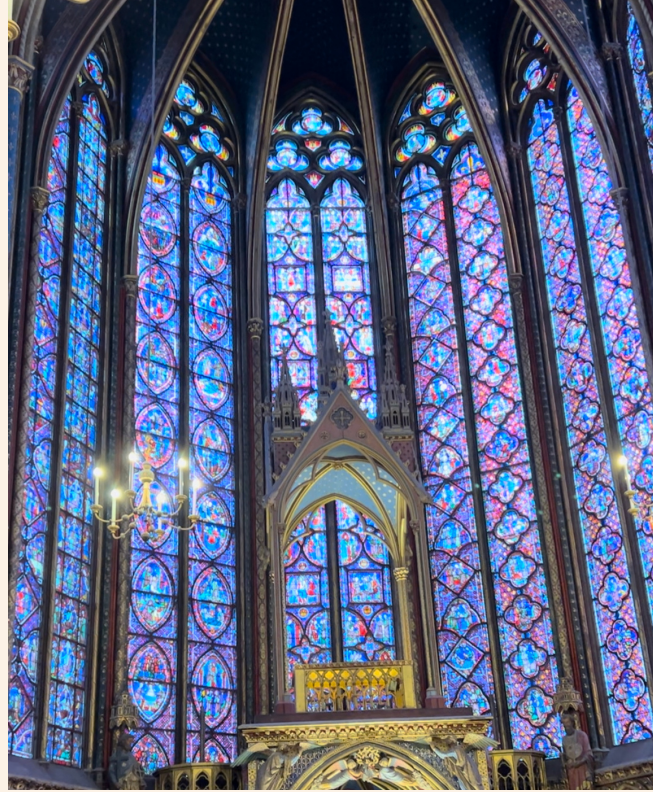


MAGNOLIA MONTHLY

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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Sitting in Splendor

Lessons from St Chapelle

Christmas came with quite a surprise this past year: a long girls weekend with one of my dearest friends, Jen, to visit Paris! Spencer and her husband, Kris, schemed for months to get us there, and then we schemed for a few weeks to plan an incredible itinerary.

Crepes. A tour of the Eiffel Tower. More crepes. Rue Cler. Sacre Coeur. Arc de Triomphe. Shopping on Champs Elysee. Sightseeing on the Seine River. Taking a cooking class. Hitting some spots from Emily in Paris... which included a chance encounter with the film crew... and 'Gabriel' himself!

More crepes. (Sensing a theme here?)



More... and more.. and more... crepes. We made it a mission to try as many types as we could! But Nutella and banana was the favorite!

Jen's must-dos included a cabaret, visit Sarbonne's campus bookstore, and the Louvre.

Mine? Seeing the Eiffel Tower at night and touring Saint Chapelle.

Eiffel Tower at night! This has been a life-long dream. Did you know that there are 20,000 lights on the tower to make its hourly evening light show possible?? Amazing!!



I knew both would be beautiful... but I don't think I was prepared for the absolute awe of Saint Chapelle's splendor. The only real response was tears, and they welled up in my eyes and spilled over gently as I took it all in.

Is there really any other response when sitting in the midst of a masterpiece?

When thinking of the iconic cathedrals in Paris, Notre Dame most always comes to mind. Sacre Cour perhaps second. Saint Chapelle, however, is one that's a must see. Its history is rich, and it will take your

breath away... and for me, served as a welcome opportunity to sit, reflect, and just "be,"

Commissioned by King Louis IX of France in the 13th century, Saint Chapelle was intended to house relics of great significance, including the crown of thorns believed to have been worn by Jesus during his crucifixion. Its construction was a monumental undertaking... spanning just seven years from 1242 to 1248. The speed with which it was built speaks to the fervor and determination of its patron and the skill of its craftsmen.

I wonder what it is in my own life that I approach with such dedication and passion?

As light streamed through Sainte-Chapelle's stained glass windows... even on that drizzly day... each pane was a tableau of biblical narratives, spanning from the book of Genesis to Revelation. The luminous colors and intricate details were simply stunning in and of themselves; but they told a story much more beautiful than even those fifty foot windows could contain.

