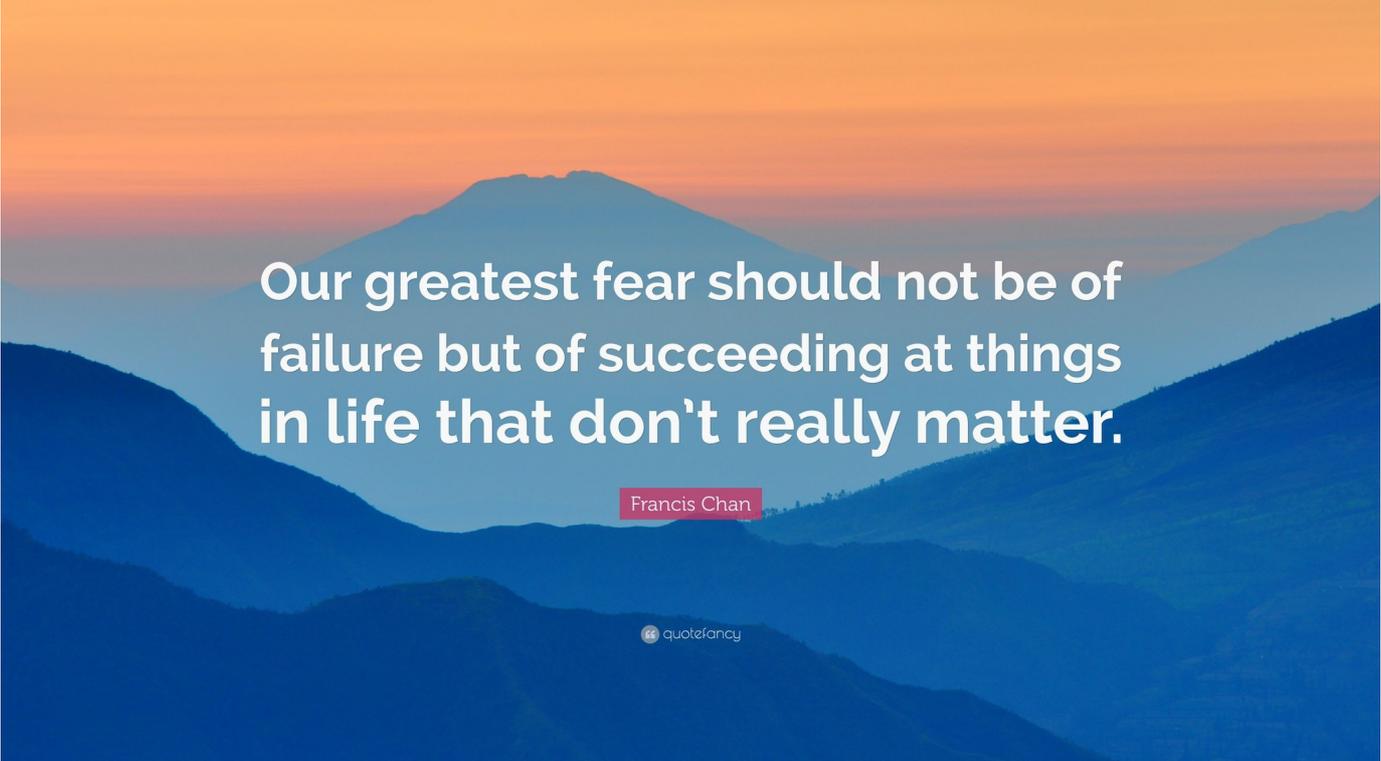


MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.



Our greatest fear should not be of failure but of succeeding at things in life that don't really matter.

Francis Chan

[quotez fancy](#)

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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Success, Defined

“Maycember” is here. If you have kids in school, or even if you are on the periphery looking in on a friend or neighbor with kids, you know what I mean. May is like December MAGNIFIED.

The band concerts. The sports tournaments. The school play. The final end-of-the-year school event. And, if you have a kid rounding out his or her educational career in 5th, 8th, or 12th grade... then there are all of the special activities surrounding that, too. It's something to behold



Just like the end of a calendar year, the end of a school year is often a point of reflection for me. In what ways have I been successful... in my work, in my relationships, and in life in general.

One way I can unequivocally say I have NOT tasted success: Laundry. No matter how hard I try, I still have yet to figure out a solution to the fact that the five people who live here produce twelve people's worth of laundry. If you have any ideas send them my way. Or, send help. LOL.

On a more serious note, though, this past week I had coffee with some folks at my local favorite, Pump & Rye. As part of our conversation, I was asked about my goals... I particular, how they relate to my career in real estate. Looking for ways to quantify business growth. Where I want to be in the next five years... or ten.

