

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

Hallmark Christmas Movie Plot Generator

choose one from each column

Dist. by Universal Uclick

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big city	lawyer	returns to her small town at Christmas time	to inherit something	and magically falls in love	with a sensitive guy in plaid
career-oriented	writer		to enter a folksy contest		with an old flame
recently single	baker		to stop some corporate closure		with some guy and his dog
world weary	interior designer		to save the family business		with a single dad and his precocious child
with the wrong guy	early 2000s actor you forgot about		to appease their sassy friend or widowed parent		with Christmas, the town and some guy

...and also the only old man in town might actually be the real Santa Claus.

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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Where Hallmark Falls Short

It's February. The month of Valentine's Day. And it's easy to get caught up in the Hallmark version of how love is portrayed. Whether it's a card. A movie. Or a song. Messages about love are everywhere. Don't get me wrong. I love a good Hallmark movie.

But so many of the messages fall incredibly short.

And in falling short, we are left short-changed of what true, authentic, selfless, life-giving love TRULY is.

A few years ago, one of our pastors was giving a sermon and quoted Chip Ingram's definition of love:

Love is giving someone what they need the most, when they deserve it the least, at great personal cost.

Listing again.

Love is giving someone what they need the most, when they deserve it the least, at great personal cost.

Think about that for a minute. What would it look like, if instead of walking through life with our heads down, focused on just our own "stuff"... if we looked up. And we really SAW people. And in the seeing, we meet needs. Not just when it's convenient or only if there's recognition. But in the times where it may not even make sense. Or it can't be reciprocated. And it requires sacrifice.

I had coffee with a friend not too long ago, and we were talking about what it means to love well in the hard places. Where it's not easy or comfortable. And after I left, that sermon our pastor preached came to mind.

Hallmark would tell you that love looks like a career woman who is too busy for love, but she has to move to a small town where a handsome local bachelor teaches her about the true spirit of the holiday season. {Enter every Hallmark movie ever.}

But I like Chip Ingram's version better.

The former English teacher in me had a thought: What if the verb in Chip Ingram's quote was changed ever so slightly... moving from a definition, to an actionable list?

Once an English teacher, always an English teacher I guess :)

So, then, what does love do?

According to Chip, "Love GIVES someone what they need the most, when they deserve it the least, at great personal cost."

You see, so much of this statement creates context of what and when and how. But, when all is stripped away, what does love actually do?

It GIVES.

It GIVES someone what they need the most.

It GIVES patience.

It GIVES kindness.

It GIVES of our trust.

It GIVES perseverance.

It GIVES protection.

It GIVES hope.

It GIVES up our pride as we take a posture of humility.

It GIVES up our own desires as we instead seek the best for others.

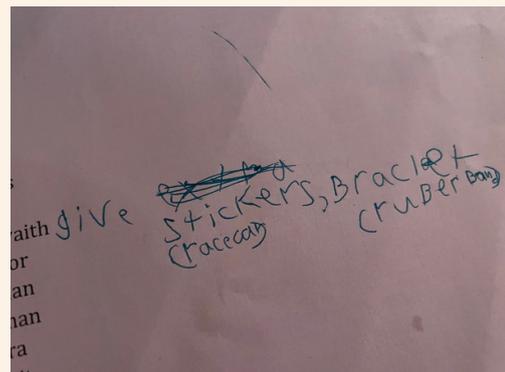
It GIVES up jealousy and rather cheers others on.

It GIVES up an account of wrongs and replaces it with grace.

Deep, deep grace.

If any of this sounds familiar, you've probably heard it at a wedding. Or read it in your bible... 1 Corinthians 13. The chapter that, when Ellie was little, she'd refer to as "The Book of Love" and ask us to read it to her. Love GIVES because love SEES.

Our foyer is currently a mess... sprawled Valentines Day items everywhere. For all the kids and all the parties and allllllllllll the things. And as I looked down, this little note took my breath away.



"GIVE stickers (racecar), bracelet (rubber band)."

It would be easy to dismiss. But can I tell you about my Ryleigh and her heart?

You see, this little note is written beside the name of a child in her class... one who seems to struggle more than most and doesn't have a lot of friends.