How magnificent... I thought... that man would build something so incredible to honor the One who loves them more deeply, more vastly, and more beautifully, than even their very best work could contain.

I have seen a lot of houses. Big houses. Small houses. Old houses. New and being built houses. Kind of like Dr Seuss and his fish... (One fish, two fish, red fish, blue fish). ALL of which, too, were uniquely designed. Whether it was by a pragmatic land owner

who laid each brick himself by hand. Or the architects at a “big box” builder. Or my current client who is lovingly and painstakingly choosing every desired detail in her custom home.

These places, too, tell a story...

The story of families past. And the stories that are still to be written. There may not be stained glass (although there just might be!). They probably won't contain the gothic architecture of Saint Chapelle's time, and they most likely won't house any historical relics ;-)

But YOUR home tells the story of YOU. Your family. It houses your joys and triumphs... and perhaps some of your hardest days. It probably holds the most important pieces of your world... baby books and memory bins. Or maybe a safe with a passport full of stamps or important family heirlooms.

Whether the soaring splendor of Saint Chapelle or the humble halls of our homes with which we are so familiar, may we find comfort and hope knowing that we are part of a story bigger than us... one that has been before us, AND that is to come.

Even now, as I finish this up, I can't help but think about yesterday's sunshine. The sprouting of spring on full display in its daffodils and cherry blossoms; budding hydrangeas and greening grass. Whether it's the seven years it took to build Saint Chapelle, or the changing of seasons each spring, this I know for sure:

EVERYTHING is made beautiful in its time.

Stacy



First night... went to find a few key spots from Emily in Paris. Turns out they were filming! Gabriel... he was super kind!



Cooking class through an Air B&B experience where we learned to make cheese souffle. Highly recommend cooking class when traveling!

Last night, late night at the cabaret! Fun, entertaining, and so unique to Parisian culture.



Heading home... exhausted from long days brimming with fun!



Family Fun Zone!

March Trivia

Question:

Q: Which 1970 Disney animated musical about some felines living the high life in Paris and featured the voice acting of Eva Gabor and Phil Harris?

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!!

February Trivia Question:

Q: What is the only food that can never go bad?

A: Honey

Congratulations, Susan Ortega!

Sudoku

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



HAPPY BIRTHDAY!!



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

- | | | | | | |
|--------------------|-----|-------------------|------|---------------------|------|
| Dominic Petrolle | 3/2 | Calan Berning | 3/7 | Lucas Cabrera | 3/20 |
| Toni Sakadales | 3/2 | Charity Marshall | 3/8 | James McDonald | 3/20 |
| Evan Scorpo | 3/3 | AnnMarie Gersch | 3/8 | Henry Delescavage | 3/20 |
| Daniella Petrolle | 3/3 | Jax Paul | 3/9 | Nicholas Maxsell | 3/23 |
| Bella Chughtai | 3/3 | Jason Wiles | 3/10 | Lilly Poska | 3/24 |
| Gracie Chughtai | 3/3 | Kendra McDonald | 3/11 | Sierra Delisser | 3/25 |
| Mike DiGiorgio | 3/3 | Danielle Wilson | 3/11 | Jason Delisser | 3/25 |
| Ellie Delisle | 3/4 | Sebastian Melson | 3/12 | Charlotte Barrett | 3/26 |
| Tim Herzfeld | 3/4 | Drew Fellows | 3/13 | Madison Weidling | 3/26 |
| Wesley Hardin | 3/4 | Renee Walker | 3/13 | Becky Celis | 3/28 |
| Rebekka Popov | 3/5 | Sam Abrill | 3/13 | Lauren Westcott | 3/29 |
| Matt Schmitt | 3/6 | Phil Poska | 3/15 | Kyle Altuner | 3/29 |
| Amy Cabrera | 3/6 | Natalie Hostetter | 3/16 | Makayla Randolph | 3/30 |
| Miles Hook | 3/6 | Tom Wheatley | 3/18 | Tiffany Huffstetler | 3/31 |
| Christian Petrolle | 3/6 | | | | |



STORY FROM THE STREET...

