

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!

INSIDE THIS ISSUE:

A TAPESTRY OF HOPE P. 1-3
 FAMILY FUN ZONE P. 4
 DECEMBER BIRTHDAYS P. 4
 STORY FROM THE STREET P. 5-6
 SOCIAL MEDIA STORIES- P. 7

A Tapestry of Hope: Reflection on Christmas

Christmas, a season of joy and festivity, arrives like a beacon of hope, casting a warm glow on the cold winter nights. As we immerse ourselves in the traditions and celebrations, it becomes evident that hope is the unspoken theme woven into the fabric of this magical time of the year.

The Advent of Hope

The Christmas season commences with Advent, a period of anticipation and

preparation. The lighting of the Advent candles symbolizes the progression towards the birth of hope, peace, joy, and love... the One who is hope, peace, joy and love personified.

Each week, a new candle is lit, signifying the growing brightness that hope brings to our lives. The symbolism is profound, reflecting the human journey of enduring through darkness with the expectation that the light of hope will eventually prevail.

In the hustle and bustle of our days, the constant tension between “doing” and “being,” the Christmas season serves as a gentle reminder to pause and reflect on the significance of hope in our lives.

As we decorate our homes with lights and ornaments, we also illuminate the corners of our hearts with hope. The act of gift-giving becomes a tangible expression of the hope we hold for the happiness and well-being of our loved ones. The tradition of hanging stockings, eagerly awaiting surprises from Santa, mirrors the childlike hope that persists in all of us, transcending age and circumstance.

We could all use a dose of hope, couldn't we?

Melodies of Hope

The timeless tunes of Christmas carols echo through the air, carrying messages of hope and joy. From classics like "Silent Night" to contemporary favorites, these songs encapsulate the spirit of the season. The lyrics often tell stories of miracles,

redemption, and the enduring power of hope. A personal favorite on repeat in our home these days...

“Israel's strength and consolation
Hope of all the earth thou art
Dear desire of every nation
Joy of every longing heart”

Hope. Joy... Priceless gifts, indeed.

As we join in the singing, we become part of a collective expression of optimism, uniting hearts in a shared belief that, even in challenging times, hope is a melody that never fades. Neither is the One who is hope itself.

Hope Incarnate

At the heart of Christmas lies the Nativity story—a profound narrative that encapsulates the embodiment of hope in the form of a vulnerable child born in a humble manger. The journey of Mary and Joseph, the shepherds, and the Magi is a testament to the transformative power of hope in the face of adversity. The birth of Jesus... the divine gift of hope to humanity... enabling us to find solace and strength in the most unexpected of circumstances.

Seeds of Hope

During the Christmas season, communities come together to engage in acts of kindness and generosity. Whether it's through volunteering at a local shelter, donating to a food bank, or participating in a charity event, these actions sow the seeds of hope in the fertile soil of human compassion. The

collective effort to make a positive impact reflects the belief that hope is not only a personal sentiment but a force that grows stronger when shared.

From a personal standpoint, these extra measures of kindness are so often a balm to my heart when waves of grief surrounding the season are strong. Years later, missing my Dad and Isaac is still very tangible this time of year; and yet, in the midst of the missing, extending extra measures of kindness in love soothes not only my own heart, but brings hope to those in need. How incredible that while helping to bring hope to others, Hope itself settles in our own hearts. What an incredible gift!

Looking Ahead: New Beginnings and Resolutions

As the year draws to a close, Christmas serves as a bridge between the past and the future. The New Year, just around the corner, becomes a symbol of new beginnings and fresh possibilities. The act of making resolutions is an expression of hope—a commitment to personal growth, positive change, and the pursuit of dreams. The transition from one year

to the next is a tangible reminder that, no matter the challenges faced, hope invites us to embrace the opportunity for transformation.

In the tapestry of Christmas, hope is the golden thread that weaves through every moment, every tradition, and every heartfelt celebration. It is a force that unites humanity in a shared belief that, no matter the circumstances, there is always a reason to hope.

As we exchange gifts, sing carols, and gather with loved ones, let us remember that the true magic of Christmas lies in the enduring power of hope—a gift that transcends time and enriches the human experience. May the light of hope shine brightly in our hearts, guiding us through the darkness and inspiring us to embrace the promise of a better tomorrow.

This Christmas, it is MY hope that you would gaze upon the One who is hope incarnate.

There is no greater gift.

Stacy



Family Fun Zone!

Sudoku

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

December Trivia

Question:

Q: What is the translation of the title of the song "Auld Lang Syne"?

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!!

November Trivia Question:

Q: How many bones do sharks have?

A: Sharks do not have bones

Congratulations, Alyssa Klein!



HAPPY BIRTHDAY!!