The truth is, I don't really know. I have never thought about my work that way... because in terms of measuring success, in my opinion, those numbers are meaningless. They don't really MATTER.

What does matter? I'm glad you asked. PEOPLE. People matter.

I recently took Ellie to Philadelphia to see Taylor Swift. It's the only thing she asked for as a gift for her 13th birthday, and we'd rather make memories... ONE THOUSAND times over... than purchase the next "thing" that will only prove exciting for a short while.

It was amazing. All of it. The songs. The outfits. The lighting. The energy. She is truly a legend of our time! And while just about everyone would agree that Taylor Swift is successful in all the ways you can quantify, what struck me about her was how she still possessed a great level of humility and was able to authentically connect with her audience. Somehow, in a crowd of tens of thousands of people, she didn't feel distant.

Taylor still connected with PEOPLE.

The Taylor Swift adventure didn't end there. My car has intermittently been doing this weird thing (maybe transmission related?), and when I took it in to the local mechanic, no issue could be found. On our drive back home from Philly, it started up again. I pulled over on the shoulder of I-95, turned the car off, and waited for a minute or so. Just like the other times this has happened. This time however, I couldn't get my car to restart. And we were two hours from home.

So the adventure began... it involved a tow (and the nice tow truck man making a stop at a rest stop so I could grab lunch for Ellie), Spencer leaving work to come help us, and we tried to make the best of it. Even including a ridiculous picture on the side of highway so we could remember this absurdity of this moment. Because, truthfully, all it really was? Inconvenient.

And in the midst of the inconvenience, friends rallied to show us how much people matter. The tow truck driver who stopped so we could grab lunch. The other folks at Spencer's school who stepped in and stepped up when he had to leave. Eryn, another amazing IMPACT agent, who took care of my showing for me that day.



Sandra who, without hesitation, offered to lend me her extra car.

Jen who helped me get my car in to be serviced.

This... this is success. Caring. Serving. Loving others well.

In real estate, that's not really something you can quantify. It isn't measured by a number of houses sold, a percentage increase in business, or anything like that.

Rather, it's connecting a family with the appropriate people to help them navigate how to handle an estate sale of their parents' home.

It's showing up at a client's house at 11:30pm to open their lockbox because they've accidentally been locked out.

It's dropping off a gift card for dinner to your sellers when showings resume.

It's shipping fresh bedding and towels to a client's home to prep for staging because they have a newborn and are in the thick of it. And are seriously sleep deprived.

It's all about SEEING people. Meeting needs. And Loving well. THIS is what matters.

Ellie and I were so fortunate to be on the receiving end of that with our post-Taylor Swift concert car debacle along I-95. And I am fortunate enough to get to do that on the daily as part of my career.

As summer comes, may it be one of success: Seeing people. Living and loving well.

Stacy

Family Fun Zone!

Sudoku

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

Trivia Question:

Q: How many breaths does the average human take in a day?

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!!

April Trivia Question:

Q: What color is a hippo's sweat?

A: Red

**Congratulations
Galilee Shullenbarger!**



HAPPY BIRTHDAY!!



