

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.



WELCOME!

*I am so glad you are here! Pull up a chair,
grab some coffee, and stay a while.
Whether it's 3 minutes or 30, my hope is that
Magnolia Monthly and its contents bring you
inspiration and joy!*

INSIDE THIS ISSUE:

WAIT, WATCH, READ, RESPOND

P 1-3

FAMILY FUN ZONE P. 4

AUGUST BIRTHDAYS P. 4

STORY FROM THE STREET P. 5-6

SCHOOL SCRAMBLE P. 6

SOCIAL MEDIA STORIES P. 7

Wait, Watch, Read, Respond

It's the most wonderful time of the year!

Often, folks immediately think of the Christmas season when they hear this. Others? I know they're holding on strong to the last bit of summer.

For me? It's the anticipation of all things Fall. Cooler mornings. The crispness in the air. Pumpkin everything. Football season.

By the time you read this, Jacob will have

played two scrimmages, and quite possibly his season opener. This past weekend, the weather didn't feel like fall... but the football did. I just LOVE watching him play. His inaugural season left him with a broken leg (not football related) and confined to the sideline... which was okay, because he was only 4 years old. Since he was 5, he hasn't missed a season. Witnessing him develop in his athleticism and knowledge of the game has been super cool to experience.

Watching him read and respond is by far one of my favorite things about seeing him play.

Now in his eighth season, he demonstrates a "football IQ" that's pretty awesome. On both sides of the ball, but particularly as an inside linebacker, that IQ comes in pretty handy. The ball is snapped. And he waits... watches the ball... reads the offense... and responds accordingly.

Down... set... hike! It's shuffling his feet in place, leaning to the left, then a pivot and hard cut to the right to cut off the angle. It's reading the opposing team's body language. Eye on the ball. And processing many mico-bits of information so that he responds just right.



Jacob playing inside linebacker in his opening scrimmage of the season

Does he always execute perfectly? Nah. He's only 12 years old. But when he does execute well? He comes up BIG. Big hits. Sometimes a sack. Cutting off a running back before he breaks away for the endzone. Here's the thing:

For him to execute well, he HAS to wait and watch.

I recently read a quote a friend has posted on Facebook that read:

"When you can't control what's happening, challenge yourself to control the way you respond to what's happening. That's where the power is."

Just like Jacob can't control the offensive play coming his way, we can't always control what is coming at us. Sometimes it's frustrating but fairly insignificant things like a car issue. An ant infestation in the kitchen. Other times, it can be more significant. And the things coming our way can come from any angle.

Home life.

Social life.

Work life.

Recently we were serving a set of clients moving to the area from across the country. We had looked a dozens of homes, most of them "fixer upper" types, and finally found the one. Through the transaction there were a bunch of hiccups... a failed septic. (Remember that story?). A broken boiler.

Settlement day was finally here, and we went for our final walkthrough. Main floor looked good. Upstairs looked good. Some personal belongings were left behind in the garage and out buildings... super frustrating, but it happens.

Then I heard from downstairs: "There's water in the basement."

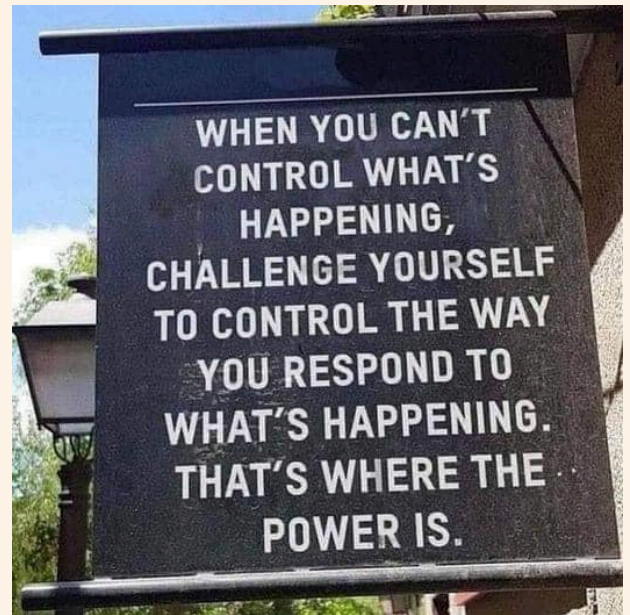
I recognize I'm stating the obvious here, but those are words you never want to hear. Not in regard to your own home. Not during a showing. And most certainly not during a final walkthrough.

