

# 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!*

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## *Labors of Love*

Life is made up of countless small and sometimes monumental acts, some of which go unnoticed and others that leave indelible marks on our hearts and minds. But when you stop and think about the heart of it all, you realize that so much of our work... whether it's physical, emotional, or spiritual... is truly a labor of love. And with February including Valentine's Day, LOVE is on everybody's mind. It is through these labors that we grow, connect, and contribute not only to the lives of others. In the end, isn't that what really matters?

Take Jacob, for example. A 7th grade lacrosse player with a love for the game and a strong commitment to his team, he's often out on the field even when the weather isn't kind. This past weekend, the turf was soaked, the temperatures were freezing, and the conditions far from ideal. But Jacob wasn't bothered.

***He is learning that that growth doesn't happen on sunny days alone.***

Jacob's commitment isn't just about becoming a better player—it was about teaching himself (and his teammates) that persistence is one of the greatest labors of love we can offer, both to ourselves and to others.

Then there's Ryleigh... who decided she wanted to learn to crochet. I am not entirely sure where this newfound passion derived, but she has been ALL in. Between directions that came in her crochet kids, and YouTube tutorials, her labor has been, well... laborious. But as Christmas, when I unwrapped the gift she had for me (she is the sweetest gift giver after all!)... there was a beautiful crocheted anklet.

***A seemingly small token from her huge HUGE heart... a labor of love.***

And consider Ellie... a freshman in high school whose world just became SO much bigger with the addition of school sports, clubs, and activities... many more options for classes... a larger student population... talk about college. Watching her navigate it all has been awesome to witness, both in her success and her challenges.

***And she has handled those challenges with such poise and grace, working hard and loving well.***

There is something profoundly human about showing up when the conditions are less than perfect. It is in those moments

that we can see the full extent of our resilience, and it is in those moments that love shows itself.

In Jacob's case, his labor wasn't just for the sake of the game—it was for his teammates and for the love he had for the sport itself. The work he put into each practice, each rainy day, will one day help him achieve something greater. For Ryleigh, her labor was every direction read and tutorial watched. Each redone stitch so it was just right. And for Ellie, it has been all the hours learning what it means to really study, each road bump talked through, every honest conversation had.

***It was a reminder that, sometimes, love requires us to go the extra mile, even when we don't feel like it.***

Similar to the smaller, everyday moments, there are times in life when we're called to labor with love in the most profound and beautiful ways.

Consider the example of motherhood, where the labor of love is quite literal. In fact, at the writing of this newsletter, a friend JUST delivered her third precious baby just hours ago!

A mother carries a child for months, and when the time comes for her to bring that child into the world, there is a moment when the intensity of the physical labor takes over—when she must push through pain, exhaustion, and fear bring new life into existence.

***And yet, even in that pain, there is an overwhelming sense of purpose and love.***

The hours of labor, the physical exhaustion, the emotional rollercoaster, all reflect the depth of the mother's devotion. And while the pain of childbirth is temporary, the labor of love continues long after.

Raising a child, teaching them, guiding them, and watching them grow into their own person is an ongoing labor of love that shapes both the parent and the child for years to come. The nurturing of another human being, from the earliest days of life to adulthood, is perhaps one of the most beautiful examples of what it means to labor out of love—not out of obligation or duty, but out of the deep and unwavering commitment to another soul.

In another corner of life, the labor of love can be seen in the work we put into creating a home. A home is not just a building; it is a place where memories are made, where we rest, where we grow. The labor involved in keeping a home is often invisible to others. From daily duties like cooking, cleaning, and maintaining the yard to the bigger tasks of renovating or updating a home, these efforts reflect a deeper care.

It's easy to overlook the time and effort that goes into making a space comfortable, warm, and functional. But every coat of paint, every repaired faucet, every thoughtful detail, is a small act of love that adds to the life of a home.

As a real estate agent, this very idea of laboring in love is a cornerstone of my work.

Real estate isn't just about buying and selling property—it's about helping people find homes where they will build lives.

It's about understanding their needs, their dreams, and their struggles, and working tirelessly to guide them through one of the most significant decisions they will ever make. For me, this work is a labor of love because it requires me to be present for my clients at their most vulnerable moments, to listen deeply, and to help them navigate the complexities of a process that can be stressful and overwhelming.

The work I do is not just transactional; it's deeply relational. My clients are not just buyers or sellers, but individuals with stories, dreams, and desires for their futures.