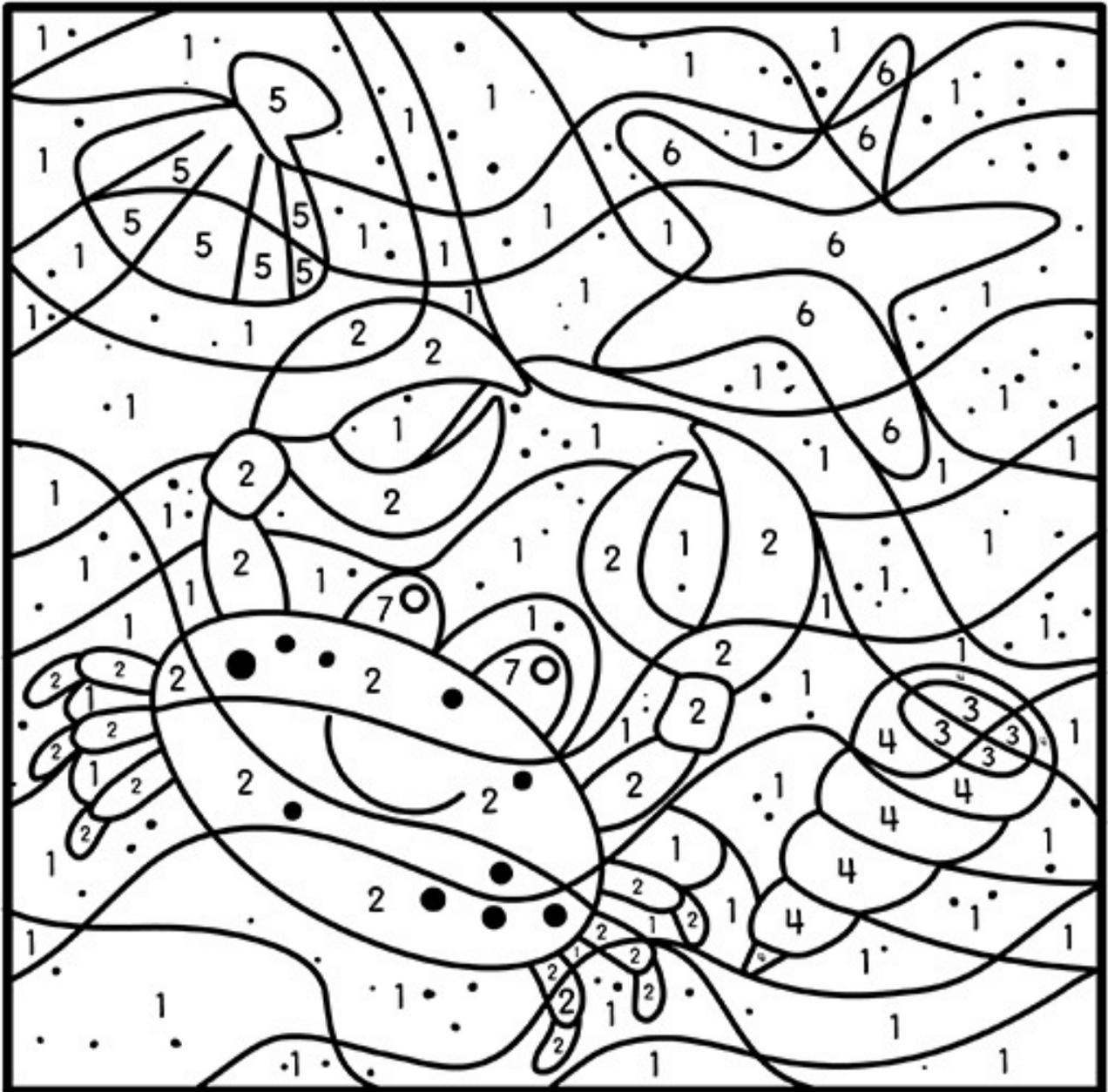
Here are the May birthdays from our friends of Magnolia Monthly. If you have a birthday in May and don't see your name on this list, please email or call us so that we will include your birthday!

Nelia Duarte	5/1	Eliana Weaver	5/11	Nora Chaffman	5/20
Emily Mitchell	5/1	Ashleigh Coe	5/11	Maxwell Paulus	5/20
Crystal Tippett	5/2	Chris VanHorn	5/12	Ethan Huffstetler	5/20
Jude Rogers	5/3	Debbie Duncan	5/12	Jarred Wolf	5/20
Marcela Giraldo	5/4	Jane Molle	5/13	Dave Pazos	5/21
Mason Kile	5/5	Heidi Radford	5/13	CeCe Hartford	5/23
William Huffstetler	5/7	Reese Cunningham	5/14	Joe Valloric	5/25
Grant Huffstetler	5/7	Wyatt Hardin	5/14	Finn Westcott	5/26
Carlos Cabrera	5/7	Logan Burge	5/15	Madeline Hostetter	5/26
Juliet Matesa	5/8	Sarah Downs	5/15	Camdyn Kile	5/27
Julie DeGiorgio	5/8	Linda Amato	5/15	Beth Pazos	5/27
Daniel Hostetter	5/9	Andy Santana	5/16	Ashley Owen	5/27
Jennifer Cruz	5/9	Alex Hughes	5/17	Nick Knoepfle	5/28
Ronan Desantis	5/10	Cesar Paredes	5/19	Max Ritzau	5/31
Amber Melson	5/11	Lee Ann Messer	5/19	Faith Barrett	5/31



123kidsfun.com

Coloring Pages



1. Yellow 2. Red 3. Green

4. Light Green 5. Blue 6. Pink 7. Black

STORY FROM THE STREET...

Why Now is a GREAT Time to Sell Your Home...

'Godfather Offers'

Every company and every agent has their own vernacular.

'Leads'

'Prospects'

'Scripts'

'Sides of a Transactions'

On and on and on...

