summertime gatherings, fall will be here before we know it and it'll be time to put away all those warm-weather mainstays, from kiddie pools and flotation devices to outdoor furniture and lawn-mowers.

The pandemic has ushered in a home-renovation revolution like no one in the construction industry or its verticals has ever seen, thanks to lockdown keeping most people more housebound than they've been before. It's a trend extending to the storage spaces that keep our off-season pool accessories, yard equipment and other tools and toys safe, organized and all in one place.

But maybe your shed has become a forgotten corner of your yard that's badly in need of repair or an overhaul. Or maybe your stuff is spilling beyond the confines of your storage space. Or your garage has grown so cluttered that there's no longer room for a tricycle let alone a car.

Whether you need to reclaim or redo your home's dedicated storage options or it's finally time to construct a freestanding organizational structure that's customized to your household's unique needs, there is certainly no lack of options.

And it's partly because homeowners' approaches to adapting their storage utilities to their tastes and preferences have come a long way, according to Jake Stoltzfus of Barnco Woodworks, a builder of high-quality Amish-built custom pool houses, sheds, garages, carriage houses, barns, home bars and more.

"I've been in the business for 30-some years now and when I started, it was just a storage shed in the backyard," he says. "Now it's anywhere from a high-end playhouse to a man cave to a she-shed to sunrooms. We've built sheds with full electricity, heating units, A/C units. It goes on and on and on, and we've been seeing lots of different uses."

All those different options mean there's something for everyone, and it's all tailored to each customer. A growing family won't have the same needs as a retired couple does, just as someone wrestling back control from an overwhelmingly disorganized garage won't have the same goals as someone planning to break ground on a pool house for their new backyard swimming pool.

Lenny Kelman at Dream Garage Remodeling Co. helps people reclaim their garages from top to bottom, transforming them into inviting, organized spaces again. They design the storage and shelving, install it all and offer floor coatings to tie the whole project together.

"There's basically three ways organizing the garage can be done: overhead storage; cabinets and shelving if the ceiling is high enough; or it can be using the walls and hanging things from

them," Kelman explains. "You need to have a little bit of balance in the garage when it comes to shelving space and hanging space because you're eventually going to run out of corners."

Determining your needs comes with assessing your space and how you plan on filling it before you consult a professional. While experts can certainly help polish the roughest beginnings into richly detailed and perfectly customized final products, only you know your storage goals, preferences, budgetary limits and potential issues.

"One of the first things we usually do is to confirm that you're even allowed to have this kind of structure or work done, that it's allowed by your city or town's restrictions," says Jake Fisher. His company, B & L Woodworking, prides itself on providing quality storage sheds, handmade furniture, gazebos and more.

Calling in the experts means trusting a well-trained eye and experienced hand to help bring your vision to life, and it's certainly an involved process if you want it done right. It starts with visits to your property to assess your needs, determining what can fit the space or what obstacles need to be cleared and, depending on the project and its specs, either breaking ground and building right on-site or getting to work on a structure that will be delivered to your home.

That starts with getting to know you. Property visits and client conversations are especially crucial, as each storage solution and structure are custom-made not only to fit a space but also a homeowner's needs.

FORM AND FUNCTION

“The whole idea is to get everything in the garage off the ground so you can fit your cars, but everything is individual to each and every home and homeowner,” Kelman confirms. “It all depends on what they have in their garage at the time or what they’re planning for it. Like if the customers have bikes, you have to think about how you organize them so they’re not on the floor.”

B & L Woodworking’s team begin their jobs with a 3D visualizer, allowing clients to explore styles, sizes, exterior options, colors and more as they decide what they do and don’t want from their sheds. It provides an eagle-eye, all-over view of a proposed project—as well as its projected cost.



“One of the benefits is that they can design their own shed and see how everything works together,” Fisher says. “There’s fewer mistakes that way. The client places the doors and windows where they want them and adds the options that they want, then we get an email with that. It’s much better for communication that way.”

It’s a tool that Kelman, too, has found to be a tremendous asset and often impresses clients from the onset.

“The advantage is that they can actually see what the garage is going to look like at the end of the installation, including those bikes so they can see where exactly those will be

hanging,” he explains. “Most people are kind of shocked that they can actually see the 3D design of their garage from every angle.”

