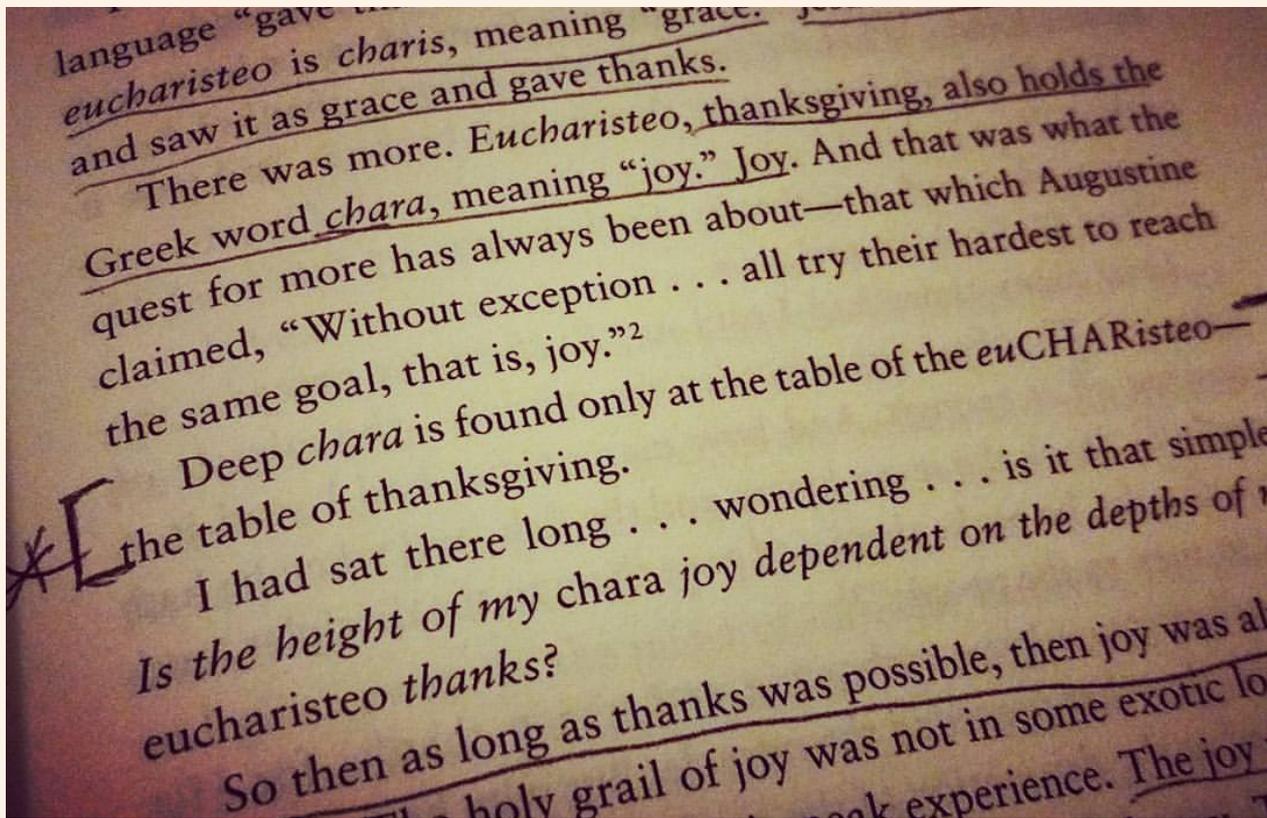


MAGNOLIA MONTHLY

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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The Power of Grace and Gratitude

Nurturing the human spirit...

In the hustle and bustle of our modern lives, it's easy to get caught up in the frenzy of our daily routines, the pressures of work and family, and the ever-present pursuit of success. And if we aren't careful, "keeping up with the Joneses" can wear us down. Immensely.

Moreover... we can so quickly lose sight of the *important* things amidst the "tyranny of the urgent."

The antidote?

Grace and gratitude.

These words, often brushed aside as mere niceties, possess an extraordinary ability to shape our lives and the world around us.

The image on the front cover is one I took while reading [The Broken Way](#) by Ann Voskamp. This particular page impacted me greatly as she pointed out that where thanks (gratitude) is possible... JOY is also possible. And when our souls are filled with thanks and with joy... we are so much better able to be gracious throughout our days.

