

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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Fabulous Firsts

It's 11:30am here in Rome. Our windows are wide open with the sounds of the city bustling below, three Delisles are still sleeping off jet lag, and Jacob and I are living our best lives indulging in fresh Italian pastries. And coffee. LOTS of coffee.

This is the first time we have traveled overseas with our kids, and so far I can unequivocally say that I'd do it again in a heartbeat. Not because it has been seamless... but because it has been GOOD.

The lessons learned and life experienced are absolutely priceless.

As a parent, there's nothing more exciting than watching your kids get to experience something for the first time. Whether it's your baby's first steps... trying their first food... realizing success at their first sport or activity... or traveling, there's something absolutely incredible about the joy surrounding that experience.

Maybe you can relate. I remember Ryleigh being a baby and trying food for the first time. She would eat nothing off of a spoon. At all. But give her some fresh, finely diced avocado and she was all in! I remember Ellie's first dance recital on stage at the Weinberg. She was captivated by the back stage area, and she absolutely beamed when she was performing. And I remember Jacob's first touchdown in football. At first he wasn't sure what had happened, but soon realized he had scored. The way he cheered and celebrated (which, thankfully, is still allowed in flag football at 6 years old) was awesome. The raw joy made this momma's heart melt!

And their sheer awe traveling overseas for the first time has literally made my heart melt. Ellie noticing from the air as we were about to land in Rome how so many of the roofs were red. Jacob seeing palm trees on our drive from the airport to our Airbnb and his sheer confusion since he seemed to think palm trees were only at beaches and in Florida :-). Ryleigh dragging her InstaMax camera around everywhere and photographing ALL the things... because she is in sheer awe of this city.

Do you remember your foundational firsts?

Maybe it was the first time you realized success in something about which you are insanely passionate.

Maybe it was the birth of your first child.

Maybe it was your first trip or vacation.

Perhaps, like our kiddos, it was your first time traveling overseas.

Or maybe, it was the purchase of your first home.

Much like our trip to get here, there's no doubt while there's a plan and a path to the final destination, there may be hiccups along the way when it comes to buying or selling a home.



We had a flight delay. We witnessed a fairly intense disagreement between two ladies on the second leg of our flight. And, there were some issues initially getting into our Airbnb. But when we got here, it's been such joy. The food. The sights. The sounds. All of it.

In real estate, maybe, there's a delay in settlement. A hiccup with a home inspection. I don't know... My favorite way to explain it is that while we hope a real estate transaction feels like the slow little train ride throughout Hershey Park, sometimes it becomes the Super Dooper Looper. But in the end, just like our trip... It is GOOD.

The ups and the downs, the sideways and the straight and narrow...

We are here for it all.



Stacy

Family Fun Zone!

Sudoku

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

June/July Trivia

Question:

Q: Much of Italy used to be part of what other country?

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!!

May Trivia Question:

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

A: 22,000

**Congratulations
Julie Sharp!**

Country Name Scramble

1. PNISA _____
2. IHLCE _____
3. TARAALISU _____
4. YRWOAN _____
5. IIDAN _____
6. NELAGND _____
8. NJAPA _____
9. ADAANC _____
10. CRFENA _____



HAPPY BIRTHDAY!!



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

JUNE BIRTHDAYS			
Phoenix Herzfeld	6/1	Philip Huffstetler	6/19
Reese Douty	6/2	Lily Cunningham	6/19
Joey Hoffman	6/2	Quinn Hoffman	6/20
Derek Paulus	6/3	Haddon Downs	6/22
Megan Hook	6/3	Spencer Delisle	6/22
Rob Douty	6/4	Miroslaw Miedziak	6/23
Jack Molle	6/5	Jacey Abreu	6/26
Carson Celis	6/5	Alexander Knoepfle	6/26
Chase Coe	6/6	Dallas Saah	6/27
Nicholas Coe	6/6	Will Armacost	6/27
Jess Maxsell	6/6	Melanie Melson	6/27
Stephanie Buchs	6/7	Cory Downey	6/28
Chris Celis	6/7	Reagan McDonald	6/30
David Hudson	6/8	Fawwaz Siddiqui	6/30
Jeremy Blickenstaff	6/9	Justice Shifaraw	6/30