Specialized offerings do come at a higher price point and are completed at their own deliberate paces, and there are sometimes strict budgetary or time limits in play that call for a pre-made shed.

“Usually, someone gets [a pre-made shed] because of time, especially in the past year,” Fisher confirms. “Some people will move them with them when they move, other people will upgrade them. But they’re not necessarily a permanent structure.”

Stoltzfus recognizes that sometimes the “cheap-o, couple

hundred bucks” option is going to be your most realistic one. And with materials’ soaring prices and plummeting availability coming as no surprise to anyone who’s undertaken a home remodeling project in the past year, opting for something inexpensive in the short term might be the only way to go.

“They’re made cheaper, but that shed is going to save someone a couple hundred bucks,” he says. “It’s really, really amazing to look at lumber prices and where they went. They skyrocketed. Lumber went up 300%.”

Supply shortages and price hikes are still creating hurdles for all kinds of home and con-



struction projects. Unless you’re ready for some pauses in your project, prepared to pay a little more and wait a little longer, now is the time to get started, especially if you’re starting from scratch: You’re far from the only one inspired to spruce up your home storage right now.

“We’ve been in business for 33 years and I’ve never seen anything close to this pandemic—nothing even close—in our history,” Stoltzfus confirms. “Orders are backed up, we had hundreds and hundreds of build- ings behind because everyone is suddenly paying attention to their backyards all at once.”

Garages are benefiting from homeowners’ attention, too, and the flooring finishes that Kelman and his team offer complement the modern flair and diligent organization they’ve outfitted a garage with. But those flourishes don’t just add some aesthetic appeal to a typically utilitarian space: They also increase its durability and are tailored to the purpose they’ll serve.

“If it’s an epoxy floor coating, it will make the floor look much nicer and at the same time, the concrete underneath last much longer: If you wash it once a month, most likely, it will last you a lifetime,” he says. “When it comes to interlocking flooring, you see that a lot with show garages, where you have a couple of cars that you want to show off but you don’t take them out of the garage that

often. If you have kids and there’s a lot of movement in the garage, then interlocking floors probably won’t be the best solution for you.”

That same approach of beautifying and personalizing a functional element has made its way to sheds and stand-alone storage. With so many people installing pools throughout the pandemic, erecting their accompanying pool houses is a natural next step, and Stoltzfus has seen more and more orders for them.

“Pool houses are pretty hot right now,” he says. “We still sell a lot of sheds but people need a place to put their inner tubes and chairs now. And they want a screened-in place where they can sit by the pool without getting bit by mosquitoes.”

The ways these spaces have been reclaimed beyond purely functional purposes proves that they’re not just for seasonal storage and organization anymore: Sometimes, grown-ups need their own rec rooms and playhouse-inspired standalones.

“We’ve definitely seen a difference since the pandemic started but, especially in the last five years, people have been spending a lot more money on a shed than they used to,” Fisher says. “They want something that is a more elaborate type of structure, something that looks pretty. It’s not just a basic backyard shed: It can be a studio or something with a dormer on it, something with some fancy doors and windows.”