Grace: The Elegance of Compassion

In a world often defined by competition and the pursuit of individual success, grace offers a counterbalance that reminds us of our shared humanity. It *encourages* us to treat one another with kindness and empathy, recognizing that we are all flawed and facing our own battles. It *prompts* us to extend a helping hand rather than judgment, and to appreciate the diverse tapestry of human experiences.

When we embrace grace, we create an environment where forgiveness can flourish, where reconciliation is possible, and where understanding bridges divides. Grace empowers us to rise above our egos and react to the world with patience and gentleness, allowing for deeper connections and more harmonious relationships.

Grace refers to the favor and blessings that one receives without having earned or deserved them. In another sense, it is often associated with a sense of inner calm, serenity, and acceptance of life's challenges.

When we open ourselves to grace, we allow room for unexpected and unmerited gifts... and in turn, can extend grace to others.

Gratitude: The Gift of Perspective

Gratitude, on the other hand, is the act of recognizing and appreciating these gifts. It is the practice of acknowledging and celebrating the abundance in our lives, even when facing adversity.

Gratitude transforms ordinary moments into opportunities for reflection and appreciation.

Gratitude teaches us to focus not on what we lack but on what we have, opening our eyes to the countless blessings that often go unnoticed.

In a society conditioned to perpetually seek more, gratitude offers a counterintuitive path to contentment. It reminds us that happiness is not contingent upon the accumulation of possessions or achievements but rather on our ability to find joy in the simple moments and the present.

Cultivating gratitude shifts our perspective, allowing us to see the silver linings in life's challenges and the beauty in its imperfections.

When we actively practice gratitude, we become more aware of the many blessings that surround us, from the simplest joys to the most profound experiences.

By embracing grace, we open our hearts to compassion, understanding, and forgiveness. By cultivating gratitude, we shift our perspective from scarcity to abundance, finding joy in the present and resilience in the face of adversity.

Cultivate gratitude, consistently. Offer grace, generously. Experience joy, abundantly.

Stacy

Family Fun Zone!

Sudoku

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

November Trivia

Question:

Q: How many bones do sharks have?

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!!

October Trivia Question:

Q: Which founding father wanted a turkey to be the national bird of the US?

A: Benjamin Franklin

**Congratulations,
Amira Toussan!**



HAPPY BIRTHDAY!!



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

| | | | |
|------------------------|-------|-------------------|-------|
| Hadassah Shullenbarger | 11/1 | Gretchen Kneebone | 11/20 |
| Galilee Shullenbarger | 11/2 | Jennifer Garey | 11/21 |
| Annie Main | 11/3 | Emma Ingram | 11/21 |
| Julie Maxsell | 11/7 | Aimee Rogers | 11/23 |
| Ben Stauffer | 11/7 | Mason Carr | 11/23 |
| Lisa Mitchel | 11/10 | Jamie Amato | 11/24 |
| Corrine Hostetter | 11/10 | Jason Weaver | 11/24 |
| Anthony Valloric | 11/10 | Patrick Hoffman | 11/25 |
| Jaden Delisser | 11/10 | Rob Botti | 11/27 |
| Gernot Ritzau | 11/14 | Willow White | 11/29 |
| Francisco Abril | 11/16 | David Decker | 11/29 |
| Garrett Guard | 11/18 | Scott Melson | 11/30 |
| Olive Medovoy | 11/20 | Scott Mitchell | 11/30 |
| Gretchen Kneebone | 11/20 | | |

STORY FROM THE STREET...

The ONLY Three Factors In Selling

When it comes to selling a home, there are numerous considerations that influence a potential buyer's decision. However, it all boils down to three core factors: *Price, Condition, and Location*. Understanding these elements is crucial for sellers, as they hold the power to make or break a sale.

Buying a home vs Selling a Home...

The difference between selling and buying is like cooking a new recipe at home (buying) vs going to your favorite restaurant (selling).

Hear me out here on this analogy.

When buying a home you are picky, there are 1000 factors that you consider. The type of home (ranch, colonial, split). Do I want a finished basement? Garage... and then attached or detached, 2 car or one? Big open kitchen or galley kitchen? New appliances? Flooring... Hardwood? LVP? Carpet? Maybe you are allergic to animals and can't get a house with carpet? Lot size? In an HOA or not? Large Master suite and closet space? Fenced yard?

I could go on here forever.

We've had buyers that have LITERALLY had checklists of 60 items that they would like to have in a house.

This is like making a new recipe from scratch. You have to make sure you get the Sesame Oil, because the four other oils that you have won't work. You need the seven spices (and ultimately there will be one that you ONLY use for this recipe.)