Not EVERYONE is a fit for Impact!!!

Real Estate is much like life...

Remember that kid in elementary school that you just didn't get along with? He/She might have like Legos and you liked Transformers. Or they thought horses and ponies were cool and you like skateboarding. Or you are into theater that other person is into sports. As much as you tried to get a common interest with that other person it just didn't work out for one reason or another.

Not that the other person was right or wrong. Or you had a mutual dislike for one another, it just wasn't a good 'fit' with YOU and your personality.

Years later you might have met back up in life and then 'connected' with that person and you became good friends because 'life experiences' were had by both parties that brought you two together and now because of that shared experience you now that you have the same beliefs you are friends.

Same thing happens in a Real Estate relationship.

Not all real estate agents view what they do the same. Not all have the same belief system. Not all view their relationship with clients the same way.

And Not ALL clients view real estate agents and what we do the same.

This stems from shared experiences and expectations.

Gonna share a story with you...

In the bustling heart of the real estate, where dreams are bought and sold in the form of brick and mortar, the real estate company of Impact Maryland Real Estate and our agents stand as a beacon of something different, something more.

The story of Jane and Alex, two potential clients, captures the essence of the unique path Impact Agents tread in the real estate world, a path not every client is ready to walk.

Jane, in search of a new home for her growing family, was drawn to Impact Agents by their reputation for deep, personal engagement. She was tired of agents who saw her family as just another transaction, a notch on their belt. In her first meeting with an us, she felt an immediate difference. The conversation wasn't about square footage or the number of bedrooms; it was about her family's dreams, their daily lives, and how each space could nurture their growth and happiness.

Our agent spoke of the firm's philosophy like it was a creed: Relationships over Transactions, always!!!

However, not all potential clients resonated with this approach. Alex, looking to quickly flip a property, sought out Impact Agents on the recommendation of a friend. His experience was starkly different. From the first meeting, it was clear that his and Impact's visions for how a real estate 'relationship' should go did not align.

When discussing strategies, Alex wanted cold, hard statistics and rapid closures. But his agent, Mark, delved into the ethics of property investment and how it affects the community, highlighting the firm's commitment to honest, meaningful transactions. Alex was looking for a door opener, a paper pusher, but Mark spoke of Impact Agents' dedication to transforming each client's life through real estate, not just their portfolio.

This divergence of paths was not a matter of misunderstanding but of fundamentally different expectations. Impact Agents invested time, energy, and genuine emotion into understanding and nurturing the dreams of their clients.

We view our clients as family, engaging in hard conversations and providing honest feedback, even when it was not what the client wants to hear. This approach often means telling prospective buyers like Jane that the dream home they envisioned was beyond their means or advising sellers like Alex that their asking price was unrealistic in the current market.

For those strictly seeking a transactional relationship, the depth of involvement Impact Agents offered was overwhelming, even unnecessary.

But for clients like Jane, who sought connection and understanding, it was everything. She knew that any home recommended by her agent was chosen with her family's best interests at heart, not just the potential for a quick sale. The clients who travel the stressful journey of buying/selling with us part of the 'Impact Family' and they understand this difference immediately and intimately. They become advocates, referring friends and family not just for Impact's

acumen but for the lasting relationships formed in the process.

Jane experiences lend to an ideal fit for our 'Relationship not Transaction' approach while Alex is not a good fit and there are others that could serve is 'door opener' needs much better than an Impact agent!!!

Jane knows that in the world of Impact Agents, a house was not just a building but a canvas for life's most precious moments.

In the end, not every client was a fit for Impact, and that is okay. Impact's commitment to their values over volume mean that while they might not work with everyone, those they did work with experienced a service unparalleled in its depth and sincerity. In a world where the personal touch is often lost in the rush for profits, Impact Agents remain a testament to the power of relationships, trust, and the deep emotional bonds that can transform business into something profoundly more meaningful.



SPRING Word Scramble

Unscramble the Spring themed words below.