So while not AS quickly as this wait-watch-read-respond process plays out in football... we did need to respond expeditiously. The situation could have spiraled out of control pretty fast, with finger pointing and nastiness. I am thankful to share that it didn't... and that by calmly ascertaining the facts and determining next steps, we were able to find a solution with which our clients were comfortable.

Wait... watch... read... respond...

If you're a parent, you've no doubt faced opportunities with your kids to practice the same. Or maybe with friendships. With the driver who cut you off, or the server who messed up your order, or the checkout lady with an attitude.

The reality is, we have very little control over what comes our way. But we DO have control over our response.



Will we wait long enough to watch... to catch a glimpse of ALL that is happening.

Will we take the time to read the various angles... just like Jacob does in football... and respond accordingly? The last line of that quote says, "That's where the power is." It's not really about being powerFUL... but having the strength to respond WELL.

I can't wait to watch Jacob play more this season and continue to develop! I'll never look at him playing the same way again... watching him wait so that he can respond in the best way possible is a lesson we can all use to be reminded of from time to time.

And when he does? Boy does he shine.

The same is true for us, too... go SHINE.

Stacy

Family Fun Zone!

August Trivia
Question:

Q: In what year were the first Olympic games held?

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!!

July Trivia Question:

Q: What is the capital of Alaska?
A: Juneau

Congratulations, Taylor Cole!

Sudoku

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



HAPPY BIRTHDAY!!



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

Claire Van Horn	8/1	Kara Mitchell	8/6	Amy Lyons	8/19
Jessica Baldwin	8/1	Lila Mitchell	8/6	Gavyn Berning	8/19
Mark DeGirolamo	8/3	Liam Terrell	8/9	Shannon Taliaferro	8/20
Rachel Micol	8/3	Kimberly Kile	8/10	Rachele Lowery	8/20
Sean Carr	8/3	Chris Eckard	8/12	Terri Stilwell	8/23
Bill Leahy	8/3	Veronica Weaver	8/13	Susi Cedillo	8/23
Jon Zmuda	8/4	Monica Veirs	8/14	Krysia Novotny	8/24
Kaylee Radford	8/4	Lauren Medovoy	8/14	Kim Santana	8/24
Tyler Amato	8/5	Laurie Vasquez	8/15	Jim McKee	8/24
McKenna Westcott	8/5	Grace Ingram	8/15	Samuel Veirs	8/26
Nathan Wolf	8/5	Jubilee Shullenbarger	8/16	Jeremy Medovoy	8/26
Tessa Gersch	8/5	Meaghan Trout	8/16	Abigail Cabrera	8/26
Tristan Melson	8/5	Daniel Jerore	8/16	Ellen Fellows	8/27
Kristen Hostler	8/6	Gracie Barrett	8/16	Dylan Williams	8/27
Kristin Stauffer	8/6	Quincy Burns	8/17	Allie Doyle	8/28
Tim Baldwin	8/6	Scot Shapot	8/18	Kaelynn Burge	8/28
Chris Baugher	8/6	Kris Weidling	8/18	Logan Cunningham	8/29
Kyle Upchurch	8/6	Colin Amato	8/18	Annabelle Eckard	8/30
		Meghan Bailey	8/18		

STORY FROM THE STREET...

"The Winning Offer!"

A Triumph in Maryland's Competitive Real Estate Market

In the fast-paced and intensely competitive world of real estate, landing the perfect home isn't just about finding the right property - it's about making the right offer. At Impact Maryland Real Estate, understanding what clients need and guiding them to make an effective offer is where we shine. This isn't just a sales strategy; it's a commitment to the happiness and satisfaction of the people we serve. Here's a story that perfectly illustrates our philosophy and approach to success.

A Challenge Accepted

We recently met a couple who had already experienced the disappointment of writing six 'losing' offers with another brokerage.