At Impact we use 'Scientific Staging' – 'Marketing Team' – 'Impact it up' – 'The Godfather Offer'

With the economy going bonkers and the Fed Rates increasing for the last 18 months one of the common questions that we get is...

"What's going on in Real Estate?"

When people read the news that gives you a macro view on the market. Maybe a specific region. The US as a whole. Or even a State.

Having done this for nearly ten years, what I have found that this is an inaccurate mindset. Real Estate is a 'micro-driven' market. This means real estate can change market to market and even two neighborhoods a few miles away might be reacting differently to the changing economy.

What I can tell you locally is that the market is still VERY VERY strong for sellers.

Impact's listings over the last few months have received 'Godfather Offers.'

What is a Godfather offer? Well, it's an offer you can't refuse 😊

There are many, many strategies for getting offers and helping sellers. And there are many more strategies on how to write offers for a buyer.

A Godfather offer is just SOOOOOO GOOD that the sellers' decide to accept it immediately and not wait for other offers.

An offer that is \$50-\$70k (12-15% over list price). A cash offer over list that waives all contingencies. An offer that lets the seller rent back until they find a new house.

What could you this extra flexibility and money get you????

Could get you the ability to have options when buying. Maybe putting more money down. Every \$10,000 MORE that you put down on a house saves you roughly \$60/month on your interest. Get an extra \$50k or \$70k – put it in the bank/investment and have a little higher payment or that additional money down payment on a loan could be a savings of \$300-\$420ish a month.

Would that work?

Let's discuss...

In the world of real estate, timing is everything. If you've been mulling over the idea of selling your home, right now might be the perfect time to make that move.

Several compelling factors are converging to create a hot seller's market where homeowners can benefit from low inventory, multiple offers, and even selling prices that exceed the list price. Let's delve into why this is the perfect time to sell your home.

1. Low Inventory

First, there's the issue of low inventory. Locally, like many other areas across the country, is currently experiencing a significant shortage of homes for sale. The law of supply and demand is in full effect here: with fewer houses available, demand is skyrocketing, pushing prices upward and creating an environment that greatly benefits sellers.

What does this mean for you? If you put your home on the market now, there's a good chance you'll be one of only a few options for potential buyers, and this scarcity could translate into a higher sale price for your home.

2. Multiple Offers

The low inventory situation is also driving another favorable trend for sellers: multiple offers. Buyers, eager to secure a home in this competitive market, are often willing to enter into bidding wars, pushing your home's price even higher. These bidding wars can result in sellers receiving offers well above their asking price.

This level of competition means that as a seller, you have more leverage in negotiations. You can afford to be selective, choosing the offer that best meets your needs—whether that's the highest bid, the quickest closing date, or the buyer with the most secure financing.

3. Above-List Pricing

In today's market, it's increasingly common for homes to sell above their list price. This phenomenon is particularly prevalent in desirable areas like Frederick County, Maryland.

Fierce competition among buyers is driving up prices, making it an opportune time to sell if you're looking to maximize your return on investment.

Selling above list price can significantly boost your profits, potentially allowing you to pay off your mortgage and have a sizeable amount left over. Given the current market dynamics, if you price your home correctly and it's in good condition, there's a solid chance you could sell for more than you're asking.

4. Financial Freedom

Finally, it's essential to consider the financial benefits of selling your home in this market. Once you sell, that money is yours to do with as you please. You could use it to downsize and free up cash for other investments, to put a large down payment on your next home, or even to fund a comfortable retirement.

In this high-demand market, the profits from selling your home can significantly bolster your financial security, offering you a level of freedom that may not have been possible otherwise.

If you have been contemplating moving, let's sit down to see what YOUR options are. Every Seller has different motivations and needs. And after we sit, since we don't use 'scripts' we don't have canned answers and responses we will have a 'customized solution' for you 😊

Who knows... we might even be able to get you a 'Godfather Offer.'

I would love the opportunity to sit down with you and navigate your potential move!

SOCIAL MEDIA STORIES

A round up of fan favorites!

Erin Evenson Zmuda is with Stacy Rochfort Delisle at Pumpnickel + Rye.
4d · Urbana, MD · 📍

Thank you [Stacy Rochfort Delisle](#) for hosting a fantastic group of women last night at the [Impact Maryland Real Estate Sips & Samples](#) event @ Pumpnickel & Rye! We were treated to a gorgeous, mouth-watering spread of hors d'oeuvres and beautiful charcuterie boards. Every last bite was AMAZING! To clinch the evening our hostess was gracious (she's a top notch realtor too 😊) and I got a chance to chat with the owner of Pumpnickel & Rye who not only runs her restaurant like a boss but she's also an absolute sweetheart. Support your small community businesses folks!



