

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 Story

Friday morning I went out for a run. More accurately put, a walk/jog. With high hopes of getting back to "run" status. 😊

Thursday evening had brought with it a storm, and the ground was littered with puddles and leaves. At one point when I was walking, I looked down and this leaf grabbed my attention. It looked just like a heart. Seemingly



situated upside down, it was obvious it had recently fallen. A few little drops of rain still remained on top of it, and everything about this image hit me. As I looked at the picture of that leaf more closely, I noticed above it, on the ground, debris that resembled a question mark.

Isn't this an image that captures us all?

It has been said that everyone you meet is a human being who dreams of something, fears something, loves someone, and has lost someone.

I know it's true for me... and I am sure it is for you, too.

We all have a story.

And if I am honest, it's probably more accurate to acknowledge that many things fall into each of those categories. Some of my dreams are big... like seeing each of my children grow up to be people of influence who make good choices, love hard, and impact the world in which they live. Some are small... for example, places to which I'd like to travel someday.

When it comes to fears? While I don't love spiders or snakes, I wouldn't necessarily say I fear them. But I do fear something happening to one of my kids. Because I've lived it. And that's a tough one to shake.

Those that I love? The list is so long... but my family is most surely at the top, along with the One who so graciously gave them to me.

And loss? How do you begin to put words to losing your son. Or to holding your dad's hand as he leaves this life and enters the next.

Dreaming. Fearing. Loving. Losing.

All so profoundly imprinted on our souls, and authoring the stories of each of our lives.

The Thursday night before the walk/jog when I found that leaf, I had the opportunity to take Ellie and our friend Morgan to see Ben Rector perform at Wolf Trap.

He is an incredible musician. We sang the songs Ellie has heard me play on the Alexa so many times. We danced. We were silly.

But what really struck me is that he is an even better story teller.

I have loved listening to his tunes fill our kitchen during busy mornings before school, or in the office at work. But what was so impressive about his performance was the stories he told.

About the songs he has written. And the people who shared his stage. He did it with a humility and a humor that was captivating. Made us laugh. And smile in agreement. Because the connection he made with us, his audience, was poignant. Relatable. Real.

***Story connects us.***

It's part of the human experience, and it's one of the things I love most about my work. Entering into the next chapter of a family's life as they make a move or buy an investment property. But more so, getting to know them. Hearing about where're they've been. Understanding what is important to them.

Connecting with them through our stories.

Clients are never just clients. While it may start that way, in the end? They become part of our #ImpactFamily. Because no doubt the "making a move" chapter will involve laughs and tears and probably some fear. We may lose a few houses because this market is tough.

But there will also be a lot of LOVE and JOY.

And we share in the story together.

Stacy

Family Fun Zone!

Trivia

Question:

Q: Which body parts continue to grow throughout your entire life?

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/May Trivia

Question:

Q: What is a group of lions called??

A: A Pride

Congratulations Tom Wheatley!

Sudoku

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



HAPPY BIRTHDAY!!

