

# Janelle's Journey

Homegrown stories of Success, Blessings and Opportunities.

MARCH 2021



At Impact Maryland Real Estate we live by the philosophy that "Stories are the Currency of our Society." That's why we say, 'We Don't Sell Homes; We Sell Dreams.'

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## **Your Hair Looks Like a "Roosta"\*\***

Growing up a red-head with little bit of problem pronouncing my R's was a recipe for a bit of razzing!

I had a true "Dutch/German accent" and went through several years of speech therapy. Having the last name Derr was not helpful either.

One fond memory in elementary school was when my speech therapist thought it would be fun to play a game called "Rabbit Runs to . . ." I had to pretend I was a rabbit that had to run to a certain place. She would point to a picture and I had to answer the question: "Where did the rabbit run to?" "Rabbit Runs to the Rug." "Rabbit Runs to the Refrigerator." "Rabbit Runs to the Door."

### **I was NOT amused!**

I still struggle with certain words like Roar and Burger, however, with speech therapy and time, I've learned to better articulate R's; but do not ask me to roll R' in spanish- I fail miserably!

We have a recording of me telling her that her hair was fire engine red and stood straight up. (yup, you read that right- you had to push "Record" and "Play" at the same time), and what a classic memory of our family. Oh the recordings we've found!

Well, I'm the one with red hair that stood straight up like a "roosta".

*Continued on the Inside...*

If you have friends, neighbors or family members who, like you, are a savvy homeowner who is concerned about how to maximize the value of your investment, and you think they would appreciate JANELLE'S JOURNEY, I'd be happy to make that happen...and, have it come as a gift from you. Here's how it works: Simply shoot us an email ([subscribe@ClientProfitSecrets.com](mailto:subscribe@ClientProfitSecrets.com)) with your name and the name and address of the person whom would enjoy this newsletter. I'll include a note explaining that it is totally free because you arranged for a free subscription.

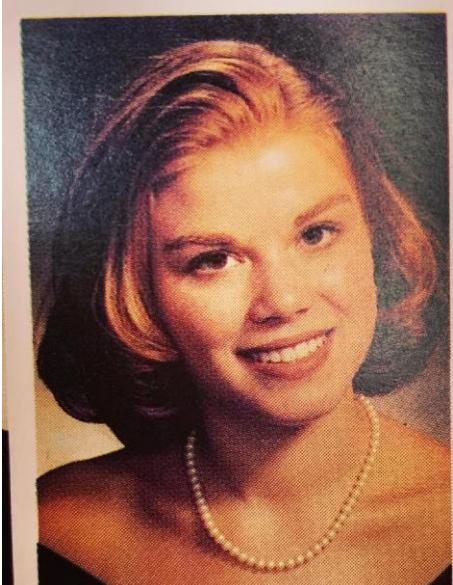


My sister and me. I'm sitting on the floor- the one with the hair sticking straight up!

Oh how I hated being a red-head growing up; the nicknames, being so pale and burning at the sight of sun, the freckles...However, St Paddy's Day is almost upon us, I've decided to celebrate that most Irish of institutions.

No, not leprechauns or Guinness – it is, of course, being the mighty redhead.

So, here I am- my random red hair as my sister and I are the only ones in the family with red hair - how did that happen?? Embrace it? Sure will- especially for St.



Love the pearls!

Patrick's day! I mean, All red-heads come from Ireland, right???? (Nope... but for one day- I WILL believe it! And enjoy the free beers)

An educational side note: Red hair is

synonymous with Ireland. Ten percent of Irish people are redheads, compared with just one to two percent of the global population.

You might be forgiven for thinking red hair originated here, but that's not the case. Geneticists haven't pinpointed exactly where or when the ginger gene evolved, but one theory puts it in the Middle East during the Paleolithic Era.

Some scientists even think it may have been passed onto early humans from Neanderthals.

My sister, Jessica, did 23andme. As it turns out, we are 36.4% German, 26.9% Irish, and 28.2% Northeastern European. Either way...I've learned to embrace my red hair (well, former red-head, since I'm now going white.)