👍👍 You, Susan Verdi and 39 others · 14 comments

Love · Comment · Reply

Stacy Rochfort Delisle is with Kate Rochfort Saunders.
May 8 · 🌐

Magical Monday morning with my niece and nephew before they head off to school 🏡❤️

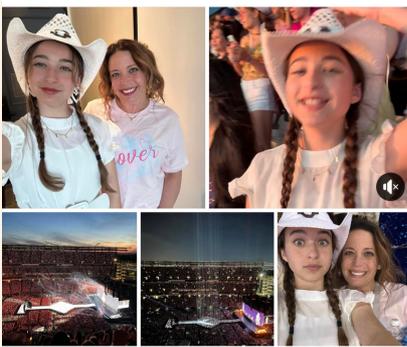


Stacy Rochfort Delisle
1d · 🌐

Beginning. Middle. End.

Epic. 🎵🎧👤

Perfect Mother's Day with my big girl ❤️



👍👍 Carole Longstreth McKee and 73 others · 4 comments

Stacy Rochfort Delisle
May 5 · 🌐

It's been a LONG week. Crazy May schedule. Some discouraging circumstances. And if we're honest... crappy weather!! 🌧️

But today the sun is shining, these girls showed up for breakfast, and there's an exciting weekend ahead with sports, family time, and some super cool opportunities for clients.

These Friday mornings are early... but they ground me. They re-center my perspective on weeks that have gone awry. They make my heart so, so full ❤️



👍👍 Carole Longstreth McKee and 45 others · 6 comments

Stacy Rochfort Delisle
May 7 · 🌐

Things are hoppin' at 3219 Stone Barn Drive in the [Villages of Urbana](#)! Here until 1pm 🏡



👍👍 Susan Verdi and 10 others · 2 comments

Stacy Delisle, Realtor
3d · 🌐

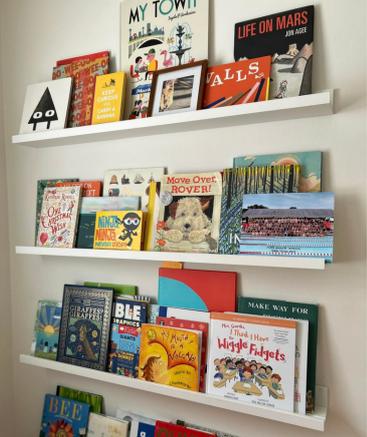
From one of today's house tours... there's just something about that early 1900's charm that does it for me 🥰🥰🥰



Stacy Delisle, Realtor
May 8 · 🌐

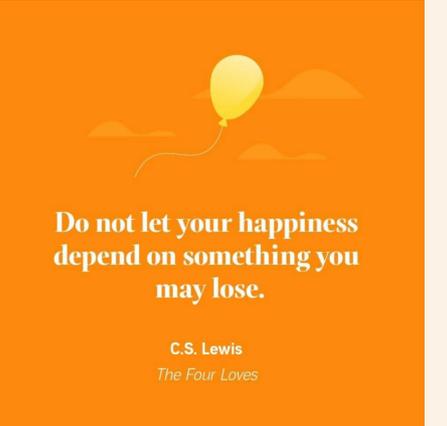
Hall space wall space... book display for the win!

Such a simple and functional way to elevate an often overlooked area in your home 🏡❤️



Stacy Rochfort Delisle
May 3 · 🌐

More wisdom Wednesday ❤️



👍👍 Erin Evenson Zmuda and 8 others

Jennifer Carnahan Weidling is with Stacy Rochfort Delisle.
4d · 📍

What a fun evening of sipping cocktails & sampling Pump & Rye's food!!! Thank you to [Stacy Rochfort Delisle](#) for hosting!! BTW, she's a phenomenal realtor....Impact MD Real Estate.

[#impactsipsandsamples](#)



👍👍 26 · 4 comments

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For Inquires AND Referrals contact:

stacy.delisle@gmail.com
Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

Outstanding experience! Our house sold in record time. Stacy and the Impact team did a wonderful job and I highly recommend them to anyone!

★★★★★ Ryan Bailey

Stacy was the best agent we have ever had, in a long line of experience with other agents in the past. She is sharp and super intuitive about things we would have missed or would have gummed up the works. She caught it all and sailed us smoothly through the whole process of buying our beach condo. She was enthusiastic alongside us and made us feel like we were totally safe in this daunting process. Stacy is the best.

★★★★★ Kim Leahy

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