

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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"525,600 MINUTES"

525,600 minutes. Channeling my former choir girl and lover-of-musicals self for this post's Rent reference. In reality, this post is all about the past year. Grab a seat. It's a long one... but a goody.

If you take away nothing else (besides the fact that there actually are 525,600 minutes in a year) from this post, I want you to know this: *God is so incredibly faithful. In all things.*

You see, I recently celebrated one year since making a move to Impact Maryland Real Estate. And to say that it is one of the most fulfilling choices I have made would be an understatement. With it being the start of 2022, I wanted to share with you, my amazing friends, family, clients, neighbors, and all-around wonderful people, a bit about this past year and all it has meant to me.

Most importantly, the ways I have seen God at work have been astounding. The decision to make this change was not one that came lightly... and it included lots of prayer, wise counsel from a few close friends, quite a bit of agonizing, and just waiting for a sense of peace. And truth be told, many things about it were hard.

But like I tell my kids, “we can do hard things.”

I am so glad I did. Because God... and His faithfulness.

There is something incredible and inspiring when you find yourself right in that "sweet spot" of your passions, how you've been wired and equipped as a person, and the environment in which to flourish.

This past year at Impact has been exactly that... and SO much more!

In terms of real estate, I have learned a ton. Much about septic... probably more than I wanted to. Innovative systems. Restricted soil season... phrases that became commonplace during this past spring and summer. (See this month's Story from the Street!)

I was pushed outside of my comfort zone of Urbana, expanding to new geographical areas like Potomac, Jefferson, Middletown, and Charm City... my hometown of Baltimore. And countless more little nuggets of wisdom.

In terms of people... I am surrounded by THE best.

#ImpactFamily is just that... family. Collaborative. Conscientious. Never competitive or contentious. Supportive. Solution-oriented. And down right awesome.

My partner, Eric Verdi, has built an incredible thing here at Impact. It is an absolute joy and honor to be part of it. His support, partnership, confidence in me, and friendship are priceless... and they humble me daily.

My #ImpactFamily? They ALL are an incredible group of human beings. Our group texts keep me entertained, each of their strengths and gifts are an encouragement to me, and I learn so much from each of them. I am so grateful for them welcoming me so warmly!

So how do you measure a year?

Sure... in 525, 600 minutes. And yes, in cups of coffee. MANY cups of coffee. And pumpkin spice lattes.

In laughter? Absolutely. The laughs are plentiful, that's for sure!!

Some strife? There's been some of that, too. But, our #ImpactFamily... we are better together.

Most of all, it's measured in love.

Love for my #ImpactFamily. Love for my FAMILY family and how they've all encouraged me through this past year. And love for the Lord... for His faithfulness. The ways in which He has stretched me and grown me and used those around me to support, encourage, and challenge me. He who has promised is faithful (Hebrews 10:23). And I am so deeply and incredibly grateful.

Here's to an amazing first year at **Impact Maryland Real Estate** and the joy of working alongside the best to serve amazing people like YOU!

And here's to many, many more!

Stacy

Happy New Year

Y Z Q S A P L M V C O B S S P E T
 N L R N F F I R E W O R K S K Y B
 B O R D K Q U O V L Y M E E P N E
 Q K P I Z K W A N O P E C P L Y I
 K M J Y Y D Q E V R O P A H Z L D
 H B F H E R R E R A R H N Y B J J
 O P A R T Y C A P L D T J H M R U
 U Z D B Z M T R I Y L Y S Y V K C
 E R M D S S I K E V L I R G S U J
 H H T A H Y T R A P A Z E L F T H
 C H D Z S P T G M J B B L E X H Z
 Y Y N Q I R A E Y W E N K G C G A
 C E C E L E B R A T E W R A X I K
 K B T I M E S Q U A R E A L Z N M
 N E W Y O R K O W G I W P R K D S
 P B Z S T O S L B P W E S K T I C
 C K Y S N I K P O H O Z N Q R M H

Ball Drop
 Herrera
 Midnight
 Party Hat

Celebrate
 Hopkins
 New Year
 Sparklers

Fireworks
 Kiss
 New York
 Time Square

Happy
 McEvoy
 Party

Family Fun Zone!

January Sudoku

January Trivia

Question

Q: The Baltimore Ravens is one of two NFL teams that has what?

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!!

December Question and answer:

Q: Which animal symbolizes good luck in Europe?

A: Ladybug

Other answers accepted: Pig, Rabbits, Goldfish, Frogs

Congratulations Tammy Bailey

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



HAPPY BIRTHDAY!!