JULY BIRTHDAYS			
Adam Radford	7/1	Owen Douty	7/20
Liam Corob	7/1	Connor Celis	7/22
Katie Buchs	7/1	Nicholas Matesa	7/22
Gabriella Celis	7/2	Kennedy Bombich	7/23
Lesley Stannley	7/2	Lily Gersch	7/24
Rachel Shifaraw	7/2	Pierce Desantis	7/26
Ian Gut	7/3	Marsha DeGirolamo	7/26
Dan Hostler	7/3	Jordan Chaffman	7/27
Caroline Amato	7/5	Nehemiah DeLisser	7/27
Casey Marshall	7/5	Mia Rochfort	7/28
Savannah Winkler	7/5	Josh Buchs	7/29
Mark Westcott	7/6	Tricia Paredes	7/30
Max Armacost	7/7	Rachel Franz	7/31
Anthony Poska	7/7		

STORY FROM THE STREET...

Did YOU Hear What THEY Said About Us?

When we talk about the #ImpactWay and how Impact is different than other brokerages and our agents are different we don't do this to disparage others, just to point out that our business model IS different.

We have a client-centric model that we have built around the philosophy, 'Take Care of Your Clients and YOUR Clients will Take Care of YOU!'

What this means is that we focus about 97% of our energy on OUR clients. Our customer service. Our vendors that SUPPORT our clients. Helping our clients navigate their home sale/purchase. Make 1000 calls/texts on behalf of our clients. Putting out consistent, compelling, content like what you are reading today... my newsletter! Truthfully, that doesn't leave much time to 'prospect' for new clients.

Others spend a large chunk of their time prospecting, cold-calling, lead-gen, door knocking, working on their 'scripts'. Consequently, they then spend significantly less of their time on their clients. They will have an assembly line of showing agents, transaction coordinators that manage their transactions so that they can do their prospecting.

I'm not saying one is better than the other – it is just a totally different model.

What I CAN tell you is that we spend SO MUCH TIME with our clients. Talking to our clients. Listening to our clients' hopes, dreams, concerns that we truly CONNECT with our clients on a different level. And through these ups and downs of a transaction we become very close... almost like family.

We started collecting Google reviews (if you are a client and haven't left one – we would LOVE for you to leave one at www.impactagentreview.com) about two years ago and we are closing in on 100 reviews (all 5 -STAR so far!) We plan on doing a celebration for the 100th review. Maybe a giveaway or something, but 100 reviews in real estate is incredible! We are so thankful for YOU!

I thought what better way to talk about our culture and how we are different than to share our clients' own words. These are various clients (buyers and sellers... investors and first time clients... all walks of life). If an Impact agent was specifically named, I have changed to [Impact] because, truthfully, the specific agent doesn't matter. We are #ImpactFamily and take a collaborative approach to serving our clients well!

~ "Impact had helped us buy our home in MD some years ago, and we were excited to have them help us sell it when we moved north. [They're] super easy to work with, always replies quickly to questions, has a good sense of the market and a fun sense of humor.

We moved out in advance of putting it on the market to give Impact and their team time to tidy it up. They quickly cleaned the yard, made minor repairs, removed some carpet & refinished the hardwood underneath, and painted vibrant walls to a serene, calm color.

The stagers and photographers did an amazing job of beautifully presenting the house, which resulted in a huge amount of interest, quite a few over-asking potential offers and one final, stellar offer which we accepted the day of listing.

We highly recommend them for anyone buying or selling in the area. For the latter, they can get the house in tip-top shape to quickly appeal to more buyers."

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

~ "So glad I found IMPACT they made the entire process, smooth and seamless!!! Their communication style made what could've been, a challenging time in my life very easy and I'm very grateful. I would recommend [Impact] for any type of real estate transaction.

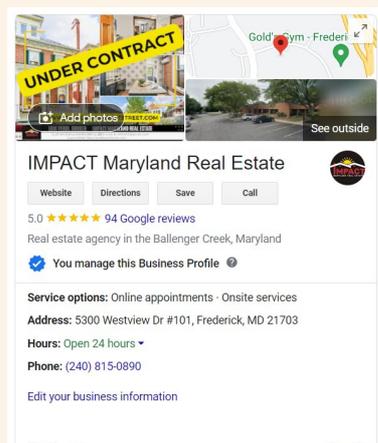
I did not really know if I wanted to sell or lease out my house and [Impact] went through all of my options, including some that I didn't even know were available. I was pretty worried about the state of the real estate market with rates going up..... and again, I just trusted their advice. I listened, and the house sold incredibly fast at full ask!!!"

