

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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Unexpected

It was unexpected.

Not the familiar walk... Or the salty air filling my lungs. But as I crossed over over the dune and made my way to the shore, it was unexpected.

Like a sea of glass, the ocean's November tied was calm... Virtually still, really. But like we all learned in school, there's so much happening both above and below the surface that is unseen.

Gentle waves broke on the shore, reminiscent of what you'd see lakeside...

Certainly not where the Atlantic meets the sand. A juxtaposition of sorts... Something often seen is so majestic and powerful, sitting so still... An incredible reminder there's always something at work.

Joined by only the seagulls and a pod of dolphins off shore, I sat and watched the sunrise, but bop, fiery pink, peeking its head above the horizon, and making its way... Slowly... Up into the sky behind a veil of clouds. While covered, almost in an attempt to be stifled, its radiance still shining through. Another incredible reminder... There's something beautiful even the darkest of places.

I don't know if you have "that place"... The one where you go and your mind clears. Time seems to stop, and you can fully exhale. The to do list can be set aside, and you can just be.

While in the summer, the beach has been a place of many memories... Full of long days seaside... and evenings filled with ice cream, game night, miniature golf, and glow sticks... it's off-season has always been a place of respite for me.

A scene so familiar... Yet this morning, it hit different.

Last weekend we wrapped up the end of an era... Jacob's final youth football game. It was emotional to say the least... And ended with some tears from the both of us. Something that's been part of our life for the past nine years every fall... And yet that game.

On that Saturday. It hit different.

On one of my recent runs, my Spotify playlist shuffled through... And the song homecoming Queen by Kelsea Ballerini came on.

One I've heard 1000 times, but for whatever reason... On that particular day... I finally

"got it." The lyrics hit in a different way, which prompted some really cool conversations with each of my girls.

We all have those moments in life, if we slow down just enough, where the familiar or the mundane unexpectedly becomes new. It's such a gift, really.

And no doubt, the same truth applies to my work in real estate. While one of the things I love is that each and every day is different, some aspects can definitely feel as if they are monotonous, if we aren't careful. The process of paperwork. The punch list of preparing a house to come on the market. Attending and negotiating through home inspection concerns.

But when approached with fresh eyes and a heart that remembers the people behind the process, everything changes. Everything.

The what can often feel familiar... Which isn't a bad thing. But the why? That's different and unique every time, and that's what keeps me going and sparks my joy day in and day out. Despite the clouds that may come of hiccups or plot twists. The radiance of why I do what I do and who I am doing it for... The people... Always shines through.

So whether it's in your own work, be at home or outside of the home. In your role as a student showing up for class each day. Or in some other context... may we all have those unexpected moments of awe. Seeing the familiar in a brand new way... like looking out at a glassy ocean just as I did on that cold November morning, joined by just the seagulls.

Fresh perspective changes everything... And it is radiant.

Go shine...

The name "Stacy" is written in a large, elegant, black cursive script. The letters are fluid and connected, with a prominent 'S' and a long, sweeping tail on the 'y'.

Family Fun Zone!

Sudoku

November

Trivia Question:

Q: How long did the first Thanksgiving feast last?

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: What does the color orange symbolize on Halloween?

A: The harvest

*Congratulations,
Jason Rochester!*

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



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	Olive Medovoy	11/20
Galilee Shullenbarger	11/2	Gretchen Kneebone	11/20
Annie Main	11/3	Jennifer Garey	11/21
Luke Scorpo	11/5	Emma Ingram	11/21
Sara Maxsell	11/7	Frankie Hourigan	11/23
Ben Stauffer	11/7	Jessica Valdez	11/23
Amir Chughtai	11/9	Aimee Rogers	11/23
Lucy Hourigan	11/9	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	Aidan Lenz	11/26
Andy Tretler	11/11	Rob Botti	11/27
Ryan Bailey	11/14	Williow White	11/29
Gernot Ritzau	11/14	DavidDecker	11/29
Francisco Abril	11/16	Scott Melson	11/30
Leigh Emery	11/17	Scott Mitchell	11/30
Garrett Guard	11/18	Verity Downs	11/30

