

MEDWICK'S MONTHLY

MOM LIFE. SECRET SERVICE WIFE. REAL ESTATE ADVICE



WELCOME!

I am so happy to have you here! I hope through my monthly newsletter we share many laughs, cries, and inspiring stories. An authentic look into my unedited world. Enjoy!

The Jeep wave.

Driving down the road today taking Judge to the vet, we passed another Jeeper. Without even thinking I raised my hand and give a wave.

I always heard about it. Never really thought it was a thing.

But maaan it's not only real, it's taken very seriously.

I remember when I drove my brand new Jeep Wrangler off the lot, my first brand new car at the age of 38 btw, I couldn't have been more excited. #SoccerMomVan I am NOT!. I dug my heels in the dirt hard about that one.

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No minivan for this mom!

I was dead against it. Anyway, I pulled out of the lot. Set the radio to something upbeat and turned up the volume. I was in my own glory. About a mile down the road I passed my first Jeep and CRAP.... They waved! I didn't! Ok Josie... next time. About another mile down the road another Jeep, another wave. This time I waved. Late, but I waved. Now I'm ready. And I was. Every Jeep after that got a wave.

It's a Jeep Pride thing. It's a bond. It's respect. It's the camaraderie. Loyalty.

2 years later and I'm still waving at every Jeep I pass. I don't know them. They don't know me. Set aside politics, religious views, or any other difference we may have. None of that matters. It's shouldn't right?

We both have something in common that we truly care about.

It really got me thinking about when I was growing up in Jersey. I remember like it was yesterday. No matter where we were in town when we walked past someone my dad always waved and said "hello". At that age, I seriously thought my dad just knew a ton of people. But in reality, he was just a nice guy and was being respectful.

My dad's kindness really stuck with me and to this day I still do the same thing when I'm out and about.

Unfortunately, less and less do I have a chance to pass on that kindness.

It's an addiction.

Cell phones that is. It is absolutely crazy how many people I see walking with their faces down in their phones. The other day, one woman at the grocery store nearly ran right into my cart because she was so busy looking at something on her phone.

When was the last time you were in a waiting room for something? Doctor's office, barbershop, nail salon..... Next time you are take a look around.

Chances are most of the people around you are face down plastered to their phones. Facebook, Instagram, Pinterest, all the news outlets, Twitter, Snapchat. I could keep going on. Technology has made it far too easy to entertain us at any given second and become antisocial to the people around us. Not just strangers, but our own families.

This has bothered me for some time now. The more I think about it, the sadder it makes me. Occasionally, I have fallen into the trap myself which is why I get so upset about it. It's far too easy to get roped in. A majority of the stuff on there just ends up giving me anxiety anyway! HAHA. So why do we continue to do it?? This can be a whole other topic of conversation.

In the world of real estate, my clients are like my Jeep wave people. Some of them I have never met before. They don't know me. I don't know them. But to me, it's an instant bond. Set

aside all our differences. Those don't matter. We both have one thing in common and that's our focus.

One of the major reasons I got into real estate, aside from finding it all fascinating, I LOVE meeting and helping people. Like, I'm sort of a dork. I will talk to anyone, anywhere LOL. John (husby) thinks I'm a little nutty. But I truly love people. And when it's paired with something I really enjoy, it's a match made in heaven.

I HAVE to be present for my clients. One of the biggest gripes I hear from people about other realtors is their response time is awful. I have personally seen it. It's just not how I do business.

There's no time!

In this market, there is literally ZERO time to be jerking around (well in any market really). There is no time to be scrolling my life away on social media or getting wrapped up in the next news story frenzy.

My loyalty and respect for my clients are everything to me.

My focus is on them and their wishes.

So can I challenge you this month? Lift your heads up. Put your phones down. Be present in your surroundings. Wave to people you pass on your walk and say hello. Check on your neighbors. Call family you haven't talked to in a while. Pick

up groceries for someone who doesn't have time. Make dinner for someone who is super busy and overwhelmed.

Recently, a few of my friends have told me they have either removed the social media app from their phone or they just deleted everything altogether to eliminate the urge. Might not be a bad idea to try for a bit!

So, keep your heads up! Get outside. Enjoy the beautiful weather and meet some new people!

A handwritten signature in cursive script that reads "Josie". The signature is fluid and elegant, with a large, sweeping "J" at the beginning.

Fun Time!

May Trivia Question

Q: Which nut is used to make dynamite?

Everyone who texts or emails in the correct answer by the last day of this month will be entered into a drawing for a \$10 gift certificate to Amazon.
Good luck!!

May Sudoku

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



HAPPY BIRTHDAY!!



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

Olivia Marschall 5/3
Emily Nicholls 5/6
Jordyn Rising 5/9
Lindsay Garvin 5/14
David Graim 5/15

Josie Medwick 5/16
Elijah Choi 5/20
Matt Drazin 5/23
Natalie Erickson 5/26

STORIES FROM THE STREET...