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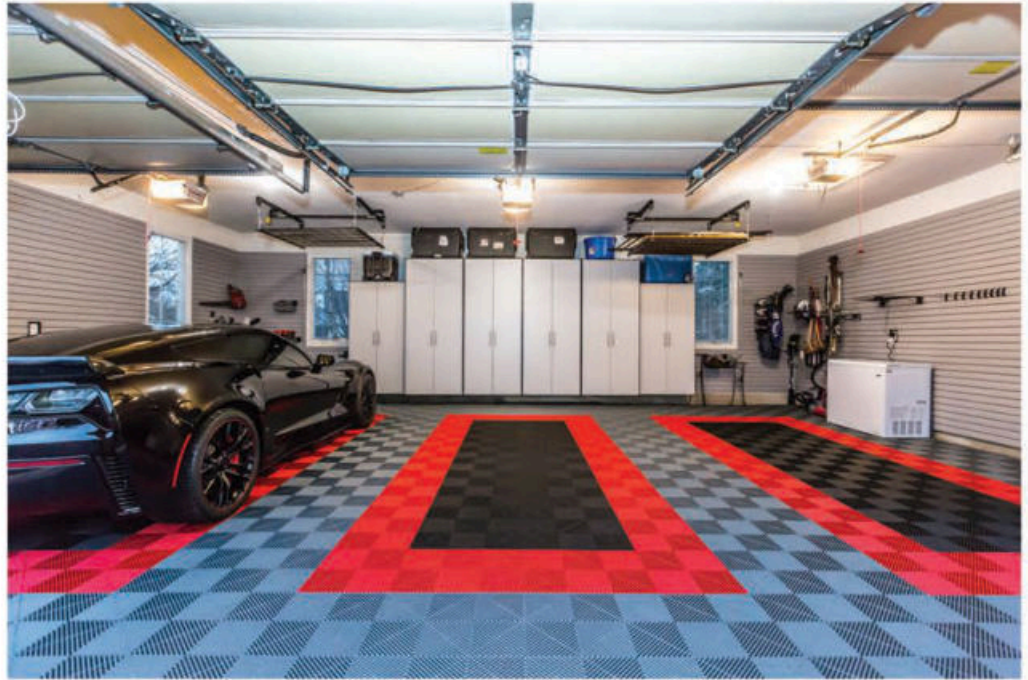
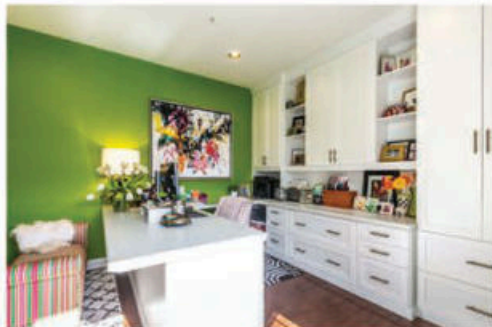
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FORM AND FUNCTION



"For sheds, it's unlimited what they can be used for," agrees Stoltzfus. "We're even doing things like seaside bars with a counter and TV screen, a refrigerator by the pool. It's pretty wild."

With so many different homeowners' tastes and wants still coming to life through their home storage projects, the prevailing commonality is that it's all about making a splash and a statement.

"They're attractive buildings now, not just things you throw in the backyard and close your eyes to and store your things in. Now it's all about beauty," Stoltzfus continues. "Everybody wants something better than their neighbors. People are spending a lot of money on their backyard storage builds to get that."

And to ensure that your own brand-new or newly made-over home storage space is an eye-catching, optimally functioning part of your home, calling in the pros is the best way to go.

"People know what they like but we'll help them determine what they need based on what they plan to put in their shed," explains Fisher. "Typically, we wind up recommending that they go a little larger than what they have right now. You don't know what you'll be storing in it or what kind of space you'll need later on."

And even if you think you're qualified to undertake your own home projects and want to save a few dollars by doing

it yourself, things tend to go sideways more often than not.

"We have the know-how because we've done it all before," Kelman says. "When a homeowner tries to do everything by themselves, especially things they've never done before, they'll most likely make mistakes. And those mistakes will cost them more money."

Indeed, a good builder's goal is a stress-free, expertly executed build that wins a client's trust with a project they're proud to add to their portfolio.

"For the customers' sake, it's no fuss, no mess, no hassle," says Stoltzfus. "We focus on quality. It's all about quality and giving people a good building and an appealing building." **H&H**



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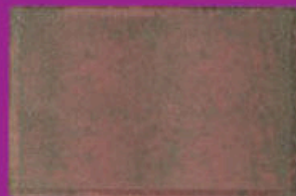
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A BACKYARD HAS THE POTENTIAL TO BECOME THE PARADISE a homeowner has always imagined. With the right help and knowledge, turning imagination into reality is possible thanks to the experts at Nyce Crete and Landis Block & Concrete.