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

| | | | | | |
|-------------------|-------|--------------------|-------|-------------------|-------|
| Rod Vasquez | 12/1 | Molly Ganley | 12/13 | Joel Chaffman | 12/19 |
| Kelly Higgins | 12/2 | Mike Veirs | 12/13 | Kellen Shapot | 12/21 |
| Zara Sesay | 12/3 | Jonathan Gutzman | 12/15 | Jason Ingram | 12/21 |
| Ben Clark | 12/4 | Carson Eckard | 12/15 | Kerry Douty | 12/22 |
| Michelle Randolph | 12/4 | Carole McKee | 12/15 | Sebastian Paulus | 12/23 |
| Lisa Carr | 12/4 | Jess Shullenbarger | 12/15 | Tate Bailey | 12/24 |
| Melanie Drummer | 12/5 | Jody Wisor | 12/15 | Ken Radford | 12/24 |
| Jen Weidling | 12/5 | Chandler Richards | 12/15 | Eric Dove | 12/24 |
| Brooklyn Weidling | 12/6 | Grady Richards | 12/15 | Andy McKee | 12/25 |
| Wilson Saunders | 12/6 | Jennifer Richards | 12/16 | Evie Burge | 12/27 |
| Cody Blickenstaff | 12/6 | Tamara Popov | 12/17 | Jacob Delisle | 12/28 |
| Jalisa Wolf | 12/11 | Charlotte Cole | 12/18 | Brendan Harman | 12/29 |
| Joey Delescavage | 12/12 | Greg Duncan | 12/18 | Cary Fellows | 12/30 |
| Dominic Shifaraw | 12/13 | Jeanine Gugliero | 12/18 | Taylor DeGirolamo | 12/31 |
| | | Bill DeSantis | 12/19 | | |

STORY FROM THE STREET...

Getting Back to Basics: A New Era for Real Estate Agents

Prioritizing Clients in a Challenging Market

In the ever-evolving world of real estate, adapting to market changes is crucial. As agents, our foundational principle is to always prioritize our clients and find ways to innovate and adjust based on the current market. However, with a 30% decrease in sales year over year, it's time to revisit our roots and adjust our strategies.

We are asked regularly about the status of the housing market. Long story short? There are still buyers that want/need to buy and need housing. People always need housing, but the volume of buyers has diminished because housing is NOT as affordable when rates are 7% as compared to 3% eighteen months ago.

On top of this, sellers aren't selling and moving to a new home unless they have to. The 'want to' moves have slowed to a crawl. People have a hard time going from a \$350k townhouse where they are paying \$1800/mo to a 'move up' house for \$500k when their payment will now be nearly \$4,000/mo. It just doesn't make sense.

This is why, in our opinion, sales are down.

There is currently a better balance of supply and demand.

From 2019 to mid 2022 there was an imbalance in the supply/demand pendulum. There were basically ten buyers for every house that was sold. This made for a very interesting time for buyers and sellers, as you can imagine.

The End of Quick Sales: A Shift in Dynamics

Gone are the days when listing a property guaranteed a flurry of offers within 24 hours. The current market demands creativity and a proactive approach. It's not just about listing homes; it's about making them irresistible to potential buyers.

Open Houses: Generating Buzz

One effective tactic is hosting open houses. These events are more than just showings; they're about creating excitement and drawing in those buyers who might still be undecided. An open house is an opportunity to showcase the property in its best light and interact with potential buyers directly.

What we are seeing is people coming through to window shop... but THEN seeing features and finishes in the house and deciding they might want to move. The more people we can get through the front door, the higher the likelihood that we can get a potential buyer to make an offer.

We have sold MORE homes than ever this year through open houses!

The Art of Pricing: Striking the Right Balance

Pricing a property is more critical than ever. Overpricing can deter potential buyers, while underpricing may no longer lead to bidding wars, a common phenomenon in the past three years.

The key is to find that sweet spot – a price that's attractive to buyers but also reflects the true value of the property.

The Importance of Accurate Pricing

In today's market, receiving multiple offers is not a given. Often, you might only get one or two, making it essential to price the property correctly from the outset. A well-priced home can still attract serious buyers and result in a satisfactory sale.

Enhancing Property Appeal: Standing Out in a Competitive Market

With buyers becoming increasingly selective and the overall cost of housing rising, making a property stand out is crucial.

The Full-Service Approach – Impact's Documented Approach: Design, Renovation, and Marketing

At Impact, we take a comprehensive approach to listing homes. This involves bringing in our skilled team, including a designer, contractors, a photographer, and a marketing team. Together, we transform each property, ensuring it shines in the market.

Adhering to Core Principles: Doing Right by Our Clients

In this shifting landscape, our commitment to our clients remains unwavering. It's about more than just making sales; it's about ensuring that each client feels supported and satisfied with the outcome.

Collaborative Strategies for Success

Staying ahead of market trends and collaborating with our partners allows us to develop innovative strategies. These

strategies are not just about adapting to the market but thriving in it, ensuring we always deliver the best to our clients.