1. UARBMELL _____
2. UESFBTRTEIL _____
3. RLSOFWE _____
4. UNSYN _____
5. IPLSTU _____
6. EISNSNUH _____
7. OLOSSBM _____
8. OIAWNRB _____
9. CICNIP _____
10. NGEARD _____

SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
Feb 23 · 🌐

When it's the first Friday morning breakfast after you return from France.... you make the crepes!!!! <3

#fullbelliesfullerhearts

Stacy Rochfort Delisle
Mar 3 · 🌐

Get to spend my afternoon with three of the coolest 13 and 14 year olds I know!

UHS Drama Boosters bingo fundraiser for the win!

👍❤️👍 26 5 comments

Stacy Rochfort Delisle
Mar 4 · 🌐

Shouting from the rooftops HAPPY 14th BIRTHDAY to our Ellie girl!!

This girl right here is our rainbow 🌈 baby. A double rainbow, in fact... and nothing short of an absolute miracle.

Losing our first baby at 13 weeks was devastati... See more

Stacy Rochfort Delisle
Mar 5 · 🌐

Some wonderful, wise words from this morning's reading ❤️

This one is a slow read... so much meat and so incredibly GOOD! Highly recommend 🙌

Impact Maryland Real Estate is with Stacy Delisle, Realtor and Stacy Rochfort Delisle.
Mar 9 · 🌐

Please help us wish the most amazing person the most amazing birthday!! 🎂

Stacy Delisle / **Stacy Delisle, Realtor** - Your #IMPACTfamily wishes you the HAPPIEST OF BIRTHDAYS!! 🎉 You are the ultimate doer, information gatherer, favor completer, baker and maker...and WE are the lucky ones. We hope you are treated to a day as SPECTACULAR as you are, and as spectacular as you help others feel every day! 🎂 🎉

Shannon Musser is with Jennifer Carnahan Weilding and 3 others.
Feb 28 · 🌐

Such a fun birthday tonight! A big congrats to our own little celebrity **Stacy Rochfort Delisle** who was a realtor finalist at the BeLocal awards! She will always be our winner! 🎉

👍❤️👍 60 13 comments 1 share

Stacy Rochfort Delisle
1d · 🌐

For your weekend ❤️

DO ALL THE GOOD YOU CAN,
BY ALL THE MEANS YOU CAN,
IN ALL THE WAYS YOU CAN,
IN ALL THE PLACES YOU CAN,
AT ALL THE TIMES YOU CAN,
TO ALL THE PEOPLE YOU CAN,
AS LONG AS EVER YOU CAN.
JOHN WESLEY

Stacy Delisle, Realtor
2d · 🌐

Happy National Potato Chip Day!

Coming your way, **Urbana!!** 🍌 🌞

Stacy Rochfort Delisle
Feb 28 · 🌐

It's a make a blanket by the fire kind of morning... tea, tunes, and tons of loops 🧶

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stacy.delisle@gmail.com

Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

What can I say about Stacy Delisle??? She's the Real Estate Agent who cares. Stacy made my home buying experience the best from the beginning to the very end. Her professionalism, knowledge and expertise in the real estate game was second to none. First of all, she was very pleasant and personable; based on my criteria for what I would like in searching for a home, she immediately pulled listings for 6 homes and we met the very next day to look at the homes. Stacy not only showed the homes but she literally got down on the ground looking for specific things that I would've never knew to look for and she was never pushy about me selecting a home. As a result of that meeting, I found 2 homes that I loved and put in an offer the next day for my top pick, which is the home I am in today. Stacy made sure I understood each step of the process and definitely made sure I understood any documents that I was required to sign. She also has a special expertise in analyzing home inspection reports and made sure to guide me in the right direction as to what I should ask from the sellers. Even on closing day, there was a minor hiccup during the final walkthrough before closing, and Stacy was relentless in making sure the issue was resolved and that I could proceed with closing without a hitch. I call Stacy my "little dynamo" as she was tough when she needed to be all in the best interest of me. I unequivocally would recommend Stacy Delisle to anyone looking to purchase or sell a home in her licensed jurisdictions. She made my experience wonderful overall as she is truly a top-notch Agent and consummate professional!

★★★★★ Olivia Hill

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