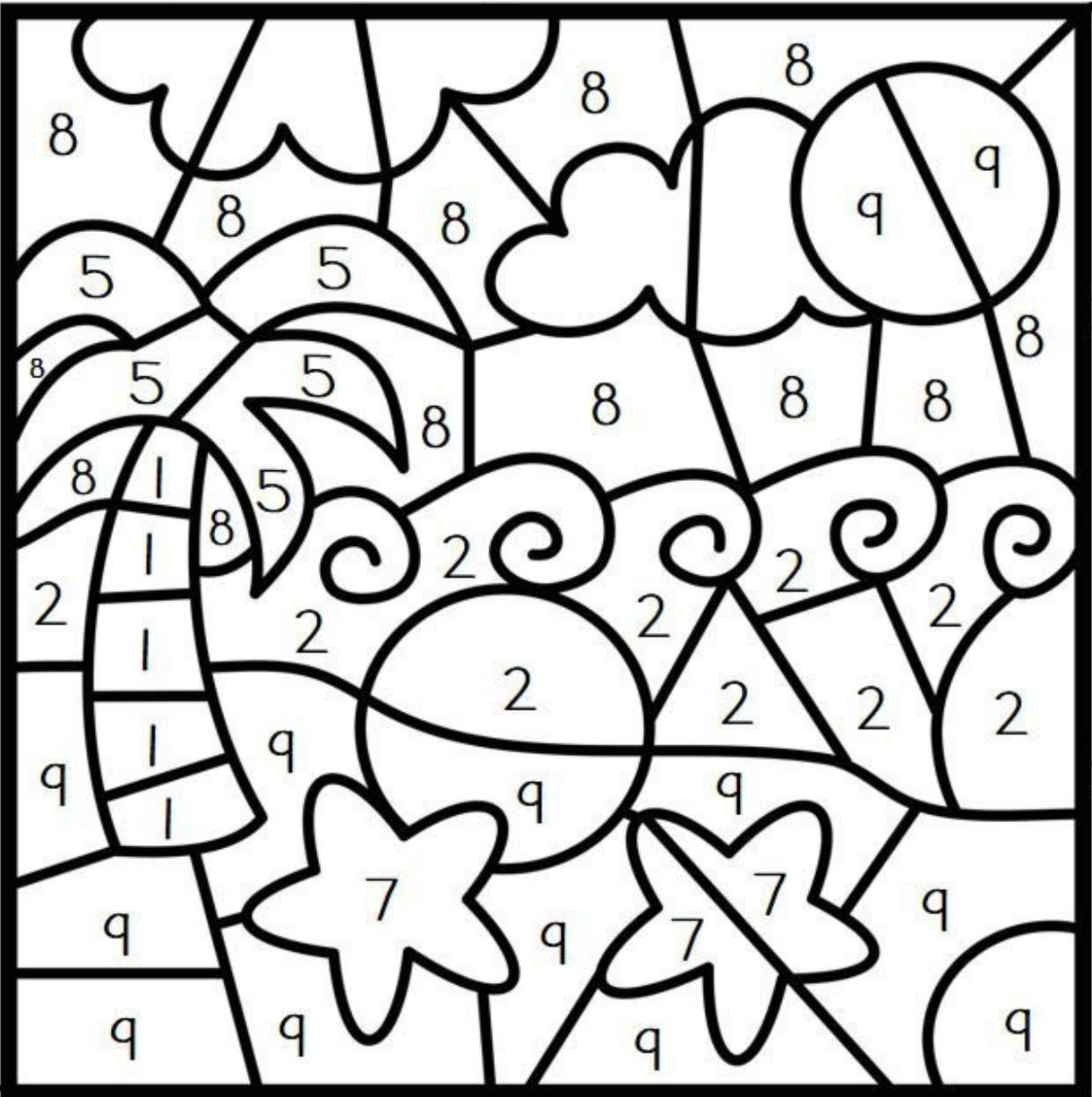


Here are the June birthdays from our friends of Magnolia Monthly. If you have a birthday in June and don't see your name on this list, please email or call us so that we will include your birthday!

Phoenix Herzfeld	June 1st	Monica Doyle	June 13th	Haddon Downs	June 22nd
Kim Carrell	June 2nd	Christian Bombich	June 14th	Miroslaw Miedziak	June 23rd
Joey Hoffman	June 2nd	David Hanington	June 14th	Joseph Ostrander	June 24th
Megan Hook	June 3rd	Susan Smith	June 14th	Alexander Knoepfle	June 26th
Derek Paulus	June 3rd	Anthony Saah	June 15th	Dallas Saah	June 27th
Jack Molle	June 5th	Jordan Saah	June 15th	Melanie? Melson	June 27th
Carson Celis	June 5th	Kenyon Baldwin	June 17th	Will Armacost	June 27th
Jess Maxsell	June 6th	William Knoepfle	June 17th	Cory Downey	June 28th
Nicholas Coe	June 6th	Keenan Shapot	June 18th	Brooke DeSantis	June 29th
Chase Coe	June 6th	Joshua Neuheisel	June 18th	Justice Shifaraw	June 30th
Chris Celis	June 7th	Eileen Whalen	June 18th	Fawwaz Siddiqui	June 30th
Jeremy Blickenstaff	June 9th	Philip Huffstetler	June 19th	Evenson Zmuda	June 30th
Kobe Duncan	June 11th	Lily Cunningham	June 19th	Reagan McDonald	June 30th
Madison Schiner	June 13th	Quinn Hoffman	June 20th		