The real estate market may be changing, but our core values remain the same. By getting back to basics and focusing on what truly matters – our clients – we navigate these new challenges with professionalism and dedication, ensuring success for our clients and ourselves in this dynamic landscape.

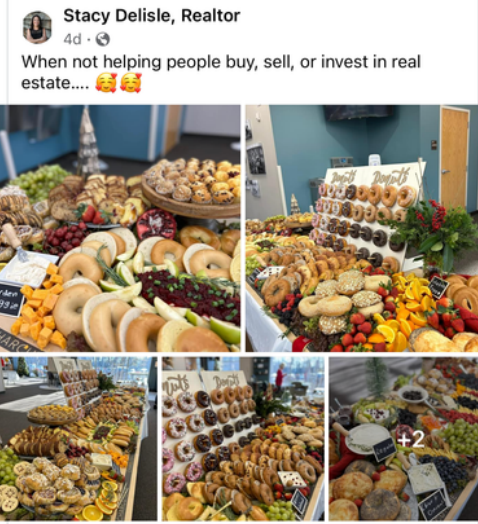


SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
3d · 🌐
Such an encouraging morning at **Mountain View Community Church (MVCC), Frederick, MD's Women's Christmas Brunch!**

Ashley Wingard... thank you for the joy of serving our church alongside you ❤️



Stacy Delisle, Realtor
4d · 🌐
When not helping people buy, sell, or invest in real estate.... 🍪🍪

2118 Caisson Rd
JUST SOLD!

IMPACT REALTY
STACY DELISLE
ASSOCIATE BROKER
301-646-9625 (C)
240-810-0209 (O)

Frederick, MD

Stacy Rochfort Delisle
5d · 🌐
Friday morning perfection. ❤️



Stacy Rochfort Delisle
Nov 30 · 🌐
Oh happy day!!!! 🎉🎉🎉🎉 HUGE congratulations to the Lenz family!

Morgan McAuliffe-- it was such a pleasure working this transaction with you! Thank you for bringing some awesome folks to **Urbana!**

Stacy Delisle, Realtor
Nov 30 · 🌐
Shouting a HUGE congratulations to the **Lenz** family on the sale of your STUNNING **Villages of Urbana** home! You have the kindest hearts, welcoming the... See more

Just Sold!

9168 BEALLS FARM ROAD
URBANA, MD

IMPACT REALTY
STACY DELISLE
ASSOCIATE BROKER
301-646-9625 (C)
240-810-0209 (O)

www.impactmarylandrealestate.com/stacy-delisle/

Stacy Rochfort Delisle
Dec 3 · 🌐
The first few 🏠🏠 have been entered!!
Text/message/email me a photo to enter yours! 🥳🥳

IMPACT REALTY
STACY DELISLE
ASSOCIATE BROKER
301-646-9625 (C)
240-810-0209 (O)

JOIN US FOR A
GINGERBREAD HOUSE DECORATING CONTEST

THE DETAILS:

- DECEMBER 1-15: TEXT/EMAIL A PHOTO OF YOUR HOUSE TO ENTER --- 301-646-9625 OR STACY.DELISLE@GMAIL.COM
- DECEMBER 17-22: VOTE FOR YOUR FAVORITE IN THE FACEBOOK GALLERY "TOUR OF HOMES"
- DECEMBER 23: WINNER OF A \$200 "LIVE LOVE URBANA" GIFT CARD PACK (OR \$200 AMAZON GIFT CARD IF NOT LOCAL) WILL BE ANNOUNCED!
- LIMIT ONE ENTRY PER PERSON

Stacy Rochfort Delisle is with Spencer Delisle and 2 others.
2d · 🌐
Game day!!! 🍷💜🍷 GO Ravens!!



Stacy Rochfort Delisle
Dec 1 · 🌐
Poms banquet ready!



Stacy Rochfort Delisle
9h · 🌐
This. Simply this.
Feeling every ounce of it recently trying to juggle it all...
This past Saturday at our church's women's brunch **Amy Cavaness Wilkinson** spoke, and offered such a beautiful reminder to go and BE.... See more

Perhaps the one thing keeping a mama from falling apart into a million pieces, is the complete and humble dependence upon the One Who pieced her together, from mere dust.

GRACEFULLY WOVEN BY ELIZABETH SPENNER

Tammy Bartlett Bailey and 25 others 4 comments

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

3295 Prices Distillery Rd.
Ijamsville, 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...

Stacy handled the sale of our town home and the purchase of our dream home. She was incredibly thorough with every detail and walked us through every step of the buying and selling process. Stacy went above and beyond for us during some unusual circumstances. Her work ethics are unmeasurable and we are forever grateful to have worked with her.

★★★★★ The Benson Family

This newsletter is intended for entertainment purposes only. Copyright 2023 Magnolia Monthly. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.