Whether it's helping a young couple find their first home, supporting a family as they upgrade to a larger space, or assisting a retiree as they downsize to a more manageable home, the work I do is rooted in profound care.

It's about more than just finding a property; it's about helping people create a place where they will live, love, and grow.

It's finding and delivering moving boxes. It's sending dinner via GrubHub the night before photos because the sellers are tirelessly preparing their home. It's sitting in stairwells with Magic Eraser making sure everything is just so.

***It is, for me, a labor of love in service to my clients, to their families, and to the greater good.***

Whatever the context... sports, crochet, navigating life as a high schooler, motherhood... examples of labors of love are everywhere. Sometimes their small, and seemingly insignificant but make a world of difference. Other times they are more noticeable and profound.

Great or small, it's in the work we do for those we care about, and it's in the small acts of service that create a lasting impact.

***Like Mother Theresa said, "Do small things with great love."***

Stacy

# Family Fun Zone!

## Sudoku

### February Trivia Question:

Q:What NFL team won the first Super Bowl??

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!!

\*\*\*\*\*

### January Trivia Question:

Q: What does the phrase “auld lang syne” mean?

A: Times long past

*Congratulations,*

Jake Miller

5	123	123	123	123	123	123	123	2
7	123	123	123	9	123	5	3	123
9	3	123	123	2	123	6	123	123
			9	3	8			
			4	123	2	7	8	9
8	2		7	5	123			1
3	7	8				1	123	6
				6				
			8			9		



HAPPY BIRTHDAY!!



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

Averie Persaud	2/1	Jerry Delescavage	2/7	Luke Chaffman	2/18
Darcy Westcott	2/1	Michelle Ingram	2/7	Griffin Herzfeld	2/20
Henry Cedillo	2/1	Michelle Talley	2/7	Laila Terrell	2/20
VInce Petrolle	2/1	Piper Santana	2/7	Rogan Saah	2/20
Blaire Guard	2/3	Juliana Armacost	2/8	Zion Sesay	2/23
Christian Downey	2/3	Julie Katon	2/8	Maddie Graziano	2/23
Kelly Dean	2/3	Chris Shullenbarger	2/9	Brooklyn Baldwin	2/24
Owen Farley	2/3	Julie Maxsell	2/12	Kamryn Baldwin	2/24
Aiden Winkler	2/4	Jen Scorpo	2/12	David Corob	2/25
Max Cedillo	2/5	Cinthea Neuheisel	2/13	Urooj Fatima	2/25
Carrie Hoffman	2/6	Frankie Weaver III	2/14	Carol Decker	2/26
Christine Cole	2/6	Amy Rose	2/15	Katelynn Cabrera	2/27
Ellie Cole	2/6	Kalia DeGiorgio	2/17	Melissa Knoepfle	2/28
Rayah Burge	2/6	Matthew Ganley	2/17	Shannon Musser	2/28
		Cody Santana	2/18		

# STORY FROM THE STREET...

## *“Styles May Vary; Results Do Not”*

As we ordered:  
Burger with Fries.  
Wings and Salad.  
Salad with Grilled Chicken.  
Pork Taco Special, no Guac.

The waitress wrote down the order. Then, at the end, she went back to each of us and re-read our order to verify that she had everything correct.

It hit me...

It didn't matter to me if she had to write it down, had to bring the chef out personally to talk to us, or had the ability like some servers do and remember EVERY detail of a table's order by heart.

The important thing: just get it right.

There are MANY, MANY different ways to get an order right. There are also MANY times that we receive our orders and it wasn't what was ordered.

Thus, RESULTS matter!!!! Not every server takes orders the same way, and honestly, how he/she takes the order I could care less as long as it is RIGHT!

In the intricate dance of real estate, much like the server at a restaurant, the method might vary but the desired outcome remains consistent—satisfaction delivered impeccably and precisely as ordered. Whether through a keen memory, meticulous note-taking, or the latest digital tool, the goal is always to meet the client's exact needs. Today, let's savor a blend of techniques from our previous Stories From the Streets, showcasing how different

approaches in real estate lead to uniformly excellent results.

At Impact Maryland Real Estate, we pride ourselves on delivering not just a service, but an experience that resonates deeply with our clients' desires and expectations. As noted in one of our Google Reviews, “Stacy was wonderful! She had the marketing plan, pricing strategy, and years of expertise that created excellent results! We accepted an offer after only two days of showings that was beyond what we had hoped. She navigated the entire process with a calm clarity, sense of humor, and determined professionalism. We truly know that she cares about our family! Highly recommend Stacy!”