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

Brooke Ackley Jan 1st
 Justin Fellows Jan 4th
 Emma Schmitt Jan 7th
 Averie Paulus Jan 8th
 Noah Stauffer Jan 8th
 Tony Altuner Jan 14th
 Micah Downs Jan 14th
 Grant Altuner Jan 16th
 Matt Rogers Jan 16th
 Kidan Shifaraw Jan 20th

Ashlie Rose Jan 20th
 Hanna Hefner Jan 21st
 Jordan Coe Jan 24th
 Rebekah Shullenbarger Jan 25th
 Tyler Walker Jan 26th
 Lochlin Desantis Jan 28th
 Aubrey Coe Jan 29th
 Leah Brown Jan 30th
 Abu Sesay Jan 30th

STORY FROM THE STREET...

Oh Cr*p! {When Septic Systems Go Wrong}

One of the inspections we recommend when purchasing a home, in addition to the regular general home inspection, is a septic inspection. Even as listing agents, we appreciate knowing that when we are selling a house for our clients, that the new owners will have functioning systems.

A septic system is one of those property systems that is necessary to work properly and can cost a lot of money if it doesn't. As the new homeowner, you don't want to get stuck with cleaning up a mess and paying for it, too, if it can be caught before you go to closing.

Early last summer, we had a property listed on the market that went under contract quickly, with the home inspections for informational purposes only. The general home inspection went fine but the septic inspection failed.

Badly.

Well, crap. Quite literally.

After finding out that it failed, the buyer initially wanted to terminate the contract, but they were on a time constraint to get moved in to their new home, as they had already sold their previous home. We negotiated with the buyers and ultimately agreed that our sellers would provide an escrow to pay for a functioning septic system.

An escrow is an agreement for a third party (in this case, the title company) to keep custody of the funds until requirements were fulfilled and all parties agree to the disbursement.

We were full steam ahead to closing.

However, before we could set up the escrow account, we had to figure out how much to set aside for it.

We had to get the county health department out to perform a perc test to determine what type of drainage fields the new septic would have.

If you have never had the privilege of being present for a perc test, you have missed a whole lot! The 'Septic Guy' starts digging holes at various depths anywhere from about 12 feet to 18 inches below ground level, then they put a certain amount of water in said holes.

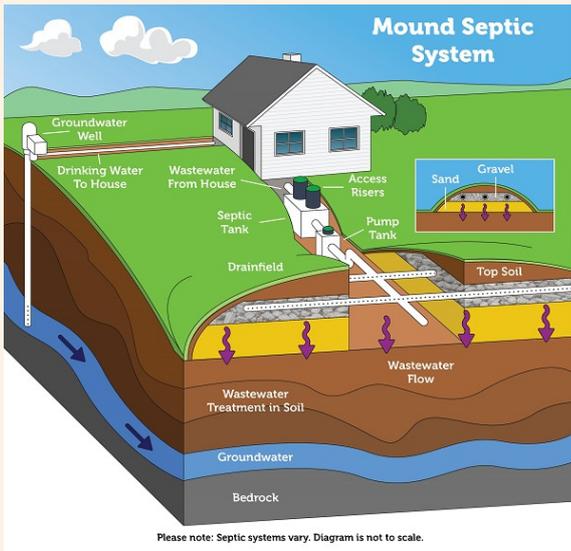
You basically are watching water drain out of a hole in the ground, to see how long it takes.

Much like watching paint dry, it is a rather unentertaining process. 😊

During this particular perc test, it had been raining that morning, and during part of the test, our septic contractor put a canopy over the hole, to keep the test site from getting "contaminated" with additional rain water.

Once again, the perc test failed. We realized that in order to have a functioning septic system, the drain field would have to be one of the worst case and expensive scenarios: a sand mound.

With it being a sand mound system, at least we had an idea of how much to set aside. And add 10% on top of that, just to be on the safe side. Especially since there had started to be major issues with the supply chain.



At the beginning of July, we went to settlement on the property.

In the meantime, the county health department began working on the required specs the new system would need. The contractor could begin designing a whole new system once all the specs were sent to them.

The county had also thrown into the specs that they would need to replace the traditional septic tank with a more modern and environmentally friendly BAT system, which is basically like a mini-waste treatment plant.

Once the contractor started the design, it took about three weeks for them to finish the initial part of it. Then it went to the county health department who had to approve the design. Eventually, even the Maryland State Department of Environment got involved in the design approval process.

In the first two weeks of moving in, the new owners of the home had the septic backup into the basement. The septic tank was full and the ejector pit pump had also failed. After replacing the ejector pit pump, there were still issues with the tank and some backups into the house.

None of this had happened to the sellers before!

They had no idea the septic system was failing, and to what extent it was failing.

We quickly realized that with the drain fields failing, the septic tank would have to be pumped about every 10 days until the new system got installed.

Because our contractor had to coordinate and get approvals from two different government entities, you can imagine the red tape and how slow and grueling the process was.

Once the design was approved, then the contractor would be able to begin the work, which would take about a week, at the most.

