

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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Practicing Perspective

Friday morning started as usual.. getting out of bed and turning on my Jura to make an at-home favorite: a hot Americano. I love my Jura... an investment in a coffee maker to enjoy all the yummy things at home.

Except when it has an error code that I simply can't figure out. Especially before having coffee...LOL.

So off to Starbucks for a tall Americano... my drink of choice to get going in the morning... complete with a sweet note that turned my day around!

It has been a week of juggling ALL the things.

House repairs... a leak in our master bathroom that we finally were able to get to the root cause (we think!) but has taken forever to fix. A bit of a dryer vent debacle... that may have necessitated pulling back carpet and cutting out subfloor to repair. I'm just glad I wasn't home to see it in action...LOL.

Beach condo repairs... the oven not working in our range, and a completely chaotic mess of a delivery hiccup and install. One that may or may not have involved the contractor (who was there to look at a few other items we need addressed) and I carrying out the old range and heaving it into the dumpster.

Car repairs... which I didn't even know I had. Thankfully, I made it to the shop JUST in time before the battery died for good. While at the beach. To fix the condo repairs.

This is very much like a page out of Alexander and the Terrible, Horrible, No Good, Very Bad Day.

Then there's the real estate things all being worked on in the midst of the crazy, kids' activities being juggled on the spot, and the feeling that I probably need a clone at times to get it all done.

I often compare our schedule to a very precarious game of Jenga. It kind of is. And truth be told, sometimes the blocks crumble a little... like last week when I completely forgot about Ellie's orthodontist appointment. It happens to the best of us :)

Growing up, one of the pastors at our church, Pat Goodman, said something I will never forget. He shared that when he's asked how he's doing he replies:

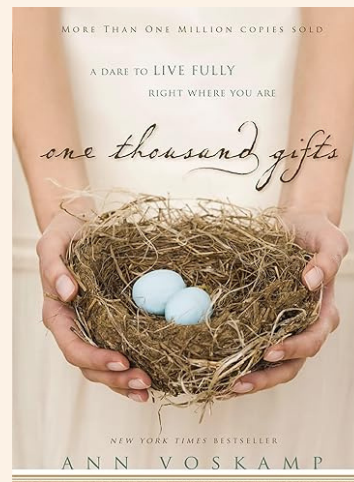
"Better than I deserve to be!"

I absolutely LOVE that perspective. It's so easy to get bogged down... house problems and condo problems. Car problems and schedule problems.

And sometimes, the problems are true, genuine, REALLY hard things. I don't want to minimize that at all... I've certainly walked my fair share, and know several folks who currently are. ❤️

But the day-to-day that can feel super big? A "better than I deserve to be" perspective changes EVERYTHING.

A while ago, I read Ann Voskamp's book *One Thousand Gifts*... a beautiful challenge to find the joy of living fully in the beautiful life we are each given.



She recounts how life-changing and life-bringing it was to recount all the gifts she has been given... even in the midst of tragedy and heartache. If you haven't read it, I highly recommend you do! It's GOOD!

This week... practice perspective. What are some of the ways you are doing better than you deserve to be? Some of your 1,000 gifts? Shoot me a text... I'd LOVE to hear!!

Stacy

Family Fun Zone!

July/August Trivia Question:

Q: What is the oldest major professional sports league in the world?

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!!

June Trivia Question:

Q: In High School Musical 2, where do the Wildcats work for the summer?

A: Lava Springs Country Club

**Congratulations
Juliet McGovern!!**

Sudoku

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

School Start Dates

8/20 8/25 8/26

8/27 9/2

IMPACT
MARYLAND REAL ESTATE

Dates provided by Maryland State Department of Education





HAPPY BIRTHDAY!!