A monthly column of real life examples, told in 'story' format to give you knowledge of what actually happens behind the scenes of a Real Estate transaction.

Real Estate is a FUNNY business. Not 'HaHa' Funny. Just more of an 'aha' funny in how it works and the intricacies that go into a real estate transaction and the 1000 different moving parts.

As Entrepreneurs, we see things differently, there is never a box that gets checked and then you go to the next box and check that off too until you are complete. There is no 'right' way to do real estate and to help clients. There is the 'North-Star' that you follow that is doing right and being a fiduciary for the client but getting the end result is never the same twice.

The fun part as Impact grows is that we all have varying levels of success and we all go about our transactions differently, all the while striving for the same goal with our client.

Learning how others 'do' real estate has been the most interesting aspect of the growth at Impact.

How Barry does business differs from Stacy who differs from Carmella, to Hashie, to EV, to all of us.

And we talk and strategize on a daily basis.

We look at each other for pricing of homes, for negotiating offers, to working through issues. One of the things that we are big on at Impact is the pricing strategy and what is BEST for that client and THEIR home. I'll tell you that there are no two strategies that we give 2 different clients that are the exact same.

In this market, pricing is crucial and what is even more crucial is the appraisal.

Let me explain appraisals. Everyone thinks that appraisals are a scientific method for putting a valuation on a property, but this is not entirely true.

There is data used to put a value on a property but there is a lot that is subjective. What 'comps' are used is a HUGE factor. Literally, within a mile or two radius, you could find 25 comps to use but you only need 5 – 6 to use, and then if an appraiser picks out 5/6 on the lower end of the values vs 5/6 on the higher.

This variance could literally be \$50k - \$60k.

Impact recently had 6 properties listed that went from \$32,000 over list price to \$77,000 over list price with multiple offers. We were worried about the appraisal on all of them and the ones that we were super worried about ended up appraising, and the 2 others that we thought would be fine ended up appraising low.

This just shows how crazy and unpredictable this market really is. And why I am so grateful to be where I am and to work with the incredibly knowledgeable people I work with. Being able to bounce ideas off one another, or hearing about others' transactions only helps us learn and add more value to our clients.

So with that said.... Who wants to jump on the 2021 crazy housing market train??

Healthy Me, Healthy You

Healthy living, gardening, recipes and more. What has worked for me and what as not.

Garden tip(s) of the month

Tip #1 Not all seeds are created equal!

As you all know I decided to try my luck at starting my entire garden from seeds this year. And HOLY MOLY is a lot of work! HA! In the beginning they need so much attention. But every seed needs different types of attention.

Lettuce does NOT like to be warm. So no warming mat for this one.

Tomatoes, peppers, and eggplant only like to be warm while they germinate. Thennnnnn they hate it and will shrivel and die if they stay on heat.

Squash and cucumbers HATE to be cold. So they LOVE heat. These guys need to stay on heat even after they pop up from the dirt.

Tip #2 Start squash and cukes in a 2.5-3" pot.

Squash and cucumber seeds are huge. Most other seeds are fairly small and work really well in the small cell pots. But squash and cucumber seeds are so big and need to start off in a larger pot such as a 2.5" one.

Tip #3

After your seeds have sprouted and have a second set of leaves it's time to re-pot to a 2.5" pot (unless it is a squash or cuke because you are already in that size)

When repotting tomatoes: cover the ENTIRE stem with dirt. All those little hairs on the stem will become roots!



Recipe of the month: Grill basket

So easy and so yummy!

Dice chicken breasts (you can use shrimp, steak, or whatever too)

Chop peppers, onions, celery, carrots, zucchini, cherry tomatoes and any other veggies you like.

Toss with a little olive oil and your favorite seasoning and throw on the grill in a grill basket. Then toss over brown rice! It's literally our go-to spring/summer meal!

Social Media Stories

A round-up of fan favorites from the past few weeks!



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Testimonials from Medwick's Impactful Monthly Members...

From beginning to end, Josie was a rock star for us in the sale of our home. Josie is extremely knowledgeable and so easy to work with. We have bought & sold numerous homes through the years and by far Josie is the best realtor we have encountered. I would highly recommend her. ~Kevin and Sandy

Josie Medwick is a fabulous realtor! She is so helpful, willing to listen, and so knowledgeable about all of the steps in buying a home: from finding a great home to fit your family, to advising about the age of the furnace during the inspection, to what to expect during closing. We really felt supported and taken care of! Trust Josie to help you find your next home!! ~Chris and Cristy

Would give Josie a 6/5 if I could, was very professional and quick to respond. She was a pleasure to work with and made the entire home buying process a breeze. Would absolutely recommend her to my friends/family.
~Matt

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