Finally, the week before Thanksgiving, four months after settling on their home, the new owners had a functional septic system.

Even after settlement, we walked through and became a conduit of communication through this whole thing with the sellers and buyers' agents to make sure that they all had what they needed to get through this arduous process.

There is so much that goes into being a real estate agent that our clients depend on us for guidance, knowledge, insight, and those relationships - like the ones with the county and the 'septic guy' to give our clients the options needed to make educational decisions.

In the meantime, we learned way more about septic tanks and systems than we ever wanted to know! And next time a septic system fails, we will be ready with the knowledge to get through it and be able to guide our clients. Always learning, always growing, and always ready to help!

Social Media Stories

A round up of fan favorites from the month!

Stacy Rochfort Delisle is with Spencer Delisle and 2 others at M&T Bank Stadium.
Dec 19, 2021 · Baltimore, MD · 🌐

Gameday. Caw! 🐾💜💛🍷

Spencer Delisle and 52 others · 5 Comments

Stacy Rochfort Delisle is with Spencer Delisle and 6 others at Holly Hills Country Club.
Dec 9, 2021 · Ijamsville, MD · 🌐

@hollyhillssc hosted a really nice holiday dinner! Great evening with friends! #fancylike

Stacy Delisle, Realtor
Dec 14, 2021 · 🌐

Thrilled to have put this stunning, nearly new home listed with Stacy Allwein Sells Maryland Real Estate under contract over the weekend!! Our buyers are over the moon 🌕!! Can't wait to welcome you to Frederick County next month when you settle on your #homesweethome 🏡👪

110

Stacy Rochfort Delisle
Dec 28, 2021 · 🌐

Happy double-digit birthday to our middle man... JACOB! His heart is as big as they come. ❤️ He loves all things football (especially the Ravens!), lacrosse, learning the saxophone, cooking, board games, and snuggles. 🥰 He is a JOY to be around and is always up for fun! He is tender, always notices how someone is feeling, and works hard to let those around him know they are loved. I can't imagine our family without him, and am so glad he's ours. I love you to the moon and back, sweet boy! Happy birthday!!! ❤️

158 · 80 Comments

Stacy Rochfort Delisle
Dec 17, 2021 · 🌐

I was talking with a friend today about redemption... how my favorite stories are ones where the hard and hurtful places are redeemed and turned into something beautiful.

This week, I have had the joy of witnessing several. ... See More

Eric Verdi and 160 others · 50 Comments

Stacy Rochfort Delisle
Dec 8, 2021 · 🌐

My sweet Ryleigh girl had no idea how much her mama's heart needed this. She has a big personality for sure... but her precious heart is so incredibly tender ❤️❤️❤️

UNDER CONTRACT!!

9912 Arapahoe Rd, New Market

Josie Lavinia Medwick and 11 others · 5 Comments

Stacy Rochfort Delisle
Dec 17, 2021 · 🌐

Another Friday, another breakfast 🍳❤️ #girltime #fridayfunday #dontblink

Eric Verdi and 29 others · 2 Comments

Stacy Rochfort Delisle is with Eric Verdi and 3 others at Impact Maryland Real Estate.
Dec 3, 2021 · 🌐

Spreading Christmas cheer at the Impact office today! 🎄

Eric Verdi and 30 others

Stacy Rochfort Delisle
Dec 3, 2021 · 🌐

This morning's breakfast is sponsored by gingerbread waffles, homemade whipped cream, and music by Rick Astley. (Fun fact: you can do the electric slide to "Never Gonna Give You Up." That may have happened. But what happens at breakfast stays at breakfast 🤪🤪🤪) #fridayfunday #littlemoments #dontmakeitweirdmom

82 · 28 Comments

Stacy Rochfort Delisle
Dec 24, 2021 · 🌐

Church, matching family PJ's, and homemade crab cakes. Christmas Eve tradition. 🎄🦀

164 · 66 Comments

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3295 Prices Distillery Rd.
Ijamsville, 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...

"I felt like I won the lottery when I partnered with Stacy on my home search. She was low pressure, high Impact! Stacy and team worked with me to understand my family's needs and she was always at the ready when I thought I found something interesting. After a lot of looking and contemplating I felt ready to move forward and got my first offer accepted. Honestly the whole process was so effortless because of her expertise and industry relationships. She is a Real Estate rockstar!!!" ***** Rebekka Popov

"I was not expecting to sell my home at this time, but I had to. I was very attached to my beautiful home, where I raised my children. Stacy Delisle and Eric Verdi helped me feel comfortable with my decision to sell. I felt I could trust their opinions and their expertise on information they gave me. I had another realtor a few years back and I had no confidence in them having my best interest in mind. Stacy and Eric are awesome!!!"***** Julie Maxsell

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