

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!

INSIDE THIS ISSUE:

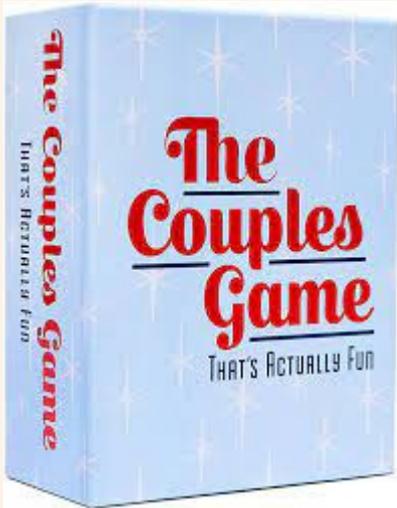
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Harmonious Chaos

The artwork above looks as if it could be a Jackson Pollock, but was actually something that came up when I did a Google image search for the phrase "harmonious chaos." Somehow pulled together as a coherent piece bound by its rust red background, this painting perfectly expresses the juxtaposition of chaos and harmony.

But why was I even googling the phrase to begin with? Well that's a funny story...

For Christmas this past year, Spencer gave me The Couples Game That's Actually Fun. (Little secret: it is!!) We were playing it recently, and one of the questions asked, "If you were going to be in a band together, what would be its name?"



I was stumped. I think I said something dumb like the "SS Delisle"... which is how I refer to our family when things have gone awry (The SS Delisle is GOING DOWN!!!)

Witty as always, Spencer came up with "Harmonious Chaos," and we spent the next several minutes laughing and talking about how that really does describe our family so well.

And it describes life well.

And it can even describe real estate well.

When it comes to my family, I definitely see it! Our three kiddos are into ALL THE THINGS (literally... three kids in SEVEN spring activities!), are spirited and spunky, and keeping up with them and their endless energy is NOT for the faint of heart.

Lacrosse and theater and softball... OH MY!!!

Figuring out dinners?! Forget it. It can be a whirlwind! Batch cooking, leftovers on hand, eating on the fly and on the go. This is definitely a season where I have to be so much more intentional about carving out time to sit down to eat together as a family.

Maybe you're in a different season but can relate. Perhaps an empty nester, and yet hobbies and commitments are never ending. Or a student... balancing classes, a job, sports and extracurricular activities and friendships and more.

And yet somehow, amidst the chaos, there's a beautiful harmony in its rhythm. Sure, somedays may fall flat or slide off key... but each season of life is one where if we look and we listen, the harmony really is beautiful.

Spring will be here before we know it... at least I hope it will be! Warmer weather and longer days. Earth springing forth with life again, being made beautiful in its time. Don't blink... you might miss it!

Instead, breathe deep the harmonious chaos of the season, and be grateful.

(And go by The Couples Game That's Actually Fun. You won't regret it... I promise!!)

Stacy

Family Fun Zone!

Sudoku

Trivia Question:

Q: What was the first planet to be discovered using the telescope? ?

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 Trivia Question:

Q: How many teeth does an adult human have?

A: 32

**Congratulations
Randi Dwoskin!**

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HAPPY BIRTHDAY!!



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

Dominic Petrolle	March 2	Charity Marshall	March 8	Lucas Cabrera	March 20
Toni Sakadales	March 2	AnnMarie Gersch	March 8	James McDonald	March 20
Daniella Petrolle	March 3	Jax Paul	March 9	Henry Delescavage	March 20
Mike DiGiorgio	March 3	Jason Wiles	March 10	Nick Maxsell	March 23
Eliana Delisle	March 4	Kendra McDonald	March 11	Lily Poska	March 24
Tim Herzfeld	March 4	Danielle Wilson	March 11	Sierra Delisser	March 25
Wesley Hardin	March 4	Sebastian Melson	March 12	Jason Delisser	March 25
Rebekka Popov	March 5	Drew Fellows	March 13	Charlotte Barrett	March 26
Matt Schmitt	March 6	Renee Walker	March 13	Madison Weidling	March 26
Amy Cabrera	March 6	Samuel Abril	March 13	Becky Celis	March 28
Miles Hook	March 6	Phil Poska	March 15	Lauren Westcott	March 29
Christian Petrolle	March 6	Natalie Hostetter	March 16	Kyle Altuner	March 29
Calan Berning	March 7	Tom Wheatley	March 18	Tiffany Huffstetler	March 31

STORY FROM THE STREET...

2nd Time is a Charm: Every Detail Matters

Imagine getting your hopes up to sell your home. Get a contract immediately and then things go haywire with the buyer. Imagine waiting 115 days while the buyer is trying to get financing. Extension after extension. Little communication on the process and the potential sale.

In a real estate transaction there are LITERALLY hundreds, if not a thousand phone calls/text messages/emails behind the scenes making sure everything is transpiring correctly.