Thanksgiving

WORD SEARCH

R U G Z L L G N I F F U T S F
 S U N P W U F R T G Q D E A S
 E B I L U M F U A F Z I L E R
 V A V S T M R K H T R L O J E
 S E I H W K P C N R I T D T H
 M H G T E E D K E A A T Y R T
 I O S Y Q J E B I T H L U A A
 R L K Z X U N T O N N T X D G
 G I N A B A E P O F Q P H I E
 L D A V R L X V F E A S T T C
 I A H C B S E Y L I M A F I O
 P Y T B H M A G E U D D S O R
 O T O P B P L Y M O U T H N N
 U G L E E I P I R I M H Q B T
 C O R N U C O P I A J Z R B Y

FALL

GATHER

HOLIDAY

PILGRIMS

PUMPKIN

CORN

FEAST

THANKFUL

TURKEY

CORNUCOPIA

FAMILY

GOBBLE

GRATITUDE

PIE

NOVEMBER

PLYMOUTH

STUFFING

THANKSGIVING

CRANBERRIES

POTATOES

TRADITION



STORY FROM THE STREET...

THE IMPACT WAY: MISSION-MINDED, COMMUNITY-DRIVEN, PHILANTHROPY-FOCUSED

In real estate, there's no shortage of companies promising exceptional service. But at Impact Maryland Real Estate, service is only the beginning. What truly sets us apart is our mission mindset—a deep commitment not just to clients, but to community, connection, and creating lasting change.

Here, real estate is more than listings and contracts. It's a calling rooted in a simple but powerful belief, best summed up by the wise words of Winston Churchill:

“We make a living by what we get. We make a life by what we give.”

This ideal is woven into the fiber of our culture, decision-making, and the way our agents show up for EVERY client who chooses to trust them.

A Mission Mindset That Sets a New Standard

From the beginning, Impact was built with a clear purpose: transform the real estate experience by putting people and community at the center. While many brokerages chase numbers, Impact pursues something deeper—meaningful relationships, service with integrity, and a legacy of generosity.

Every agent at Impact approaches their work with HEART! They understand that buying or selling a home isn't just a transaction; it's a milestone, a transition, and often one of the biggest financial and emotional decisions a person will ever make. That responsibility isn't taken lightly.

Instead of asking, “How fast can we close?” the question becomes, “How can we make a positive difference in this person's life?”

That shift in focus changes EVERYTHING.

Giving Back Is Not What We Do—it's Who We Are

At Impact Maryland Real Estate, giving back isn't a once-a-year initiative or a marketing gimmick. It's a daily commitment.

We actively support local organizations, community programs, families in need, and charitable causes. We serve at the soup kitchen. We host closet cleanouts. We integrate philanthropy into our events, and our day-to-day.

This culture inspires us to lead with generosity—whether that means rolling up our sleeves to help a seller prepare their home, donating time and resources to community efforts, or stepping in for a client who needs extra support during a difficult season.

Back in June, Stacy had a client who ended up in the hospital the week of closing. The house wasn't ready, the seller hadn't moved out, and there was a lot to be done. So what did we do? We hired additional help. Had the house cleaned. We rolled up our sleeves, quite literally, and got it done. We bore the client's burden when she couldn't do so herself, and we simply got it done.

This spirit of giving is contagious. Clients feel it. Partners feel it. And community members see it in action. While other brokerages may focus solely on their sales volume, Impact Maryland Real Estate is proudly focused on the volume of impact they can create.

Relationship-Driven, Not Transaction-Driven

Simply put, Impact Maryland Real Estate stands out because of our unwavering commitment to relationships over transactions. We are not trying to be the biggest brokerage; rather, we want to be the most TRUSTED.

This means slowing down, listening intentionally, and building real connections.

It means guiding clients with clarity, not pressure.

It means making sure every person who walks through their door feels seen, heard, and genuinely cared for.

Our philosophy extends to the way we approach long-term client relationships. We aren't just interested in quick interactions or one-off deals (even though these are great, too!). We are looking for partnerships that last for years—ideally, for generations.

“We Aren't the Right Fit for Everyone” — And That's the Point

In an industry where many professionals try to fit with every potential client, at Impact, we take a more intentional approach. People know who they are. They know what we stand for. And they know the value we bring to our clients, our community, and beyond..

