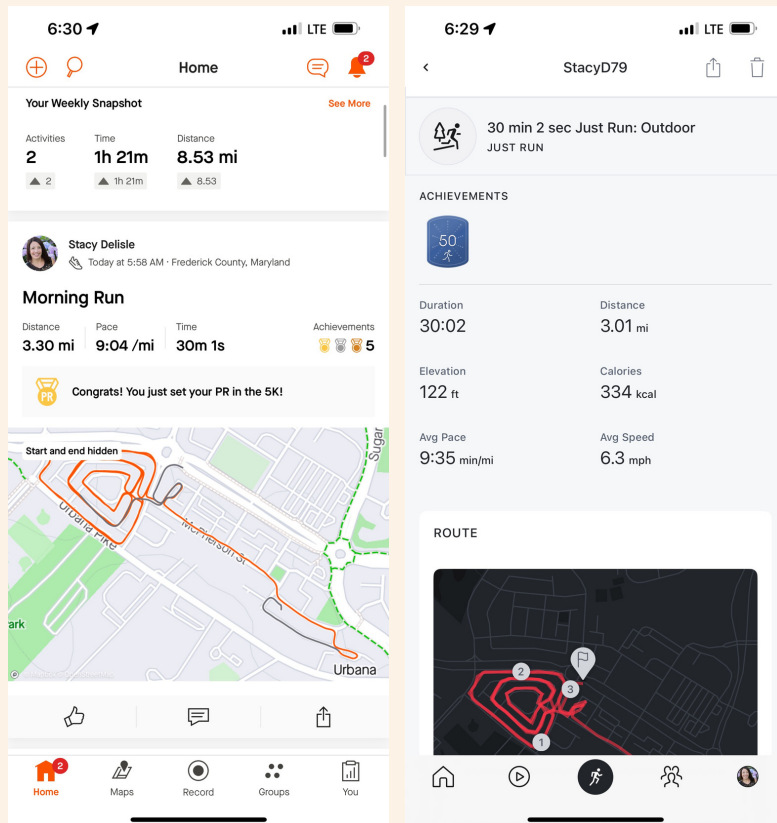


# MAGNOLIA MONTHLY

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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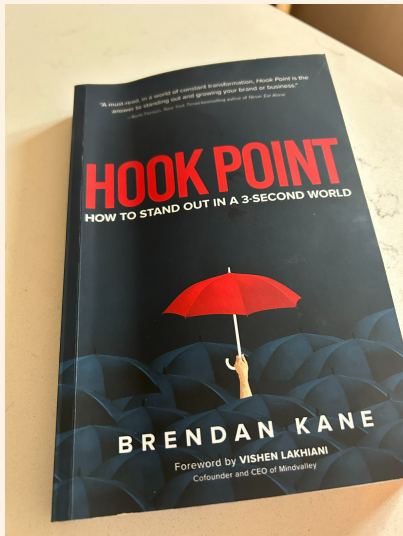
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## Daunting Data & a "Day 1" Mindset

In his book *Hook Point*, Brendan Kane shares a staggering statistic: there are over 60,000,000,000 messages sent out on digital platforms each day. That is a LOT of information out there for consumption on a daily basis. He goes on to talk specifically about social media platforms, digital ecosystems, and the point is simply this: we have an endless supply of information... data... at our fingertips coming at us more quickly than our minds can actually process and consume.

## Data... information... is everywhere.



Confession: I am a bit of a data nerd. When I was teaching, I would track endless pieces of data. Student improvement from formative to summative assessment for a given concept. MAP-R scores. I sat on our School Improvement Plan committee and we'd track data school wide... and I would celebrate with our team when our MSPAP and MSA scores improved in alignment with our SIP goals.

In my current career in real estate, I still love ALL the data. Comps. Trends. Dissecting appraisal reports. Determining how to price and position a property just right. You name it. Real estate is both a science and an art, and I am here for it all!!

I wrote a few months ago about the 1% Rule.... Working to improve by just 1% in a given area. For me, it was looking at my Peloton rides and my runs. Maybe a 1% improvement in distance. Or pace. Or maybe average output on the bike.

Recently though, I noticed my Peloton app not seeming to do its "job" during my runs. The stated pace and my actual speed felt discrepant. I was running hard and breathing heavy... a "mind over matter" sort of pace... but my app was clocking a 14 minute mile pace. Clearly, this wasn't correct.

Enter Strava.