Not IF, buy WHEN issues arise do you have a professional in your corner that can navigate potential issues?

We always tell everyone that on our business cards we should put 'Problem Solver' instead of Realtor. Because there are ISSUES in EVERY single real estate transaction.

EVERY ONE.

Not all are major. Some can be resolved with a simple phone call. Some require tens of hours of work to resolve. For example, right now we have a transaction that has been going on since May 2022 where there is a dispute on the property line. But our trusted attorney at Signature Settlements has been working since May to resolve the issue. There are multiple attorneys involve with 3 different parties to resolve the issue. But EVERYONE has been kept in the loop and there has been transparency.

Imagine waiting and waiting and waiting not hearing what is going on and then one day, YOUR sale just falls through.

Maybe it could have been avoided, maybe not.

But the smallest of details of a transaction matter and that is where IMPACT excels!!!

In the small details!

Bringing in our designer – Adrienne- so that every detail of this already beautiful house would appeal to potential buyers. Bring in our incredible photographer – Annie – to make sure the pictures popped. Our Marketing Department would not only pre-market the property but would put the run-through video, the photos, the Home's Story on Google so that the EXTRA layer of marketing would hit the public.

Check out my property description that is a sweet way to utilize my former English teacher self...

So, when we were asked to sell a property that didn't sell last year we knew that we'd have our work cut out for us since the market has changed SIGNIFICANTLY since last year and that selling now would require EVERY detail be ON-POINT and TIGHT during the transaction.

We do what we always do, go ABOVE and BEYOND.

Jane Austen has said, "There is nothing like staying at home for real comfort." Welcome to 8815 Shady Pines Drive... where the comforts of home abound! This four level town home situated in the sought-after Stone Barn section of the Villages of Urbana features 5 bedrooms, 4.5 baths, and endless designer-inspired post-build upgrades throughout!



Walking through the front door, prepare to be WOW'd. The entry level features a beautiful foyer area with board/batten trim work throughout. The entry level room, completely outfitted with shiplap, is flexible in its use and offers endless possibilities... from a bedroom, home office, or gym! A full bath and garage access complete this first floor. The light and bright main living area features an open-concept design perfect for entertaining a crowd... or a cozy and comfy family night in. The kitchen does NOT disappoint with its white cabinetry w/ up-lighting and custom organizers, stainless steel appliances, quartz counters, and custom pantry and cabinet organizers. As an added bonus, a custom coffee bar area adds both function and design! Step outside the kitchen on to the spacious deck and enjoy morning coffee or an evening glass of wine. The elevated comfort of the main level continues into the family room with custom light fixtures, box molding, and large windows adorned with custom blinds. Spacious and gracious, this level is literal perfection in its design, function, and style. The third level is home to the primary suite one that rivals the most prestigious local resorts with its custom paint and trim, stunning light fixture, custom closet organizers, and more. Two additional bedrooms, joined by French doors to offer added comfort and flexibility, a hall bath, and upgrade washer/dryer with pedestals complete the third level. Finally, make your way to the fourth floor featuring a spacious bedroom, closet, and bathroom. Don't need an additional bedroom? No problem! This space can comfortably flex into another home office, loft space perfect for movie watching to video game playing, or a guest suite. Step outside and enjoy rooftop view from the deck... a wonderful oasis to start your morning or wind down your day. Undeniably, here at 8815 Shady Pines Drive, the comforts of home... and MORE... abound! Welcome home!

We'd do a weekday Broker's Open to bring brokers though.

Little did we know that during that Broker's Open (not typically attended by potential buyers) that we'd have 5 POTENTIAL buyers tour the home that day.

Within days, potential buyers started showing interest in the property. Impact negotiated skillfully on behalf of our sellers, and they were able to secure a final sale price that was \$20,003 over the original list price. Our clients were thrilled with the outcome and couldn't believe how much of a difference hiring the right real estate team could make.

After the Open and a few days on the market our sellers got 2 AMAZING offers.

One was \$20,003 over list price!

But we knew that once you get a contract that is just one step in getting a house SOLD!!!

The buyers did an inspection and asked for a couple of items to be addressed. Nothing major, just a few things. And we reached out to our trusty contractors to take care of the issues. Then one thing ended up leading to other items.

The buyer requested the 'back-flow' valve be replaced on the main water line. And this is normal and something our plumber can typically fix. HOWEVER, this backflow valve was installed before the fire sprinkler line and would require different contractor to fix.

I ended up calling several different companies and spent parts of 3 days tracking down someone for the job. Imagine selling, working your normal job, taking

care of family, doing all your house things AND you have to track down contractors as well!

That's why, at Impact, we do our BEST to take care of all the small details for you! We run point in your home sale so that you don't have to stress over the minor items.