We got a random call that said, 'Hey is this Impact? You were referred to me... I have a friend that wants to make an offer on [123 Main St.], can you help?

This is not a call that we often get, so we did some more probing...

"Who referred you?" – The answer was legit.

"Are they [the buyers] working with an agent?" – He said they were but weren't anymore.

"Is Financing in place?" – Yes, and we got the lender name.

We said, "Give me a few minutes to do some research and call you back."

In that time, we reached out to the person who referred us. Called the listing agent of said house to make sure it was available and to feel them out.

Everything checked out, so we called the referral back and said, "Meet me at the house at 7pm tonight!"

The buyers were hopeful yet cautious. They found a house they loved and the pressure was on; they wanted to make "the winning offer." Understanding the gravity of the situation and their desire to finally secure a home, we accepted the challenge and got to work.

A Personalized Approach

At Impact Maryland Real Estate, we employ a unique system when working with clients. We ask them to rate a house on a scale of 1-10 based on their preferences and needs. This not only helps us gauge their interest but also helps to structure the offer accordingly.

In this case, the clients were determined to win, and we knew that we had to construct an offer that stood out among multiple other offers.

I looked the client dead in the eye and asked, "What kind of offer do you want us to make for you."

And, I will remember this day for the rest of my real estate career. ---- After MONTHS of disappointment and discouragement, he simply said:

"Make us the winning offer!"

Talk about pressure!!!! We reviewed some strategies that we have utilized successfully in the past to 'hopefully' make the winning offer.

Crafting the Winning Offer

We had to be both aggressive and smart. By adding a time kicker, an appraisal kicker, waiving inspection, and offering a quick settlement, we crafted an offer that not only met the seller's requirements but also made our clients' offer irresistibly appealing.

These weren't just arbitrary additions to their offer. Every aspect of the offer was tailored to the situation and aligned with the market dynamics of the moment. We knew that in Maryland's competitive real estate market, every detail matters.

Victory Achieved

Our expertise and tailored approach paid off. Beating out multiple other offers, we secured the 'winning offer' for our clients. Three weeks later, they were moving into their new home, a milestone that marked not only the end of their home search but also a new beginning in a place they could call their own.

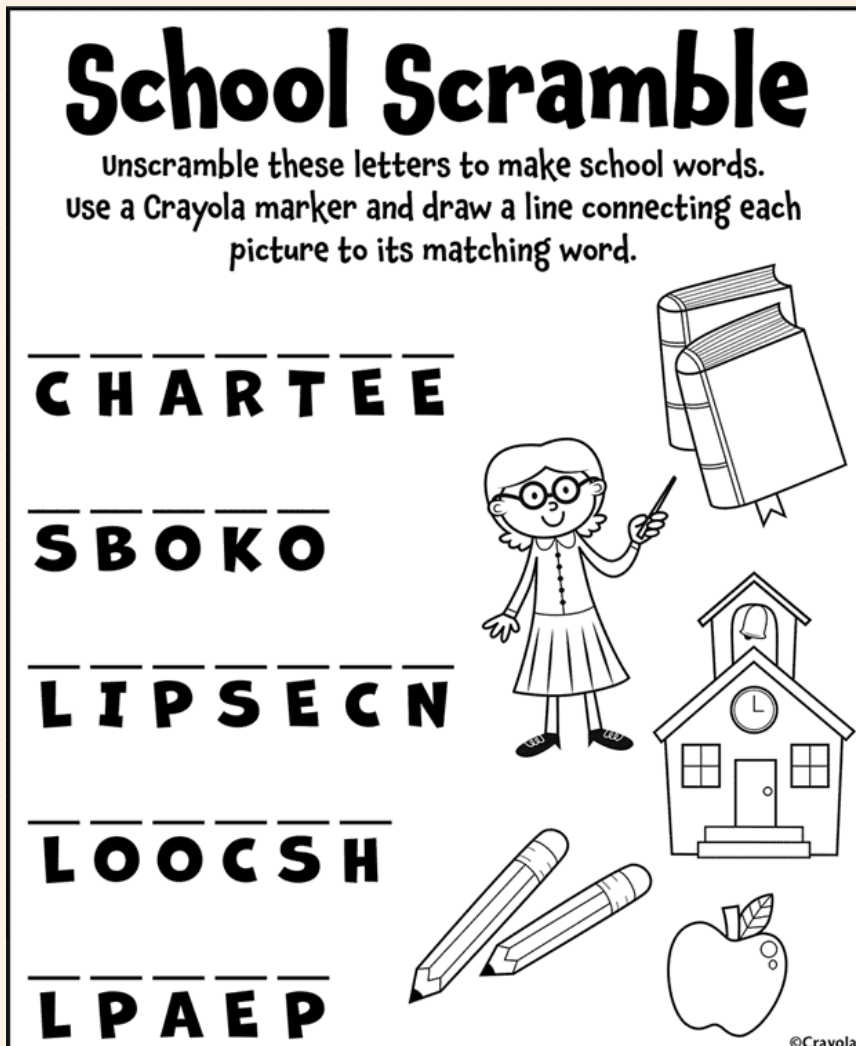
The Impact Maryland Real Estate Difference