Now in its third generation of family ownership, Nyce Crete and Landis Block & Concrete has two locations—in Souderton and Lansdale—and employs over 50 people. “We are a resource for good quality materials and service,” says Jarrod Nyce, vice president. “What we do here at Landis Block is we’re kind of a facilitator,” adds Nyce. “A customer comes in here with a bunch of ideas, and we go, ‘OK, here’s what you can do.’ We help them make a decision on: Are they capable of doing it or do they need help? If they need

help, we help them find a good contractor. We have a suggested list of contractors, who we trust, who are on that list for a reason because they’ve earned our trust and will provide a great job,” adds Nyce. “If they’re a do-it-yourself type of person ... we have all the materials, all the equipment and all the knowledge to help walk [them] through that whole process, step by step.”

In addition, the company is also a great resource on installation specifications and all updated codes, he explains.

“We have tons of different options from a full working kitchen to a simple backyard fire pit,” explains Nyce. “We have waterfall [and] fire applications [and] outdoor TV sets. It comes down to, in my opinion, simple factors [like] space, how much room you have, imagination and budget.”

That step-by-step process starts with a solid foundation and the pavers themselves, which as Nyce explains, are akin to the carpet or tile floor inside a home. “Everything starts with your floors and you work your way up,” he says. “If you’re thinking about a kitchen [and] you want to have a nice place to cook your meal, we can give you a couple different options of what kind of grill would work with what kind of pavers, and those pavers just accent everything else. It’s your foundation [and] it’s where you start.”

With Landis Block’s vast array of products spanning pavers and wall systems from Cambridge, brick pavers, Belgian blocks or concrete products, the options are endless. It’s especially true if a homeowner is looking to complete the space in small projects over time. “The nice thing about the pavers we sell, [from] Cambridge Pavers, is they have what’s called ArmorTec, a special surface layer they put on that’s made of very hard granite and they have a promise that their colors won’t fade or change,” says Nyce.

“They understand that not everybody can go out there and do their dream backyard all at one time, so you’re going to buy pavers from [them] this year, next year [and] the following year and [their] colors aren’t going to change, they’re going to match.”

Going beyond the foundation, Landis Block also offers homeowners kits that complement pavers of their choosing to further curate a livable outdoor space. From a barbecue to a propane grill, each kit can be built within the hardscaping, while accompanying features from waterfalls and fire pits can also be incorporated.

Yet, with all the possibilities, Nyce advises homeowners to do their due diligence before embarking on a project or moving forward with a contractor. “Ask questions,” he says. “Get as much information as you can, do your research [and] be smart about what you’re doing. Come talk to us, we can help you make those decisions.” If a homeowner is using a contractor, Nyce also suggests asking for their references beforehand. “I always suggest that with any contractor ... ask him for references,” he vouches. “There’s nothing wrong with that.”

Beyond that, it’s also crucial that plans for an outdoor project start months ahead of time. Fall and winter are a great time to begin the process to ensure full enjoyment next summer. “If you’re meeting a contractor, a lot of them get booked up early,” Nyce warns. “It takes a month to get something done ... so start making your plans as soon as possible. It’s imperative to start your planning and get your process rolling.”

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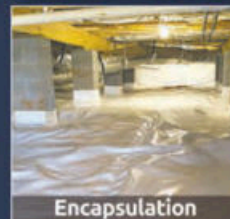
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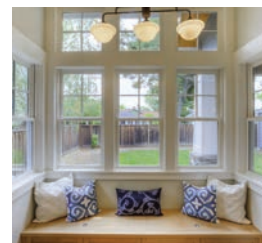


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On the Market

TIPS TO ENSURE YOUR HOME LOOKS ITS BEST FOR POTENTIAL BUYERS. by Liz Hunter

The pandemic's impact on the real estate market took a lot of people by surprise, especially sellers who found themselves entertaining multiple offers above asking price from buyers who had limited inventory to consider. However, those who hesitated due to COVID concerns or had doubts about their prospects may now be considering posting a "For Sale" sign in their own yard. Whether you're an empty nester ready to turn your home over to a new family or you've outgrown the space you have, there are some essential—and simple—steps you

can take to optimize the space for potential buyers.

Industry Perspectives

Jennean Veale, a realtor/sales associate with Berkshire Hathaway/Fox & Roach and 18-year industry veteran, says the "whirlwind pandemic market" had never been seen or experienced before—and likely never will again. "We had no idea what to imagine each day would be like, however, we all came together as one in the real estate community to provide the safest possible environment for our buyers and sellers, sharing the safest envi-

ronment possible to continue offering our services. We were extremely fortunate to be able to continue doing business, and we knew that the only way it would continue is utilizing every safety protocol."