This echoes our commitment to tailoring our approach to each unique client situation, ensuring we not only meet but exceed their expectations.

### **Tailored Approaches, Consistent Excellence**

Our approach to real estate is like a chef's approach to his signature dish—it's crafted with care, customized to taste, and always aiming to delight.

Here are a few ways we achieve this:

#### Visual Storytelling:

We believe that you only get ‘One Chance to Make a First Impression.’ And we believe that by partnering with the best Visual Storyteller/ Photographer – Annie -that we do this on a consistent basis. You have been to restaurants where everything is plated and presented perfectly!



You know the chef CARED... And you have been to other restaurants where the dish is a muddled mess where the beans have spilled over and are on top of the fish dish. Although both might fill you up. The consistent appeal shows higher regard for that chef.

We do the same thing... Although all listings have photos, some are a jumbled mess.... NOT at IMPACT!

We employ top-notch photographers who capture the essence of every home, making sure it stands out in the crowded marketplace. As one reviewer mentioned, "The photos and virtual tour were stunning and definitely made a huge impact."

#### Scientific Staging:

We understand that staging is more than just arranging furniture. It's about creating a space that buyers can envision as their own. This strategic positioning is akin to a restaurant preparing a table that invites diners to sit and enjoy.

Our team has coined Scientific Staging as the way that we present our homes, scientifically and strategically to enhance the visual appearance of our listings. We have also partnered with, what we think, are the best designers in the area and let them do their MAGIC under our guidelines.

#### Emotional Connection:

Our marketing strategies are designed to build an emotional connection between the property and potential buyers. By crafting compelling narratives around each listing, we engage buyers' emotions, making each viewing an experience rather than just a showing.

This is something we, at Impact, are SUPER proud of. A few years ago we partnered with a marketing person to make sure that the back-end was on point. We could do everything right in preparing homes but if our presentation didn't get seen, then what good was it?

Our presence on Social Media including Google (HUGE improvement), Facebook, IG has been incredible. This helps lead to more eyeballs which equals superior results for Impact's sellers.

### **Results That Speak Louder Than Words**

Our results speak volumes: homes sell faster and for higher prices. "Impact's strategy for selling our home was perfectly executed, resulting in multiple offers over the asking price within days of listing," shares another satisfied client. This is the power of a tailored, client-focused approach in real estate.