This success story exemplifies our commitment to understanding, strategizing, and delivering on our clients' needs. At

Impact Maryland Real Estate, we don't just see a house; we see a future home for the families we serve. We understand that real estate isn't just a transaction; it's a journey filled with emotions, dreams, and sometimes, pressures.

Our approach has proven successful time and time again, and it's why our clients trust us to lead them through the intricate world of real estate in Maryland. In the words of our clients, we don't just create offers; we make the 'winning offer.'

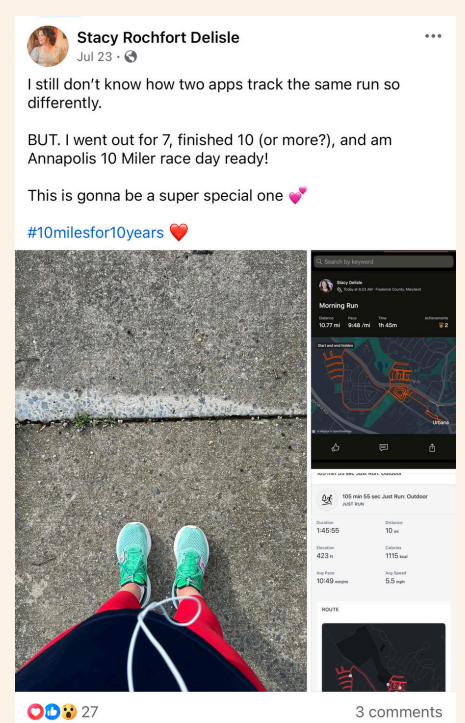
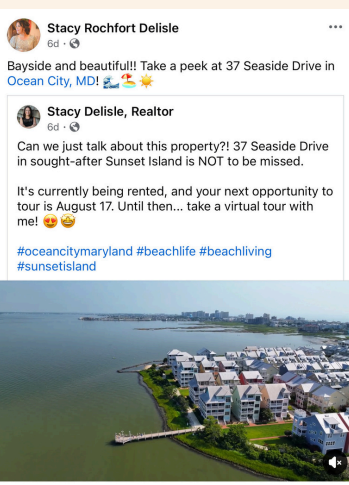
With Impact Maryland Real Estate, your dreams aren't just within reach; they're a call away. If you're ready to take the first step towards your new home, we're here to guide you every step of the way. Because for us, it's not just about closing the deal; it's about opening the door to your future.



Wishing all of
the youngest
Magnolia
Monthly
readers a
WONDERFUL
Back-To-
School
season!!

SOCIAL MEDIA STORIES

A round up of fan favorites!



MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

3295 Prices Distillery Rd.
ljamsville, MD 21754
240-815-0890



For Inquires AND Referrals contact:

stacy.delisle@gmail.com

Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

We had a wonderful experience with Stacy and IMPACT. We had some renovations to complete before listing, and they have us great advice, made sure we were all on the same page, and remained supportive and responsive through the sale of our home. Highly recommend!

★★★★★ The Coleman Family

This newsletter is intended for entertainment purposes only. Copyright 2024 Magnolia 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.