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

July Birthdays

Adam Radford	7/1	Anthony Poska	7/7	Owen Douty	7/20
Liam Corob	7/1	Cameron Marshall	7/7	Connor Celis	7/22
Katie Buchs	7/1	Waseem Chughtai	7/9	Nicholas Matesa	7/22
Gabriella Celis	7/2	Katie Schmitt	7/9	Kennedy Bombich	7/23
Leslie Stanley	7/2	Emmersyn Hardin	7/12	Carter Lenz	7/23
Rachel Shifaraw	7/2	Nicole Berning	7/12	Lily Gersch	7/24
Ian Gut	7/3	Mali Guard	7/12	Marsha DeGirolamo	7/26
Dan Hostler	7/3	Madeline Saah	7/13	Carmelo Scorpo	7/27
Brent Newman	7/4	Bobby Hartford	7/13	Jordan Chaffman	7/27
Caroline Amato	7/5	Karen Wills	7/14	Nehemiah DeLisser	7/28
Casey Marshall	7/5	Luca Matesa	7/14	Mia Rochfort	7/28
Savannah Winkler	7/5	Sandra Fernandes	7/14	Brynlee Belofsky	7/29
Mark Westcott	7/6	Timea Horvath	7/15	Josh Buchs	7/29
Max Armacost	7/7	Abby Buchs	7/17	Patricia Paredes	7/30
		Renee Delescavage	7/17	Rachel Franz	7/31

August Birthdays

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

STORY FROM THE STREET...

Record BREAKING Sale- The IMPACT Way!

The story starts with a phone call I received while out of the country ...

Justin and Jessica had built their forever home in Ramsburg Estates ... but a job offer too good to refuse would unexpectedly require a relocation. Life can be funny like that sometimes!

While I was traveling in Mexico to celebrate a friend's 50th birthday, I received a call from Justin explaining just that they needed to list their home.

They asked when we could meet (Yes ... at Impact Maryland Real Estate, we are pretty much always available ... even on vacation out of the country 😊)

Shortly after returning , we sat down with Justin and Jessica. We toured their beautiful home, full of incredible upgrades. We discussed a few things they wanted taken care of prior to listing, but explained that with all they had going on, they needed help in coordinating and managing those projects. Yup... we do that, too!

Knowing that homes in Ramsburg rarely come to market, we discussed strategies for selling their home, grounded in what we like to call the "4 P's Approach."

What, exactly, are the 4 P's? Glad you asked! This former MCPS teacher-turned-realtor loves mnemonic devices, so I created one!

Preparation. Positioning. Pricing. And sometimes, a PIVOT.

Shortly after meeting and developing a plan, we brought in our designer, Adrienne. We went room by room to maximize each area's appeal. We also made a punch list of items for contractors to address.

We "have a guy" for anything and they got to work! Medardo and his crew came to paint and take care of a few other items, and Thomas came to steam clean the carpets. Don Graham came to refinish the steps and fix some floor squeaks. Thompson's Flooring came to stretch the carpet, and Shelton Plumbing came to address a few items as well.

A true TEAM effort... all coordinated and managed in a way that had little Impact on Justin and Jessica.

The morning of photos, I headed over to "fluff"...make sure lights were all on, pillows fluffed, and toilet paper folded (Yes... even THIS is "a thing" 😊) We made sure everything was JUST right.

Our incredible photographer, Annie, came and did her thing, and as always, the images were astounding! Mike D captured drone footage to highlight the beautiful exterior, lot, and surrounding area. Then it was GO time!!

Positioning- The question here is how do we align with what else is on the market? How do we want to be perceived amongst the competition? No doubt, Justin and Jessica's house was a unicorn... and so we positioned them as such: the best of the BEST!!!

Pricing- This is always THE question, isn't it? "How much can I get for my house?" Pricing strategy matters, and it is driven by not only external factors, but also by what is most important to you, as a seller.

With our strategy to present a "best of THE BEST" home, we proudly priced them as such... hundreds of thousands of dollars over the most recently sold property in the community.

SO WHAT HAPPENED???

We pre-marketed Justin and Jessica's home... social media posts, direct emails to other local agents, etc.

We held a "grand unveiling" charcuterie and champagne open house that drew a crowd! The feedback that evening was incredible... from active buyers, a few neighbors, and agents that "just HAD to come and see it!" No doubt, the turnout was incredible!

*This resulted in a **RECORD BREAKING** sale of \$1,525,000 in Ramsburg Estates!!*

Pivot- Sometimes this is needed.... and in this case it was. But we worked through the twists and turns, and Justin and Jessica ended up selling for hundreds of thousands more than the most recently sold comp... with a sound strategy in place that got them there.

That is selling success!!!!