Here are a few top reasons why redheads are the best

### **1. The late, great Lucille Ball...need I say more?**

Being a redhead means joining a long line of amazing fiery haired beauties and heroes including Maureen O'Hara, Winston Churchill, and even Mary Magdalene for Pete's sake.

### **2. A rare and beauteous thing**

Around the globe just 2% of people are blessed with flaming locks. Red hair is a gingery beacon among a boring scene of brown and blonde.

### **3. Tend to absorb vitamin D like a sponge**

Interesting fact....New research has shown that Ireland and Scotland have more redheads per capita due to their cloudy grey weather. Basically, fair hair and freckles allow those to absorb more sunshine.

So, no SAD (Seasonal affective disorder) and very strong bones for me! How efficient (especially after this endless winter season)

### **4. Redheads have their own festivals**

Have you ever heard of a blonde or brunette convention? No! Each year in Ireland about 1,000 redheads gather in Ireland for a fierce party. There are other gatherings around the world too, including Redhead day in The Netherlands. Other hair colors are just missing out!

### **5. No grey hair**

Redheads rarely turn grey, or at least take longer to get around to it. In fact, most redheads skip grey completely going from red, to blonde to white.



My Cousin, Jenny, Me (middle) and my Sister, Jessica on the front of the bike.

## 6. Flaming good luck

Redheads bring honor and luck. In Poland, if you pass three red-heads, you'll win the lottery. Ancient Greeks dyed their hair red to show courage, and in Denmark, it's an honor to have a red-haired child.

## 7. Better fight-or-fighters

If you're ever in an emergency, you'd be fortunate to have a redhead on your squad to help you get through it. That's because redheads are super efficient with regard to adrenaline — yet another superpower our ginger brethren possess. We're beginning to suspect they might be superhuman with all of these genetic advantages!

## 8. No One Will Mess With You

While many redheads are extremely nice, everyone assumes your temper is as hot as your hair.

## 9. Ginger's Have A Guaranteed Halloween Costume



Ginger Spice, Carrot Top, Joan Halloway ("Mad Men"), Daphne Blake ("Scooby Doo"), Lucille Ball ("I Love Lucy"), Meredith Palmer ("The Office") — the list goes on.

## 10. Feel less pain than most

I swear I'm not making this up. Studies found that redheads are less susceptible to skin pain and can better handle hot and spicy foods. A small study in the journal *Anesthesiology* found that redheaded women required 19 percent more of the anesthesia desflurane to be put to sleep than women with dark hair.

A little Lep Luau fun. My favorite holiday :-)

*There you have it. A few reasons why I now embrace my natural red hair and enjoy every moment of St. Patrick's Day! Cheers!*

Bruce Springsteen, the Irish American New Jersey hero "The Boss", wrote "Red Headed Woman." In it, he says, "It takes a red-headed woman to get a dirty job done." Sure does!



With the way things are going in this crazy market, you'll need someone to get the job done. This "Pandemic Housing Market" is like nothing we've

seen before. Homes are flying off the market within hours of being listed- some even going for \$50K+ OVER asking price.

Whether it is determining the steps to properly prepare your home for the market or finding your dream house, allow me to help you: Together we will get it done!

Don't mess with a red-head!



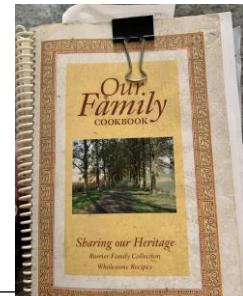
Check out this hair-do!  
Circa 1987

♡, *Janelle (AKA RP)*

## This Month's Sudoku

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

# ★HAPPY★ BIRTHDAY!



## Happy Birthday

Here are March Birthdays from our friends of **Janelle's Journey**. If you have a birthday in March and don't see your name on this list, please email or call me so that I can include your birthday.

1- Evan Routzahn  
7- Jenna Brower  
13- Heather Fulton  
14- Tanya Pershin  
17- Happy St. Patrick's Day!!!!

Jamie Hawk

Chase Hawk

Jason Barrick

18- Amy Diggs

19- Cindy Wetzel

20- Amanda Fishel

23- Kristine Susan

24- Lauren Kelleher

28- Peter McDonald

Patrick McDonald

Jason Hawk

Be sure to Wish these Friends a  
HAPPY BIRTHDAY if you see them!