### **It's All About the Results**

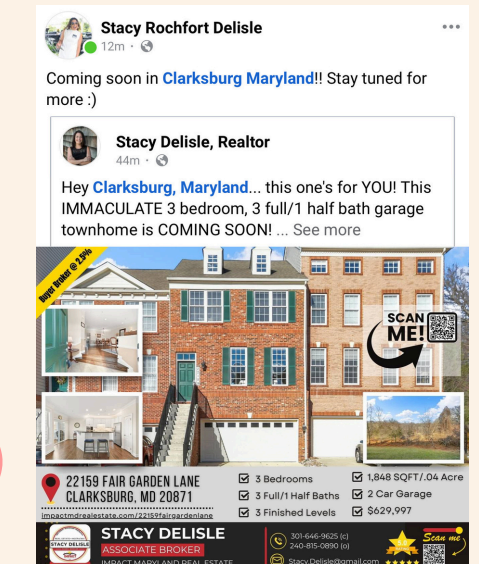
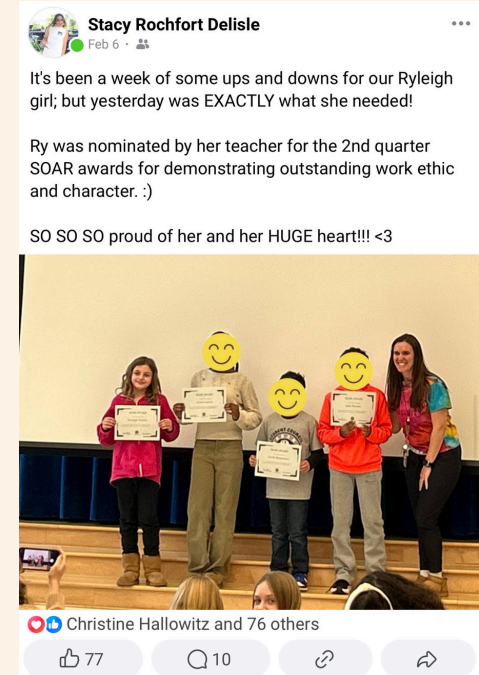
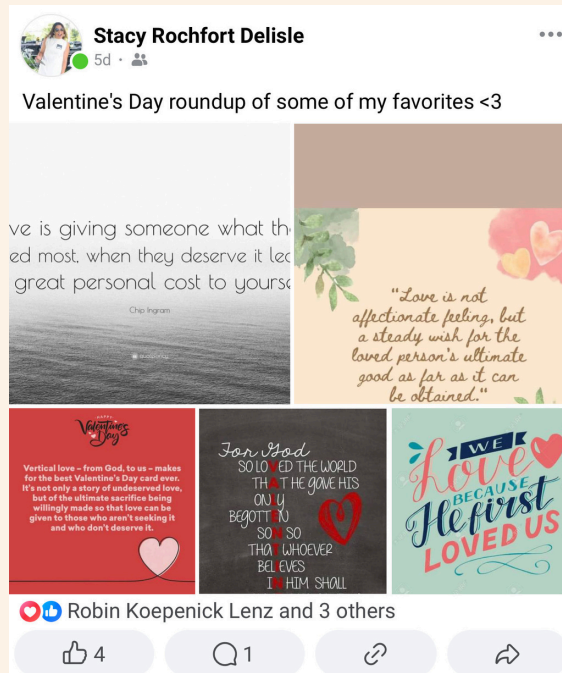
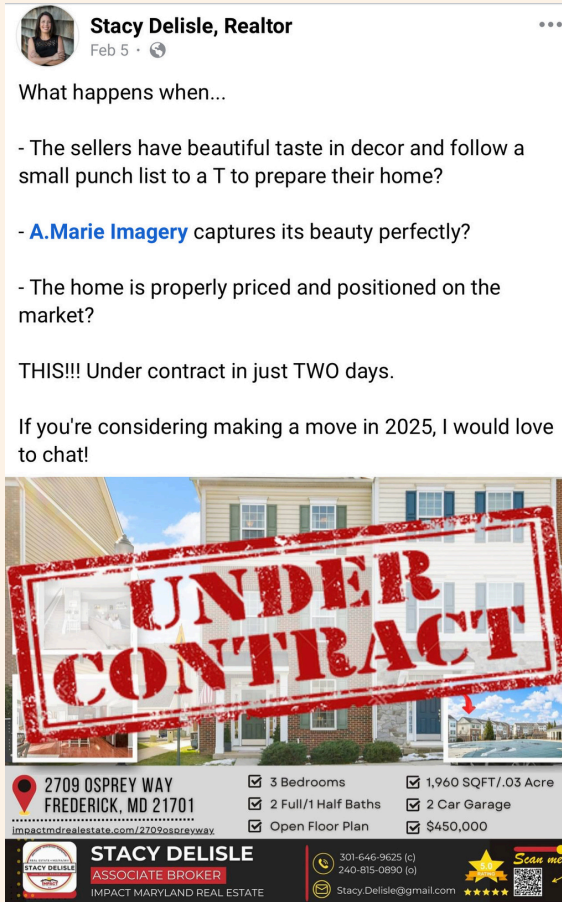
Just as a perfectly prepared meal brings joy to diners, a successfully executed home sale or purchase brings immense satisfaction to our clients. At Impact Maryland Real Estate, while our styles may vary, our results do not. We remain committed to delivering top-notch results that not only meet but exceed our clients' expectations, ensuring that every transaction is as flawless and satisfying as the best meal you've ever had.

This blend of personalized service and consistent results ensures that our clients' real estate experiences are nothing short of exceptional, proving that when it comes to real estate, the method may vary, but the results do not.

**Serving YOU would be our JOY!**

# SOCIAL MEDIA STORIES

*A round up of fan favorites!*



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## Testimonials from *Magnolia Monthly* Members...

Stacy has helped us several times sell and buy and is outstanding. You'll find no greater advocate and she works tirelessly for her clients. Highly experienced and dedicated to her community.

★★★★★ Scott Melson

Very personable and professional! is very knowledgeable and well versed in her field. She is quick and efficient, you are in good hands if Stacy is your realtor!

★★★★★ Katie Hruska

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