And the vegetable that is supposed to go in the recipe you need to go to three different stores to find.

You know exactly what I'm talking about. You've done this before 😞

Buying there are 8 million little details that you can inundate yourself with and frankly if you didn't have the one obscure spice is it really going to matter? Probably not.

This could be like having a basement with carpet vs LVP...There are options and choices, TONS of them when buying.

Now Selling is TOTALLY Different.

There are really only THREE factors that can influence the sale of a home. Like going to your favorite restaurant and deciding over one of your few favorite dishes. It doesn't matter the 74 ingredients that go into making your dish, you just care about the finished product and how it tastes and makes you feel when eating it.

And selling a home there are ONLY THREE factors...

AND of those three factors, there are ONLY TWO you can ACTUALLY do ANYTHING about!!!

The first factor is LOCATION - The Immutable Factor

The age-old adage "Location, Location, Location" stands as true today as it ever was. The location of a property is the one factor that's set in stone. Whether it's

proximity to amenities, school districts, or the view it offers, location can be a deal-maker or breaker.

Unfortunately, unlike the other two factors, you can't change a property's location. However, understanding its value in the eyes of potential buyers is crucial. For instance, while one buyer might prioritize being close to schools, another might value a quiet, secluded area.

You can't pick up your home and move it to increase the value. Location pretty much determines the other two factors.

The second factor is CONDITION- Maximizing Appeal

The condition of a home significantly influences a buyer's perception and interest. A well-maintained home not only fetches a higher price but also attracts a broader market segment. Just a few items that we typically can improve to add VALUE to your home.

- **Flooring:** Replacing old or worn-out flooring with contemporary options like hardwood or tiles can dramatically elevate the aesthetics of a home. A new floor can make a room appear brighter, larger, and more inviting.
- **Painting:** Often referred to as "money in a can," a fresh coat of paint can work wonders. Neutral shades generally appeal to a wider audience, giving potential buyers the canvas to visualize their furnishings and decorations.
- **Light Fixtures and Finishes:** Modern fixtures can instantly update a space, bringing it in line with current design trends. Chrome or matte finishes, for instance, can give a fresh, contemporary feel.

- **Essential Upgrades:** If the home's HVAC system or roof is outdated or in poor condition, an upgrade is not just a value-add but a necessity. These significant improvements not only increase the home's value but also its appeal to buyers who prefer move-in-ready homes.

And finally, PRICE- The Ultimate Barometer

Pricing a home correctly is paramount, and is a delicate balance especially in a fluctuating market. The key is to determine a price point that aligns with current demand, ensuring the property is neither over nor underpriced. This requires thorough market research, understanding comparable sales in the area, and gauging buyer sentiment.

At Impact, our expert analysis and market-driven data points provide sellers with the optimal pricing strategy to secure the best terms and maximum returns.

Ultimately, PRICE is the factor that we can quickly PIVOT if the market dictates improper pricing. We tell our clients all the time that...The market will determine your sales price.

Selling a home is both an art and a science.

At Impact, we pride ourselves on mastering both aspects. With our tailored strategies for improving condition and pricing, we ensure that sellers have the best chance to find the right buyer, at the right price, in the quickest possible time frame.

Leveraging the triumvirate of location, condition, and price, we aim to make every sale a success story!



FOOTBALL FOOD

To entertain a crowd!



BUTTERNUT SQUASH CHILI

- 1 tablespoon olive oil
- 1 large carrot
- 1 stalk celery
- 1 small onion
- 2 cloves garlic
- 1 teaspoon thyme
- 2 cups butternut squash
- 14 ounce great northern bean
- 10 ounces ground turkey
- 2 ½ cups chicken broth
- ½ cup heavy cream
- 2 cups fresh kale



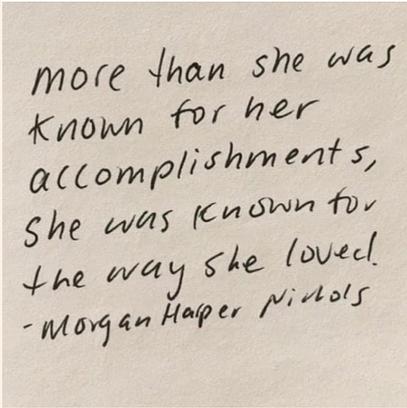
SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
Oct 30 · 🌐

#Goals ❤️

Some great perspective for the week ahead! 🥰



more than she was known for her accomplishments, she was known for the way she loved.
-Morgan Harper Nichols

Stacy Rochfort Delisle is with Lauren Benson Westcott and 2 others.
22h · 🌐

Waffle 🍷 Wednesday for the win!!