## Wholesome. Homegrown. Heritage.

**Sharing my love of yummy recipes and  
comforting memories around the table.**

I have the *perfect* end to a dinner of Corned Beef and cabbage.

### CREME DE MENTHE BROWNIES!!!

\*\*Side note story.... I made this for a 4-H Champion Chow competition (year 1995ish???) Well, my brownies turned out amazing, however, the judges assumed I used the alcohol version of creme de menthe and I was disqualified. I was 14- I had no idea what they were talking about! Alcohol what? No- it's a flavor extract you buy at the grocery store. Promise... unless you want to spice up the recipe a little? You do you!

#### Brownie:

1 cup sugar

½ cup butter

4 eggs

1 cup flour

1 16 oz can Hershey Syrup

1 tsp vanilla

Grease 9x13" pan. Bake at 350 degrees for 35 min. Cool completely.

#### Mint Center:

½ cup butter

2 cups confectioners sugar (10X sugar)

2-3 TBSP Creme De Menthe flavoring

(add a little green food coloring if desired)

Cream all ingredients together and spread over cooled brownies

#### Topping:

Melt 1 cup Chocolate Chips with 6 TBSP butter

Cool. Then pour over top the creme.

Fridge the brownies until cool, then cut and enjoy!

# Wilson's Wellness Wisdom

## 5 TIPS FOR MARCH'S NUTRITION MONTH

March is National Nutrition Month (FYI- It's also National Celery Month and Mustache March- who knew?!). This is a nice time of the year to reevaluate our health goals. This is especially important in case those we made in January for the new year have taken a backseat to busy schedules, or we've slipped back into unhealthy food ruts for comfort or due to stress. Junk food, fast food, and red meat are all things most people realize they should avoid, but avoiding certain foods isn't the only key to staying healthy. It's more important to focus on your health as a whole, and how making smart health choices in several areas of your life can provide multiple benefits for the long haul.

Everyone deals with schedules, jobs, social lives and other things that some people believe don't allow them the time to live their healthiest life. But the belief that we don't have time for health is simply not valid; everyone can live a healthy life when they break it down meal by meal, day by day, choice by choice. So, to inspire you to live a more vibrant life each day, here are some nutritionist approved tips you can start to work into your own routines today. Practicing them daily will create a healthier (and happier) you in no time!

### 1. Eat More Plants

Sounds pretty simple, right? That's because it actually is. When you choose to eat more plants at each meal, you crowd out the unhealthier foods like dairy, meat, eggs, processed foods, fast food, pre-made meals and stuff that really provides your body with nothing but inflammatory, dense sources of calories. Remember, calories equal energy. Your body needs calories to provide you with energy, so be sure you choose quality calories versus just focusing on the number of calories a food has. A 400-500 calorie meal made from plants like leafy greens, vegetables, fruit, whole grains, nuts and seeds is going to be more usable for your body than 400-500 calories from a medium fast food French fry and some ketchup or a small measly cheeseburger

### 2. Be Label Smart

Generally speaking, if an item has a label on it with more than 5 ingredients, you probably shouldn't be eating it. The healthiest choice foods contain one ingredient or no label at all. For instance, fruits, vegetables, leafy greens, nuts, seeds, beans and legumes are all single food options that your body can use much better than a processed protein bar with 10 or more ingredients.

### 3. Get Enough Sleep!

Busy schedules, exciting nights out and stress can all keep you from getting the rest you need, but this comes with a huge price. Research has shown that even just 30 minutes

less of sleep one or two nights a week can lead to weight gain, changes in insulin levels, and prevent quality mental focus the next day.