One of our Core Principals is:

Protect Your Client at All Costs

"If you want to make a billion dollars, you have to impact a billion people." Peter Diamandis, founder of the private space travel program Space X, said that after investing years of his time, energy and passion into the revolutionary movement that is privatized space flight. We can all take a page out of Diamandis' playbook and choose to define our success by the impact it will have on others.

We don't sell houses. We solve problems.

- Solve great problems, and you'll have great success.
- Solve small problems, and you'll have small success.
- Solve no problems, and you'll be lost.

Look at Steve Jobs.

He changed the world with a piece of equipment you can hold in the palm of your hand. Now, he has had two Hollywood flicks made about him, and 1.4 million people are using his software. His billion-dollar estate matches the impact of his products perfectly. For your local Starbucks barista, the problem that needs solving is his customers' need to have caffeine before their drive to work. It's not a huge problem, so he's paid accordingly. The good news is that a real estate agent, you are solving one of the biggest problems a person faces in their life: protecting their most important investment.

Focus on your client at all cost, and fight to serve their needs above your own. When you make it your end goal to be a servant leader,

instead of a self-serving, opportunist salesman, you will solve more problems. Your client will spread the word, and more clients will come looking for the solutions you provide.

But you have to keep yourself in check and always keep your end cause in view. If you aren't fighting for a cause that's bigger than your needs, you will always end up looking out for yourself.

We go above and beyond so that like these client's initially had an experience that was frustrating and ultimately led to a contract falling through, their EXPERIENCE with Impact was much different.

As our sellers reflected on their experience, they knew that he had made the right decision in hiring Impact Maryland Real Estate. They were for Impact's core beliefs and their commitment to doing what was best for their clients. And he knew that they could always count on Impact for their future real estate needs and left us the following review: Stacy, you are the best! The compassion, kindness and attention to our needs thru out the process was exceptional! Your attention to detail is meticulous. You treated us like family! One of the best business senses I have encountered! Thank you with all of my heart. My family to yours, Thank you!

No, thank you for your TRUST in Impact!!!

If you want an experience and an agent where #DetailsMatter, then you need to choose Impact 😊



SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle is with **Sherry Kennedy Bombich** and 6 others. 6h

Such a joy to attend the [Young Life Frederick County banquet](#) last night! This is such an incredible organization, and it was so much fun to attend with some awesome women. Bonus: got to see some old friends, too!!!



Annie Walters and 54 others 3 comments

Stacy Rochfort Delisle is at **White Spher Spgs Conference Center**. 4d · Manns Choice, PA

[Mountain View Community Church \(MVCC\), Frederick, MD](#) women's retreat 2023 underway!

Love this special time each year to connect with other women and be encouraged ❤️



45 4 comments 2 shares

Stacy Rochfort Delisle Mar 7

For your Tuesday ❤️❤️



Carole Longstreth McKee and 29 others 1 comment

Sherry Kennedy Bombich 6d

This lady is the best at charcuterie making, crab cake baking, real estate boss, and mom extraordinaire! But my favorite thing about her is how she points people to Jesus and loves them so fiercely! To know this friend of mine is to love her...[Stacy Rochfort Delisle](#) you are a gem! A true treasure of a friend is hard to find and I'm so glad you are mine!! Wishing you the happiest of birthdays today and nothing but blessings for the year ahead! Love you friend!!



Stacy Rochfort Delisle is with **Spencer Delisle**. Mar 5

Girls' weekend to celebrate a milestone birthday!!

Sunshine and sand and all the fun the beach has to offer...

AND making sure [#BeachtoBase](#) is all ready for the incredible [Annie Walters](#) to photograph this week!

Looking to book?? Let us know!! 🇺🇸 🌊 🌞 🏖️




Carole Longstreth McKee and 37 others 4 comments

Stacy Rochfort Delisle Mar 3

Another Friday, another [#FridayMorningBreakfastClub](#) ❤️



Erin Evenson Zmuda and 46 others 12 comments

Stacy Rochfort Delisle is at **4th dimension**. 6d

Family fun night to celebrate birthday week! 😊❤️



Susan Verdi and 65 others 2 comments



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3295 Prices Distillery Rd.
ljamsville, 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...

Stacy Delisle you are the best! The compassion, kindness and attention to our needs thru out the process was exceptional! Your attention to detail is meticulous. You treated us like family! One of the best business sense I have encountered! Thank you with all of my heart. My family to yours, Thank you!

★★★★★ The Chughtai Family

Glad to have found Eric and Stacy as our real estate agents. They were wonderful and a pleasure to work with. When one person was not available for a showing, the other one stepped in to help. This was super valuable as we always got a first look at a property of interest. Their communication was punctual and immediate. All of the document signings were fast and simple. They definitely made a stressful situation way less stressful and we thank them for that. Definitely will work with Eric and Stacy again in the future.

★★★★★ Vuong Ly

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