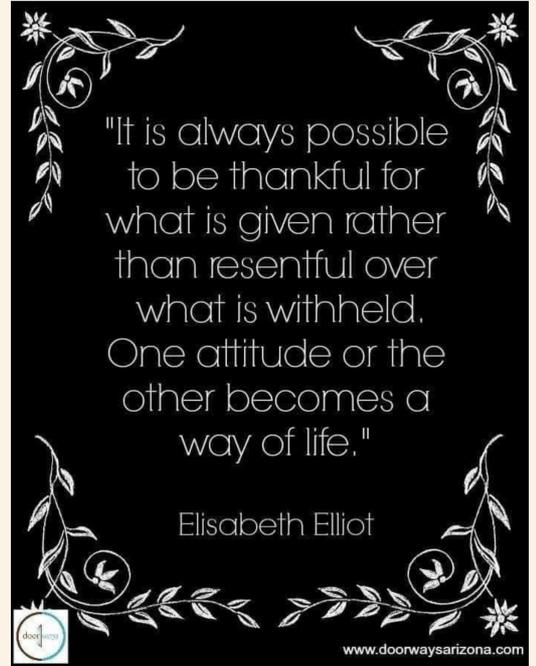
It's loud... it's a little chaotic... but those smiles are EVERYTHING 🥰🥰🥰



Carole Longstreth McKee and 28 others · 2 comments

Stacy Rochfort Delisle
4d · 🌐

For your weekend ❤️



"It is always possible to be thankful for what is given rather than resentful over what is withheld. One attitude or the other becomes a way of life."

Elisabeth Elliot

www.doorwaysarizona.com

Stacy Rochfort Delisle
2d · 🌐

THANK YOU THANK YOU THANK YOU Urbana!!!!

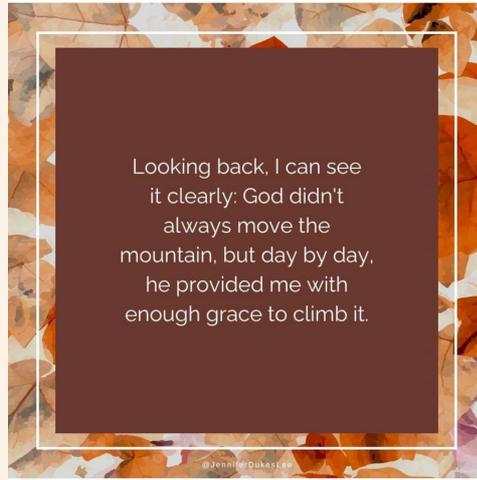
Stacy Delisle, Realtor
2d · 🌐

And that's a wrap on the Villages of Urbana fall closet clean out of 2023!!!!... See more



Stacy Rochfort Delisle
13h · 🌐

This ❤️❤️



Looking back, I can see it clearly: God didn't always move the mountain, but day by day, he provided me with enough grace to climb it.

@JenniferDukeslee

Stacy Delisle, Realtor
Reels · Oct 28 · 🎵 Nick Gallant · 🌐

HEY Frederick, Maryland!!!! Take a peek at this Cannon Bluff beauty!

- Cali Bamboo floors ✓
- Stamped concrete patio ✓
- Custom light fixtures ✓
- Plenty of space to relax and enjoy ✓

We've got you... check out 2118 Caisson Road!

<https://tours.amarieimagery.com/2188520>

2118 Caisson Road... check it out!!



Happy Thanksgiving

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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 and her teamed came up with an excellent plan and marketed my house efficiently and expertly. The result was a sale within one day for considerably over the asking price and with no contingencies. The sale went seamlessly. I recommend her highly!

★★★★★ Kjirstin Cole

We have known Stacy for a few years and when it came time for the property we were renting to be sold, she was a champion at making the process easy for us as tenants. It was a seamless process for both landlord and tenant. At the same time, she helped us through the process of buying and building a brand new townhouse. She was able to answer the million questions we had, help with figuring out inspections and always showed up to everything with an amazing attitude, a calm demeanor, and a true heart of gold for her clients and their families. Moving is never easy, but Stacy was amazing at helping us find and build not just a house, but a home for our family

★★★★★ Kaci Paulus

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