### 4. Eat a Fiber-Rich Breakfast

Most people know they should eat breakfast, – no news flash there – but what many people don't consider is the importance of a fiber-packed breakfast. A piece of fruit is nice in the morning, but it's not going to do much for you an hour later. Your body needs a good bit of calories, ample amounts of fiber, and a little protein to get it going and to keep you full. Fiber takes a longer time to digest and also stabilizes your blood sugar. If you have a hard time adjusting to more fiber, start out slow but make it a point to increase it daily. A green smoothie, oatmeal, or some fruit chopped into a bowl with some coconut yogurt, flax, chia seeds, and pumpkin seeds are all great options that might be easier on your stomach than large amounts of something harsher like wheat bran cereal. Increase your fiber a little each day and you'll likely notice you feel more full during the morning while also having less severe blood sugar drops the rest of the day. This can keep your insulin levels healthy to prevent sugar binges or extreme fatigue. Fiber-filled breakfasts can even improve your weight since they change the way your metabolism functions over the course of the day.

### 5. Don't Fall for Gimmicks

Gimmicks like strict juice cleanses, completely avoiding food groups (like fat and carbs), going on a liquid diet like some celebrities do, or feeling the need to only eat one food for days on end (like bananas) are not healthy, balanced ways to take care of yourself. If you want to have a green juice or green smoothie, then be sure you're still eating meals and consuming a variety of other foods too. Balanced eating promotes a healthy body. Period. Explore all your plant-based options so your body gets what it needs. As a result, your metabolism will stay fueled, your brain will function better, and you can learn how much of what specific foods make you feel full longer and fuel your activity levels best.

Don't forget that exercise is also important. Since we depend on food to provide us with calories for energy, we should put those calories to use. Get moving by taking a walk, going for a jog, doing some yoga or taking a class at your local gym. Workout at home? Get some kettlebells and lift those instead of weights. Pick up an active hobby like climbing or hiking. You get the drill. When you move, you improve your mental health, physical health, and your longevity at the same time. It's a win-win!

# 'Stories From The Street'

## What's Up with the "Market?"

We, at Impact Maryland Real Estate, get this question ALL THE TIME. Family gatherings. Running into Friends at Target. Whatever/Wherever we are viewed as experts with all the answers needed for real estate.

Truth be told we are experts.

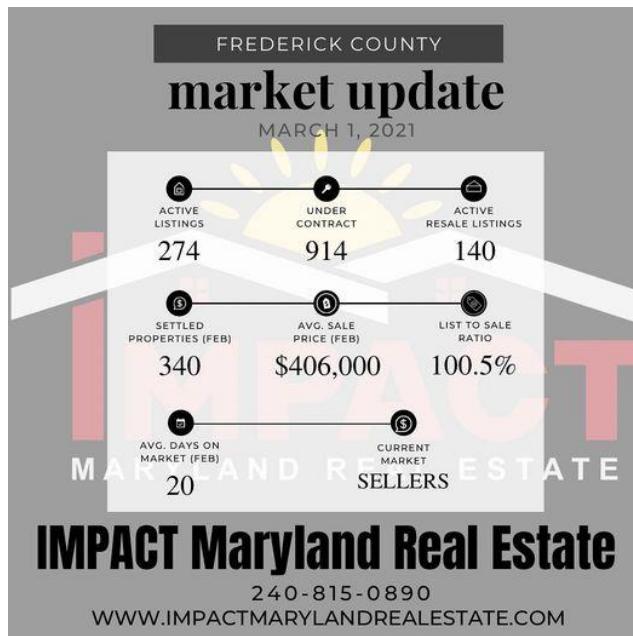
We do real estate EVERYDAY! We talk to others in the industry not only locally, but all over the country. We talk to others in ancillary businesses like mortgage, inspectors, title companies and other supporting industries. We have a very microscopic view of the market.

**It is clear to us that what is going on in the market is VERY SIMPLY – Economics 101 – Supply and Demand.**

There are MANY, MANY, MANY factors that go into the state of the market but looking specifically into why this is SUCH A SELLERS MARKET is simply a function of the demand of buyers to purchase homes now far outweighs the supply of homes for sale.

Just this past weekend we had a buyer looking at a \$900,000 house in Frederick County. Now, typically, when you get into that price range there are limited buyers, and the house might sit on the market for some time until the 'right' buyer comes along. But this house, after talking with the listing agent, ended up with 7 OFFERS!!!

**This is unlike anything we have seen before!**



Have you ever been at one of those lakes with all the fish swimming around and a little kid drops a morsel of food into the water and what seems like an endless amount of fish all fight for that piece of food?