Competition remains, though, and real estate agents say things aren't cooling off yet.

"I don't see signs of a cooldown yet, not with the very high savings on low interest rates and the lack of inventory," says Kelly Reamer of RE/MAX Properties. "There is an imbalance of supply and lots of eager buyers out there who are still seeking a home.

Everything I am reading is confirming this trend will continue until at least next year."

This keeps sellers in a good position, she continues. "The lack of inventory is providing a unique opportunity for sellers. Homes are getting multiple offers, bids over asking price and bids without contingencies with fast settlements. If you decide to sell your home you will probably be making far more than you would imagine."

Some work will need to be done to help ensure that high offer, but likely nothing major. "In a seller's market, like the one we're experiencing now, homeowners will not need to make big improvements to sell their home," says Veale. "There are minor updates and improvements that can be done if a homeowner would like to achieve their highest possible return."

Curb Appeal

Buyers are likely to drive through their preferred neighborhood to see what's coming to market so the outside of your home is one of the first things they will notice.

"The home has to be inviting. If the home doesn't appear to be cared for from the outside, chances are the inside won't be either," says Brian Iwano, founder of Blue Tree Builders. "This doesn't mean

that the home has to be outfitted with the latest and greatest. I've seen quite a few homes that were dated but well cared for."

Curb appeal isn't just landscaping. "Curb appeal can definitely be helped with smaller projects like a new front door, updated lighting and fresh paint. We often actually suggest painting certain types of siding over re-siding, especially if the existing material was installed well and is in otherwise good condition. There are other considerations with this, though."

Exterior finishes such as roofing and siding need to be functioning correctly or could cause issues during inspection. "We've seen too many issues, especially with poor siding work, that cause far greater collateral damage," Iwano continues. "Exterior work is typically a higher ticket item and can be more intimidating to undertake, especially for young buyers. Having this work already done will help curb any potential concerns and could help accelerate a sale."

In-Demand Spaces

Although it's a seller's market, there are still some amenities that buyers are looking for. Sellers can choose to put a little bit of money into updating or stage an area to help buyers see the potential.

"Many young families are looking for open kitchens, outdoor entertaining areas and office space," says Reamer. "If

there is not a designated office space in the home, I suggest staging a bedroom or basement with office furniture since working from home is the new normal."

Outdoor spaces have been in high demand. Even if the home doesn't have a fully decked out outdoor living space, there are some creative ways people can create intentional outdoor living spaces without absorbing the expense of a new deck or paver patio, says Iwano. "One way is to create a border with some treated two-by-fours and fill the inside with gravel. Incorporate stepping stones and you have a patio. The key is to make whatever you do look intentional."

Sometimes it takes the keen eye of your realtor to make a space shine. "Every home is different and unique in its own way so we want to highlight those special features when marketing a home," Veale says. "If there is a private patio and/or large landscaped backyard space, be sure to feature that area with a patio table and chairs with a pop of color and big umbrella. I once helped a seller show off their beautiful three-season room by bringing over my own outdoor sectional furniture to stage the space. It was ideal and fit the room perfectly! It will often take another set of eyes to show off your home's most desired features, that's why you need a professional, and just one more small part of the many services a realtor can provide."





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KITCHEN MAGIC

Kitchens continue to be a major selling point of a home.

"Many sellers are looking to spruce up the kitchen to get a better price on their house," says Linda Fennessy of Kitchen Magic, whose company has been fielding projects from homeowners going to market. "Realtors advise them

to make the kitchen the most appealing room in the house. We get requests to change out oak and dark wood grains to white all the time. They say 'the kitchen sells a house,' so transforming a kitchen into a showplace, in white or a neutral color, will appeal to a wide variety of buyers."

Mike Brindisi, owner of Brindisi Builders, says sellers have to overcome the lack of imagination in young buyers. A kitchen may have dark cabinets and that's all they focus on. "Buyers want the kitchen to look pretty," he says. "Paint the older cherry wood cabinets, put in a brighter countertop, neutral backsplash, neutral paint and stainless steel appliances. ... They will definitely see a return on investment. I just worked on a project like this on a Shore property and the house sold in less than a

week for \$40,000 over asking."