~ "After my father moved into assisted living, my sister and I were tasked with selling his condo. What initially seemed like a complicated venture, ended up being a very easy process. Impact came up with a great plan, and most importantly, took on some of the tasks that were daunting. They helped with cleaning out the condo and getting it fixed up quickly. When they finished, and staged it for sale, it was completely transformed.

It went off the market in two days and closed a month later. I cannot say enough good things about IMPACT."

~ "We can't thank [Impact] and their team for their amazing, expedient, highly responsive, courteous, patient, warm, personal, and professional services in the sale of our home. At a time in our lives that was highly stressful, they listened to our needs, calmed and addressed our concerns, and swiftly implemented their full services to help us prep, stage, list, show and SELL our home. They collaborated and continually communicated with us and all other professionals needed to close our sale in an expedient and professional manner. They also went above and beyond to assist us with the personal details and needs related to our listing and closing. We would strongly recommend this team again and again!"

~ "[Impact] is an exceptional realtor that far exceeded our expectations. They negotiated a contingent offer in an extremely competitive market and then sold our townhouse within days. They deftly and patiently guided us through the complex and nuanced process of home buying. Their reputation, relentless work ethic, and extensive local knowledge of Urbana and the surrounding area gave us an undeniable advantage. Impact and their team were always available to us whenever we had questions or just needed advice (I don't think they sleep). They were truly a pleasure to work with and we could not recommend them highly enough. A++"



SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle is with Jennifer Leigh Scorpo and 2 others.
May 21 · 🌐

Counting down the days until summer! 😊🌞

Love our hood and the revolving front and back doors at 9117 🍷🍷

Carole Longstreth McKee and 20 others · 4 comments

Like Comment Share

Stacy Rochfort Delisle is with Spencer Delisle and 2 others.
1h · 🌐

Cooking class in Rome did NOT disappoint this morning!!! Homemade pasta, sauce, bruschetta, and gelato! Kids LOVED it and I can't wait to try it at home!! Perfect activity for our last full day 🇮🇹

Annie Walters and 49 others

Like Comment Share

Stacy Rochfort Delisle
6d · 🌐

Last Friday morning breakfast of the school year!!! 🍷🍷

102 20 comments

Stacy Rochfort Delisle
6d · 🌐

Last day of 3rd and 5th grade for these two!!

Erin Evenson Zmuda and 77 others · 5 comments

Stacy Rochfort Delisle
3d · 🌐

Bonjour from Paris!! 🇫🇷🍷🍷

124 13 comments

Stacy Rochfort Delisle is with Melanie Elizabeth and 13 others.
May 31 · 🌐

Such a special morning celebrating 5th grade promotion at Urbana Elementary School! So SO incredibly grateful for our community... teachers, friends, families. 💙🐦

Annie Walters and 140 others · 22 comments

Stacy Rochfort Delisle is with Spencer Delisle.
May 25 · 🌐

A bit of a pivot this weekend, and mom is accompanying our J-Man for his The Diamond Sports Group All-American games in Orlando this weekend! I know he'll miss his "football guy" (Spencer), but super excited for this opportunity for him 🙌

Wheels up ✈️ from Baltimore soon.... And hoping for lots of 🌞🌞 for lots of 🍷🍷🍷🍷!!!!

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Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

Stacy's grace through the whole process was a huge comfort to us knowing she was behind us. She had our back if anything didn't go as planned and she showed she genuinely cared for our best interest at heart. I can say looking back on this-the reason why she stood out to me originally was because of her kind mannerism she presented when I had met her originally and spoke with her back when our girls took dance classes together. She presented herself as positive, supportive mom who was clearly able to multi-task with a busy work schedule while still being there for all of her children. As a mom of 3 (soon to be 4)myself, I felt that in my heart and wanted to support her-I was drawn to her....and Boy am I so glad that I was! I'm not sure we would have made it to the closing table without her! I honestly feel any other realtor would have given up on us or caved with some of the crazy issues we faced. They wouldn't have had the energy to argue on our behalf or to push us to move forth such as Stacy did. We are so grateful for Stacy and would highly recommend you choose her too....as you would not be disappointed!

★★★★★ The Hardin Family

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