But she SEES this classmate. And has decided to be a friend.

She GIVES her help during class. She GIVES up her preference of her favorite mask and instead wears a rainbow mask... because she said rainbows are a favorite. She GIVES stickers and bracelets... because she knows they will bring joy. And maybe even a little hope.

Love sees. Love does. Love GIVES. Love well.

Stacy

Family Fun Zone!

February 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!!

February Sudoku

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

- | | |
|-------------------------|-------------------------|
| 2/1 Vince Petrolle | 2/14 Frankie Weaver III |
| 2/1 Averie Persaud | 2/15 Amy Rose |
| 2/3 Blaire Guard | 2/17 Matt Ganley |
| 2/3 Kelly Deane | 2/18 Cody Santana |
| 2/6 Carrie Hoffman | 2/18 Luke Chaffman |
| 2/6 Christine Cole | 2/20 Laila Terrell |
| 2/6 Ellie Cole | 2/20 Rogan Saah |
| 2/6 Rayah Burge | 2/20 Griffin Herzfeld |
| 2/7 Jerry Delescavage | 2/23 Zion Sesay |
| 2/7 Michelle Ingram | 2/24 Brooklyn Baldwin |
| 2/7 Michelle Talley | 2/24 Kamryn Baldwin |
| 2/8 Juli Katon | 2/25 David Corob |
| 2/8 Juliana Armacost | 2/25 Urooj Fatima |
| 2/9 Chris Shullenbarger | 2/26 Carol Decker |
| 2/12 Julie Maxsell | 2/28 Melissa Knoepfle |
| 2/13 Cinthea Neuheisel | 2/28 Shannon Musser |

6 Years to \$600,000

2.22.22

Where were you in February 2017???

Man, that seems like a LIFETIME ago! A quick Google search gave me the following: Trump was just sworn in as President, which would begin a cycle of craziness over the next 4 years. There was James Comey. Mass Shootings. The Russian Investigation. Harvey Weinstein.

Lots of bad seemed to occur in 2017.

Locally, there were many good things that happened in 2017, and specifically ImpactClub® Frederick was formed and we held our 1st ever Event at The Blue Side.

That cold February night 182 wonderful people came together as Founding Members of ImpactClub® Frederick – and with just a vision of the founder Ryan Fletcher and Eric Verdi, as the local co-founder, those 182 people put their trust into something SPECIAL and MEANINGFUL!

They had seen the initial video. They had heard how if everyone pulled together for the greater good and contributed a relatively small amount (\$100) each quarter, that their individual donation, by itself wouldn't make an Impact, but when combined with 100, 200, 300 other ImpactClub® members that their donation would now have a \$10,000, \$20,000, \$30,000 Impact!

And that's just what happened!

February 28, 2017 there were 182 founding members that came together and not only donated \$18,200 to Hearty House, but started a movement that after our event on Feb 22nd will have donated over \$600,000 locally!

We have heard some amazing stories throughout these 5 years. Charities start their foundations with a vision and a purpose to help individuals in need. They fill a gap where there is a void. They pour their heart, soul, resources, and COUNTLESS hours to help others.

ImpactClub® Frederick gives the support to these non-profits in the form of MASSIVELY IMPACTFUL quarterly donations.

Our investment into the community has not gone unnoticed!

Each event we bring back the prior winner and hear their incredible stories of how YOUR \$100 donation has helped keep foundations afloat, helped someone with addiction, helped build a playground, fed students meals, and so much more.

We would love for you to join the movement of ImpactClub® Frederick... and if you are currently a member, share the story of ImpactClub® and send to a friend/invite them to our event on Feb 22nd at Idiom Brewery!

To join, pop over to www.impactclubfrederick.com



STORY FROM THE STREET...

State of the 'MARKET'

Have you ever had a scratchy throat?
A bump on the back of your hand?
Pain in your shoulder when you turn
to the left? And then you
immediately go to Google or WebMD
to give yourself a self-diagnosis.

That is the beauty of technology, is
that information is at our fingertips.
And this is GREAT to an extent!