There are economical ways to approach this. Refacing the cabinets transforms 80% of what you see in the kitchen and costs about 50% less than replacing the cabinets, says Fennessy. "Cabinet refacing repurposes the existing cabinet box frames so you're

leaving 75% of the existing kitchen intact, and replacing the doors and drawers, which are what takes a beating. Cabinet refacing is typically complete in under a week plus you still have use of your kitchen."

The price and availability of wood makes laminate a better option for those interested in selling. "There are beautiful faux-wood laminate door colors and wood has taken a back seat to trending flat colors like white, gray and blues. These are the most in-vogue colors right now. Homeowners are looking to brighten up the kitchen," she says.

Don't Overlook the Details

There are other finer, as well as obvious, details to help a home stand out.

A home can go from humdrum to wow with trimwork, says Eugene Koval of Home Trimwork. "Most houses don't come with any type of molding. Crown molding around a room can bring a finishing touch as well as value

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and beauty to the house,” he says.

“Custom built-ins are another wow factor to showcase an entertainment space or area to display books and collectibles, and can be a real centerpiece. And since this is something staying with the house, buyers will consider that,” Koval says.

He’s also seen an increase in interest for staircase renovation since this is one of the first things people notice when they enter a home. “We’ll put in new balusters, new posts, take the old carpet off the steps and refinish them.”

Brindisi says flooring is another worthwhile update to make. “I would recommend replacing carpet with a hard surface floor like the new industrial-grade vinyls that look like hardwood, or laminate. It really gives the space a more finished look,” he says.

Some of the other “musts” require some tough decisions, says Veale. “The very first thing I ask my sellers to do before marketing is declutter or pack away items they aren’t using; such as some collectibles, seasonal decor or clothing

(winter coats in the summer months), etc. Use some plastic storage containers or just box up, and pack away these items to place in storage until the move. While cleaning out each room, decide if you’re planning to move and take everything with you. If not, then now is the time to donate it, sell it or purge it.”

Along with freshening paint in light/neutral colors, Veale says, “Honestly, a really good deep cleaning throughout the home is the best investment! At that point a homeowner might decide to replace outlet covers and switch plates throughout the home as it’s a low-budget improvement, and a noticeable update.”

Big or small, everyone agrees, don’t wait any longer to make the move. “It’s going to be a long time before you’ll get what you can today for your place. If your home is clean, well kept and intentionally done, you shouldn’t have any problem getting a very good price to help you start the next chapter of your story,” Iwano concludes. **H&H**



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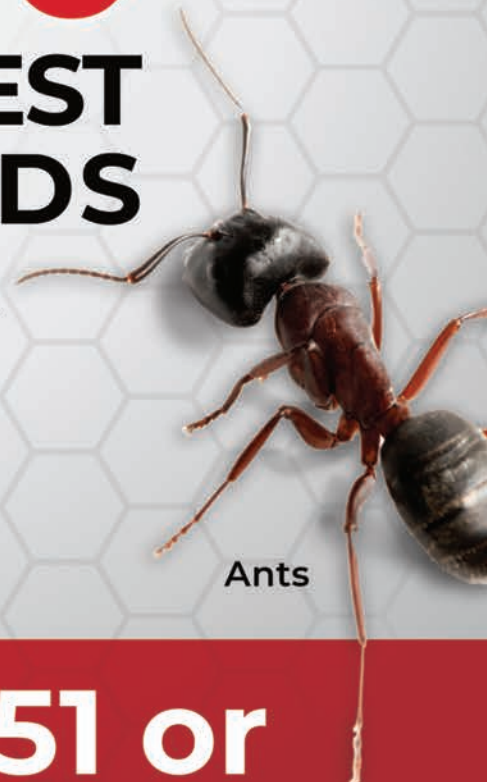
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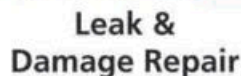
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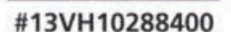


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* Requires purchase of \$1999 or higher. **FULLY INSTALLED** up to 35 sq feet of any promotional quartz & up to 50 sq feet of any promotional granite