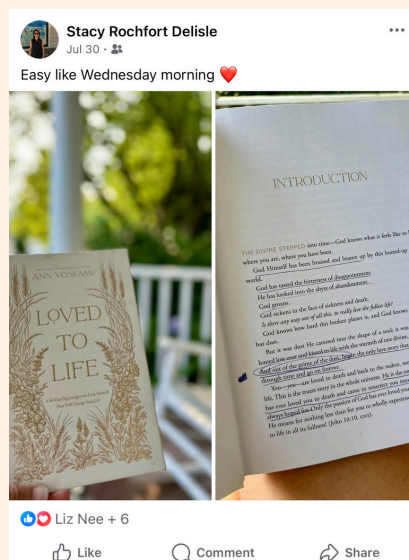
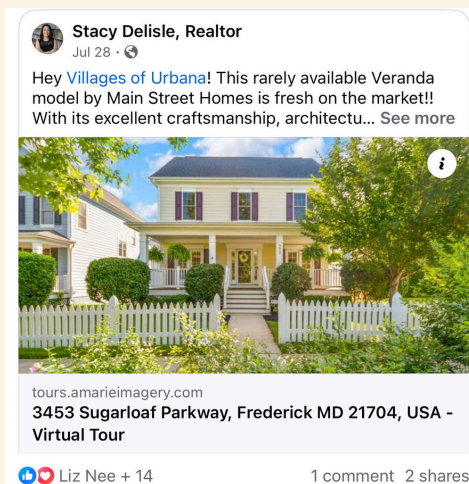
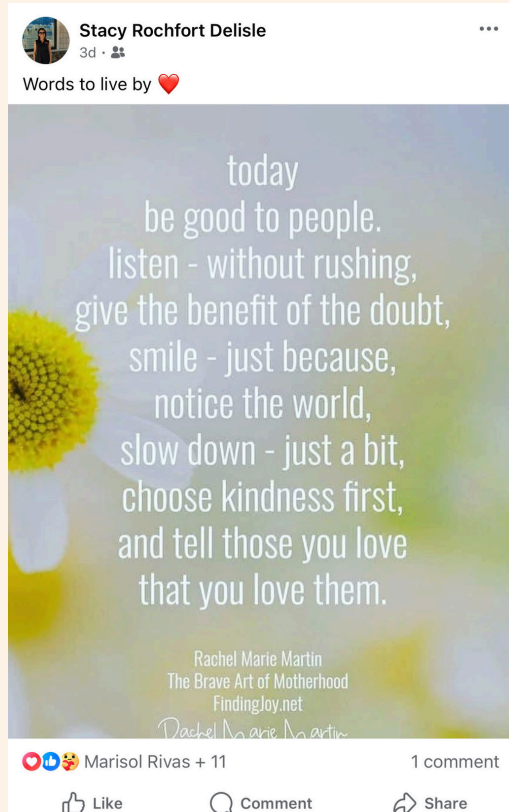
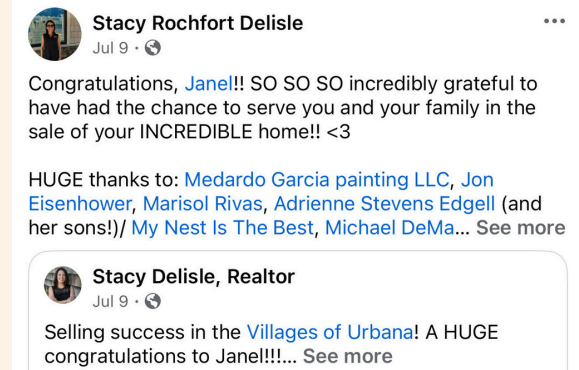
We are so grateful for the opportunity to have served Justin and Jessica in the sale of their incredible home. At Impact Maryland Real Estate, we take pride in ensuring the VERY best for our clients, both in the process and the results!

If you or someone you know is looking to make a move... serving you would be our JOY!



SOCIAL MEDIA STORIES

A round up of fan favorites!



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Testimonials from *Magnolia Monthly* Members...

I've sold three other homes, so I came in knowing what to expect—and Stacy exceeded every expectation. We worked closely with Stacy, who brought in a vetted, professional team, offered expert guidance on the ideal timing to list, and helped us prepare the home for maximum impact. From staging to photography, every detail was handled with care. Her deep market knowledge and unique marketing strategy truly helped our home stand out. Most importantly, her personalized approach made the entire process smooth and stress-free.

There isn't a single thing I would change about our experience working with Stacy. In the final days before closing, Stacy moved mountains to ensure everything was perfect. Highly recommend!

★★★★★ Janel Zaluski

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