Name: _____

Color by Number



1 = brown 5 = green 8 = orange
2 = blue 7 = pink 9 = yellow



STORY FROM THE STREET...

Details Matter

They say that the devil is in the details. This common idiom refers to something that may seem simple, but in fact the details are complicated and likely to cause problems.

And recently, when reviewing offers, we found just that.

One of our listings this month received multiple offers, and the differences among them weren't terribly vast. Purchase prices were fairly similar. How inspections and the appraisal would be handled didn't differ greatly. For all intents and purposes, and at first glance, they seemed to be good, solid, offers. And they were.

Sellers in this market have a hard time determining which offer to accept when there are multiple offers, and they have slightly different terms.

What might be attractive to one seller, might not be attractive to another seller.

It could be the slightest difference in an offer that would have one offer get accepted over another.

Which is precisely why the details matter.

The first offer we received was from an agent/team that we know well. It was well-written, "tight" as we like to say here at Impact, and this agent did a tremendous job asking all the right questions when preparing the client's offer. Every decision... from the amount of the EMD, to the number of days for an inspection. To the amount in an appraisal kicker.

And even the escalation factor in an escalation clause.

If you don't know what an escalation clause is, it's almost like the Ebay of real estate. It's made up of both a cap... the top price the buyer is willing to pay, and an escalation factor... the amount by which they'll beat another offer. By way of example, an offer written at \$350,000 may have an escalation clause with a cap at \$375,000 and an escalation factor of \$2,500.

So often, most of the focus is placed on the cap. The greatest potential purchase price.

But in this particular instance, it was the escalation factor that proved most important.

The question is why?

It seems like it would be insignificant. But the answer is risk. That amount, often, is what a seller is willing to accept in an effort to mitigate or offset potential risk in some other part of the contract. Unfortunately, this was a detail one particular agent didn't pay close attention to.

And the factor could determine acceptance or not.

When one escalation clause is only \$1,000 more than another offer based on a \$700,000 purchase price and on that offer they would only get a \$1,000 more than another offer. Think of this from a sellers perspective, is the risk of one contingency worth ONLY \$1,000 more???

The answer to this specific seller was... NO...

However, had the escalating factor been \$5,000, then it would have been a slam dunk! This small detail is why one offer got accepted over another.

EVERY, and I mean EVERY detail matters when making an offer.



IMPACTCLUB® FREDERICK UPDATE

If you haven't been yet, I would LOVE for you to be our guest at the next ImpactClub® Event on Tuesday, Aug 23rd at Idiom Brewing in Frederick.

What you get...