*You can do research on just about
any subject and gain more
knowledge, but it is what you do
with this knowledge and the depth
to which this knowledge can be used
is limited to your expertise in that
specific area.*

If you learn that the bump on your
hand could need to be removed
immediately what would be your next
step? You probably wouldn't self
diagnosis and do surgery on yourself,
would you?!?!?

Nope, you would THEN research hand
specialist in your area or schedule an
appointment with your general
practitioner and THEN he/she would
refer you to a surgeon/specialist. The
surgeon has all the tools, the scalpel,
the medical grade gauze, the wash to
clean the incision, the proper skills
to stitch/secure the wound, and most
importantly has the TRAINING and
PRACTICE that you would trust them
to operate on you.

**Let's roll this forward into real
estate.**

I love the reports on CNN, NBC and
all the news about the 'real estate
market' - they give the macro view of
the market. They talk about statistics
in the housing market, they talk
about interest rates, and the overall
economy/inflation and how this
affects what is going on in the
housing market.

Then you can go and do a quick
Google search on real estate in your
area and get some generic
information. You can then go and put
your address in google and 50+
website will pop up offering to tell
you what your house is 'worth.' Just
know that this is a fancy algorithm
based on area sales and square
footage - that is pretty much the only
criteria that they use to give you a
sense of value?

Sound like WebMd to you?

It does to me. It might be able to
provide you with a broad stroke of
knowledge, and maybe even some
trends in real estate but doesn't speak
specifically to YOUR situation and
YOUR specific diagnosis.

For that you would need an expert,
like a hand surgeon, to specifically
look at your situation to give you the
best advice for you!

An expert will look at many key data
points, but then - more importantly -
listen to you and what it is that you
want from YOUR outcome - whether
that be purchasing or selling - and
then and only then can you have a
clear course of action to get you from
where you currently are to your
desired result.

**Even the data I'm about to share
with you is 'Macro' in a sense but
then we will add our analysis of the
information.**

Because Impact agents are 'boots on
the ground' in real estate we can let
you know what is going on in the
trenches and the daily interactions,
daily conversations with experts in
other (ancillary) fields, and most
importantly - the consumers whom
YOU will be interacting with in a
transaction.

Don't you think it would be helpful if you are looking to purchase that you know what SELLERS are getting and looking for when selling their home?

ABSOLUTELY!

Wouldn't it be great if you were considering selling now that you could have some insight into how buyers are viewing the market now? What trends, designs, color palates, flooring are important to buyers in this market?

WITHOUT A DOUBT!

It is almost like knowing the questions to an exam before you start studying.

Our practical knowledge of consumer behavior helps us guide our 'expert' advice on the market.

So... onto the current market...

The market is EXTREMELY tight right now. Let me explain that and I can give you a sense of what the headspace of buyers and sellers is at this moment in time - February 2022. The supply - the number of active homes on the market - is at an all time LOW! And the number of people looking for homes is 'on average' - average for what we have historically felt. There isn't a rush of first-time homebuyers. There isn't a glut of move up buyers. There don't seem to be an abnormally high number of buyers moving into the area.

The buying market - in our opinion - hasn't seen a spike in the actual number of buyers.

But what has happened is that the INVENTORY has dwindled over the past 2 years from a slight sellers market to an EXTREME sellers market.

I'm going to use Frederick County as an example. A normal/steady market has about 1200 to 1500 homes for sale at any one time.

With this there is enough supply to meet the demand for homes.

Today, as of this writing, there are 105 homes for sale.

In early 2020 right before COVID, there were about 600-700 homes actively for sale, which was a 'sellers' market, but not an EXTREME imbalance in sellers vs buyers. These last 2 years the number of homes for sale has continued to decline on a steady basis. Great interest rates. Anxious buyers. Low rental inventory - with extremely high prices. Has all led to purchasers making aggressive offers!

So those same number of buyers that are out there looking for homes now have only about 8% of what they usually have to look for and to buy. The same buyer pool. Those 1500 active buyers - at any one time - used to have 1200 to 1500 homes to choose from. Now those 1500 buyers have 106 homes to choose from.

This creates a cycle in which prices have escalated and continue to do so on a daily basis.

When will this STOP?