**Yeah, that's what the market is now!!!**

But instead of fish, there are buyers... and instead of a morsel of food, there are houses 😊

The supply is EXTREMELY low with 140 active 'resales' (excluding new construction) and there are currently 914 properties UNDER CONTRACT!

*What this tells us is that for every house that is listed there are about 7 buyers willing/looking to purchase and thus this is having an effect on the market that leads to an increase prices and has escalated the overall market.*

Buyers have to be very creative in getting their offers accepted as we are routinely seeing 6, 7, 12 offers on properties. And you have to have someone that is an expert in structuring offers to get your offer accepted in today's market.

Conversely, if you are looking to sell, NOW is the time while the inventory is low and buyers are in a feeding frenzy.

If you want to know the multitude of factors that go into where this market is now, feel free to reach out to us.

# Social Media Stories

I share quite a bit on Social Media platforms, especially on Facebook. I know some of you may not be on Social Media, so here are a few of my **Social Media Stories** that got some interest, likes, and comments.

Stopped by my parent's house today (needed peace and farm fresh air... and eggs and meat 🥓!) My mother surprised me with this beautiful table runner. She pieced it together from old feed sacks and hand quilted it. And, in the second picture, is my Dad's beautiful stain glass stars he made for me! ❤️ What a treasure!!! #familyheirloom #heritage #thankful #blessed #cherished



286

49 Comments

Lots of celebrating here!!! My girl just beat the TJ High School girls 2 mile run soccer record... as a freshman!!!! Tryouts in the middle of winter (yes, soccer is a fall sport- thanks Covid-19)- wind, freezing cold temps, ice...and she rocked it! All good things come with hard work and dedication. She has earned every bit of this (she wakes up and trains before school)... 13:28!!! 😳😊❤️⚽️ #proud mama #proud puppies #hardworkpayoff 💪 #mygirl #myinspiration #setthosegoalsandcrushem



382

78 Comments

Meet Larry! Never too old to build a snowman

骺 #readyforspring  
#doyouwanttobuildasnowman  
#dreamingofwarmerdays ☀️



99

6 Comments

Taking a little time to unwind, re-center, and prepare for a busy week ahead. How do you spend your Sunday's? #mindfulness #sundayvibes #colortherapy



40

20 Comments

Look...the sun is shining!!! Just finished a glorious 5 mile run in the warm sunshine. Even splashed in some puddles! Try to take a moment today to soak up the sunshine and be present in the moment- self care is so important! 🚶☀️💦😊

#signofspring #soakingupthesun  
#hierarchyofneeds #selfcare  
#dowhatmakesyoursoulhappy #smile  
#bepresent



# Janelle's Journey

*with Impact Maryland Real Estate*

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## Testimonials from recent 'IMPACT Maryland Real Estate' Friends

We LOVE our clients and work tirelessly to get Superior Results when you hire us. We realize that your home is your most important investment we treat the entire experience knowing that it is YOUR family and YOUR life that we are involved. We don't take this responsibility lightly. The following review is of one of our Partners and is taken off our Facebook Page. If we have worked with you, we'd love your feedback. [www.facebook.com/impactmarylandrealestate](https://www.facebook.com/impactmarylandrealestate)

"After years of renting, I finally decided to look into purchasing my first home. I found that purchasing a home during a global pandemic to be very challenging. My first 2 offers were not accepted between multiple offers and offers over asking price on the first day the homes were listed. Finally, my 3 rd offer was accepted.

Being a single mom, I struggled for many years. I knew what neighborhood I wanted to live in. Janelle has been amazing to work with. Her patience, determination, knowledge and persistence helped me find the perfect house for my kids and I. She was right there for me every step of the way from finding the houses, making appointments for the same day as they were listed, working on getting contracts in the same day we saw the houses, reaching out to agents with questions, to getting with my lender, setting up the home inspection and getting everything ready for settlement.

We settled on our home in July 2020 and I couldn't be happier. Janelle's compassion and dedication to her clients made the whole process easier and less stressful. She is the true meaning of a Realtor, she didn't just help me purchase a house, she helped me purchase a HOME." -Angela

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