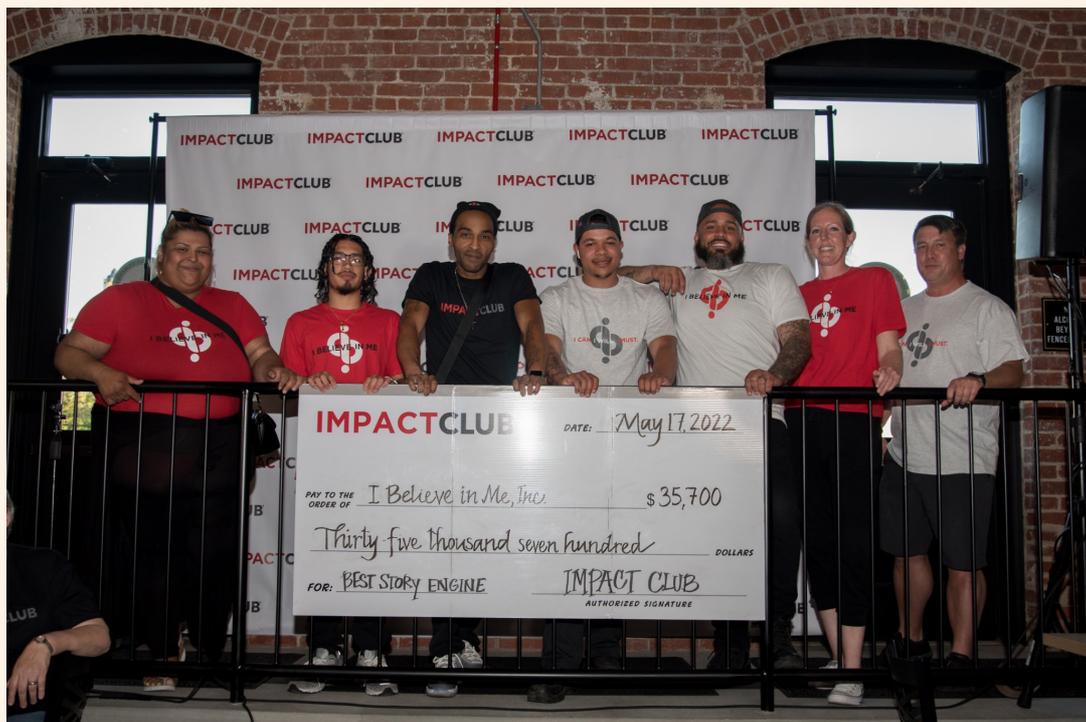
I'm glad that you asked!!

First of all, there are 363 ImpactClub® Frederick members, and you will get to hang and socialize with some of the most awesome people around. Extraordinary people that just like to give and help our community. You will socialize and meet new friends and see old friends. If you are worried that you won't know anyone and are hesitant to come. NO WORRIES!!! Bring a friend, a neighbor, a co-worker, your kiddo!

Have you ever been at a live event. A concert. A sporting event. A move. And the entire crowd is on the edge of their seats and watching the theater play out in front of you. Maybe it is the 4th quarter of the Super Bowl and your team isn't in the game, but along the way you develop a rooting interest and then during the game you start pulling for that team... Or in a movie you become emotionally attached/involved and want a certain ending.... Or at a concert you are hoping the NEXT song is your FAVORITE song.

That is how ImpactClub® events are... except you influence the outcome!!!

At 7pm sharp on August 23rd (after mingling, having a drink, and grabbing a bite to eat, three charities get on stage to emotionally tell you their stories. It's incredible.



Ok, so that hesitancy is eliminated!!!

PLUS... Your drinks will be 'on the house'. ImpactClub® Frederick treats everyone to two drinks of your choice at our events. HUNGRY??? – Idiom always has great food trucks on site.. Usually the famous BoxCar Burger is onsite to order from. (We don't buy everyone's food ---- we don't have unlimited resources – you have to feed yourself LOL).

But the REAL reason people come... And we are the LARGEST ImpactClub®

They are vulnerable. They might cry. They will take you on an emotional roller coaster telling you THEIR story about how and who they Impact. And, you'll be impacted, too.

But unlike the Super Bowl, you will have a say in the OUTCOME of who walks away with \$36,000 PLUS! At the end of the 3 stories, ImpactClub® members VOTE for the charity they want to WIN that quarter's donation.

Simple as that!!! You come. Hang out. Have a good time.

Maybe cry... and have a vote for which charity walks away with a MASSIVE IMPACT!!! I hope you'll join me!!

Social Media Stories

A round up of fan favorites from the month!