A question we get here at Impact daily. The answer is when the supply of homes starts to increase. When we get back up to 300-400 homes for sale, we will see things not be so insanely crazy. When it creeps up to 700-800 then we will start to trend to a more level playing field.

If you are considering a move, I'm sure you are asking, where does this leave me? What should I do???

Well, you can do a Google search and get a broad overview. Or you can reach out to us at Impact who live this on a daily basis and can offer you the 'surgeon's' advice after we meet with you and correctly diagnose your situation and ask you those questions to best serve you.

If you just want to chat about the market and have no intention of moving, we'd LOVE to do that as well!

Social Media Stories

A round up of fan favorites from the month!

Stacy Rochfort Delisle
Jan 4 · 🌐

2022 has been a bit of a rocky start in our house. It's sort of almost comical. So much so that I made a Bingo game for the agents in our office called "Crap Show Bingo". With actual prizes. So we can at least laugh and try to find some humor in the crazy. 😂😂

... See More

do your best.
with your stumbles
and your triumphs.
with your tears
and your laughter.
with your giving
and your loving
and your showing up.
because no one does
your best better
than you.

words by Rachel Marie Martin
findingjoy.net

Stacy Rochfort Delisle
Jan 7 · 🌐

How we do snow days ❄️❄️❄️. Allllll the cinnamon rolls! And in the words of my coffee mug, #maketodayamazing!!



Stacy Rochfort Delisle
Jan 16 · 🌐

That time your brother proposed and she said yes!!
❤️👉 SOOOO happy for you @brendan_harman and @jillwhitty1 🥰 We love you!!



Stacy Rochfort Delisle
Jan 11 · 🌐

Find your tribe and love them hard. ❤️

Our tribe? It's expansive. Incredible. And they love us so, so well. Foot surgery (mine) compounded by kiddo sickness... well, it's been a lot.

But our peopl... See More



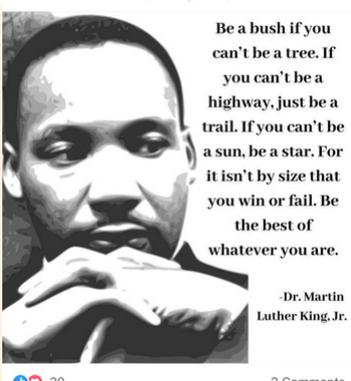
Stacy Rochfort Delisle
Jan 16 · 🌐

For your Sunday ❤️



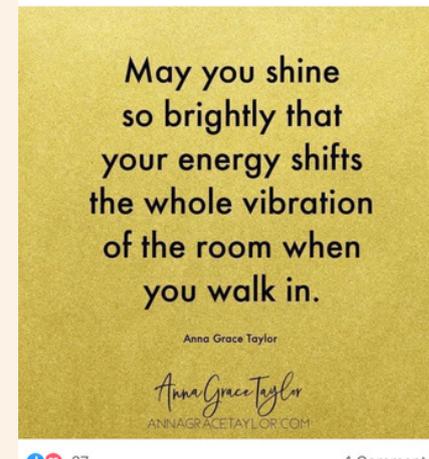
Stacy Rochfort Delisle
Jan 17 · 🌐

Wise words from MLK, JR. ❤️ #beyou



Stacy Rochfort Delisle
Jan 2 · 🌐

For your Sunday ❤️👉 #shinebright #choosejoy #impactothers



Stacy Rochfort Delisle
1d · 🌐

Friday breakfasts are baaaaaaak!!! 🍳🥞🥤
#allthelaughs #makingmemories #middleschoolmemories #tgif



Impact Maryland Real Estate is with Stacy Delisle, Realtor and Stacy Rochfort Delisle in Frederick, Maryland.
1d · 🌐

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Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

"Stacy Delisle is an exceptional realtor that far exceeded our expectations. She negotiated a contingent offer in an extremely competitive market and then sold our townhouse within days. She deftly and patiently guided us through the complex and nuanced process of home buying. Her reputation, relentless work ethic, and extensive local knowledge of Urbana and the surrounding area gave us an undeniable advantage. She and her team were always available to us whenever we had questions or just needed advice (I don't think she sleeps). She was truly a pleasure to work with and we could not recommend her highly enough. A++" ***** The Mitchell Family

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