Impact is built for clients who want more than just a salesperson—they want an advocate. A strategist. A trusted advisor who is invested in their well-being far beyond the closing table.

Think of it like a marriage.

A great real estate partnership requires trust, compatibility, aligned values, and a willingness to work toward a shared goal. The best relationships don't happen by accident; they're built with care and intention. And at Impact, that's exactly how we approach our work.

For clients who are looking for a fast, transactional, bargain-bin experience, Impact may not be the right match; but for those who want depth, guidance, transparency, and loyalty, Impact becomes the obvious choice. We take a long-game approach—one that prioritizes sustainable relationships and generations of trust over quick wins.

The result?

Clients return again and again.

They refer friends and family.

They speak highly of their experience with us because they know we don't just show up to close a deal—we show up to make a difference... check out our Google reviews!

At Impact Maryland Real Estate, we are redefining what it means to serve clients in the real estate world. The difference isn't just in what we do—it's in WHY we do it. Our mission mindset ensures every transaction is infused with compassion. Our commitment to giving back strengthens every community they touch. Our relationship-first approach creates loyalty that lasts. And our willingness to say, “We may not be right for everyone” ensures that the clients they do serve receive nothing short of extraordinary care.

In a world obsessed with speed and sales, we choose heart, purpose, and people—every single time.

Because in the end, and in the spirit of Churchill's timeless wisdom, they know this truth better than most:

You may make a living by what you get... but you make a life by what you give.



Impact agents and their families handing out turkey dinners at the Frederick Rescue Mission!

SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle 2d • 🌱

This..... ALLLLLLLLLLL of this <3

Finding Joy 5d • 🌱

Stacy Rochfort Delisle 6d • 🌱

The end of an era...

Things didn't go our way today. And they certainly didn't go Jacob's way when he was ejected from the game for defending a teammate. ... See more

Stacy Rochfort Delisle Nov 6 • 🌱

Sneak peek for now... but more tomorrow!! 55+ amenity-filled living at its finest!

Stacy Delisle, Realtor Nov 6 • 🌱

Looking for lovely in The Woodlands... Urbana's finest 55+ amenity-filled community?... See more

Marisol Rivas and 4 others 1 Comment

👍 5 🗨️ 1 ➦

Stacy Rochfort Delisle Oct 31 • 🌱

Superman, Waldo, and a bride. E got ready with her friends, and I'm dressed up as an exhausted mom of 3 snuggled under a blanket handing out candy 🍬🍬🍬

Christina Martin Borleis and 75 o... 4 Comme...

👍 76 🗨️ 4 ➦

Stacy Rochfort Delisle 10 • 🌱

Ryleigh girl is up to a new hobby! Loving her new nail business. Her own business page coming soon... but for now, please reach out if you have a little lady who'd like to get her nails done! She's been working hard, practicing, and had her first real cli... See more

Stacy Rochfort Delisle Nov 4 • 🌱

Never forget it ❤️

I've learned that people will forget what you said people will forget what you did but people will never forget how you made them feel.

— MAYA ANGELOU —

Shannon Taliaferro and 7 others

👍 8 🗨️ ➦

Stacy Rochfort Delisle Nov 1 • 🌱

Love seeing @dmv.jac0b explore a new hobby by... sports photography!! Check out his work at @diesel.flicks!!! 📸

Laura Batten-Carbaugh and 16 ot... 3 Comme...

👍 17 🗨️ 3 ➦

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For Inquires AND Referrals contact:

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Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

Stacy made us her #1 Priority. As first time home buyers, my fiancé and I had no idea how to go about the process & were lucky enough to have such an experienced & professional realtor to take the lead. She was patient with our never ending questions and really let us set the pace of how quickly we wanted everything to go. We had a few bumps along the way with some places we were interested in, but she did not skip a beat, always willing to offer advice & be flexible with our schedule. Well, third time is the charm, we settled on our house TODAY & we couldn't be happier! We couldn't have been in better hands. Thank you so much Stacy for all you have done for my family. We would not have found our true Home without You. Highly recommend!!!!

★★★★★ The Wolf Family

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