Stacy Rochfort Delisle
19h · 🧑

What a joy to help coach these girls this spring!!! All of them grew as players, we won more than we lost, and most importantly we had SO.MUCH.FUN!!! 🏐
#gohawks



38 likes 4 comments

Jennifer Carnahan Weidling is with Elizabeth Peters Petrolle and 4 others at Holly Hills Country Club.
Jun 3 · Ijamsville · 🧑

Enjoying a girls day while kids are still in school 😊



69 likes 8 comments

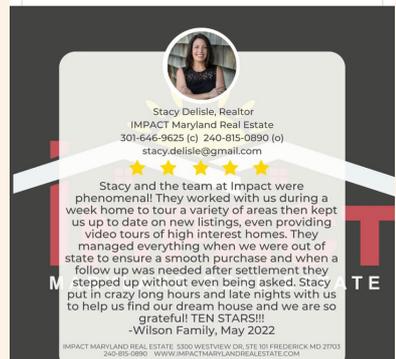
Stacy Rochfort Delisle
4d · 🧑

This homebuying experience was such a unique one!!! With clients out of state... ALL the Facetime showings... and I can't WAIT to welcome the **Wilson Crew** back home to the Frederick area soon!

Impact Maryland Real Estate
4d · 🌐

5 STAR GOOGLE REVIEW!

... See More



Stacy Delisle, Realtor
IMPACT Maryland Real Estate
301-646-9625 (c) 240-815-0890 (o)
stacy.delisle@gmail.com

★★★★★

Stacy and the team at Impact were phenomenal! They worked with us during a week home to tour a variety of areas then kept us up to date on new listings, even providing video tours of high interest homes. They managed everything when we were out of state to ensure a smooth purchase and when a follow up was needed after settlement they stepped up without even being asked. Stacy put in crazy long hours and late nights with us to help us find our dream house and we are so grateful! TEN STARS!!!
-Wilson Family, May 2022

IMPACT MARYLAND REAL ESTATE 5300 WESTVIEW DR. STE 101 FREDERICK MD 21703
240-815-0890 WWW.IMPACTMARYLANDREALESTATE.COM

Stacy Rochfort Delisle
Jun 4 · 🌐

What an incredible art show after an amazing year of classes at **Urbana Art & Soul Studio + Creative Spaces Boutique & Design!** 🎨

LOVE living in a community with so many awesome small businesses that provide great opportunities for our kiddos!!



35 likes +10

Stacy Rochfort Delisle
Jun 3 · 🌐

When it's National Donut Day... you make all the donuts. Baked and fried. And all the toppings... homemade ganache included! 🍩

Last 6th grade breakfast before summer break! ☀️☀️



75 likes 14 comments 1 share

Stacy Rochfort Delisle
4d · 🧑

Obligatory last day of school photos! 6th grade girl squad, and end of 2nd/4th for Ryleigh/Jacob!

#summer2022 #summertime



78 likes 3 comments

Stacy Rochfort Delisle is at Sweet Babe's Creamery.
3d · Urbana · 🧑

One ice cream. 🍦 Two spoons. My favorite 8 year old 🥰



Stacy Rochfort Delisle
Jun 3 · 🌐

❤️❤️❤️

Impact Maryland Real Estate
Jun 3 · 🌐

It came...it went. 🎉

Multiple offers ➡️ 24 Hours ➡️ UNDE... See More



UNDER CONTRACT
IN 24 HOURS WITH MULTIPLE OFFERS

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Stacy Delisle, Realtor
301-646-9625 (c) 240-815-0890 (o) stacy.delisle@gmail.com

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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...

THANK YOU ISN'T ENOUGH FOR THE DYNAMIC DUO THAT IS STACY DELISLE AND ERIC VERDI, ALONG WITH ALL OF THE AMAZING FOLKS AT IMPACT MARYLAND REAL ESTATE! YOU GUYS WERE AMAZING TO WORK WITH ON THE SALE OF OUR HOME! FROM HELP WITH STAGING AND AN EYE FOR DETAILS TO THE TEXTS AND PHONE CALLS TO CHECK IN ON US, YOU ALWAYS MADE US FEEL LIKE WE WERE YOUR ONLY CLIENTS (EVEN THOUGH WE ABSOLUTELY KNOW WE WEREN'T). THANK YOU FOR MAKING THE TRANSACTION SO SEAMLESS!

★★★★★ The Bombich Family

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