I "double app'ed" my last couple of runs, and was pretty stunned by how different they were. Strava had me running 1 min/mile faster, and 1/3 of a mile farther on a 3 mile run.

I like Strava 😊

But it raises the question: which piece of data is true? Which is most accurate and representative of my run?

**Much like the two different apps that tracked my same run, data can say all kinds of different things.**

When looking at student data, a gain in percentage may appear huge, but the increase in points could be nominal. Or, vice versa.

In real estate, there are any number of determining factors that can paint a picture... days on market. Sold price vs list price. Price per square foot. So how do we take this over 60,000,000,000 bits of information disseminated daily and make sense of it all? How do we filter out what's true... or better yet, what's helpful? How do we not become overwhelmed by it all?

### Mindset.

The only way we can somehow manage it all... the hard facts, the twisted facts, and everything in between is our mindset. Back in December I was incredibly sick between Christmas and New Years. Couldn't eat, in bed for days, and sent my sweet family on ahead to continue with our winter break plans without me.

**It was both terrible and remarkable turning point.**

I had been running on fumes... exhausted. Easily frustrated with my kids, countless cups of coffee to just get through the day.

And being taken out for nearly a week was one of the best things that could have happened.

I had time to think, listen to podcasts, and admittedly binge watch a few Netflix shows... and decided that 2024 would be different. I am not a huge fan of New Year's resolutions; but I am a fan of habits. Of small attainable goals and enjoying the PROCESS of engaging in some sort of goal-oriented plan.

I stumbled across the The Weekly Habits Project. I set four specific, attainable goals in various aspects of my life. (Ever read about SMART goals? If not... look it up! 😊 ) I printed out a tracking tool to hold myself accountable, and I asked a couple close friends to hold me accountable, too.



**And I was EXCITED!!!**

Until I wasn't.

You know how that goes, right? The newness of it all... and it fades fast when commitment becomes careless and motivation wanes. So I made another choice: a "Day 1" mindset.

It almost seems counterintuitive... almost reminiscent of the movie Groundhog Day

or 50 First Dates. For some, seeing a series of completed days... boxes checked... is highly motivating. It is for me, too?

But what about when there's been a string of so many days that "missing just one day won't hurt?" And that one day turns into a week?

Day 1.

**What exactly is a Day 1 mindset?**

It's showing up each day, as much as possible, with the excitement and vigor as when you first started the fresh start. Some days, it's easy. Others? A struggle. And still some... impossible.

But what would it look like to choose to show up each day with a heart grateful. A mind committed. And an energy that encourages and inspires those around you?

I think that would be pretty special.

The data... the track record of commitment is motivating for sure. And on the days its not, choose a Day 1 mindset. We may not control the 60,000,000,000 pieces of information coming at us daily; but we CAN choose how we show up each day!



Stacy

# Family Fun Zone!

## April Trivia Question:

Q: In the MLB, who holds the record for most consecutive stolen bases without getting caught?

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!!

## 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?

A: *Aristocats*

**Congratulations, Charlotte Cole !**

## Sudoku

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

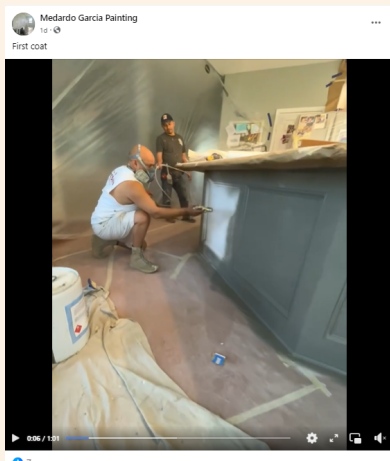
Samson Shifaraw	4/2	Haley DeGirolamo	4/11	Carly Baugher	4/23
Ashlyn Persaud	4/3	Sherry Bombich	4/12	Katie Farley	4/23
Collin VanHorn	4/3	Tammy Kile	4/12	Aiden Carr	4/24
Kate Saunders	4/4	Milo DeGiorgio	4/12	Jaxson Hartford IV	4/24
Sherry Paul	4/4	Robin Lenz	4/14	Gerry Delescavage	4/24
Brennan Zmuda	4/4	Oakley DeGiorgio	4/15	Adalin Persaud	4/25
Tara Grove	4/7	Jackson Franz	4/16	Jesus Abreu	4/25
Kris Rood	4/7	Nicole Valloric	4/16	Josh Hoffman	4/26
Gary Guard	4/8	Melinda Delisle	4/17	Poppy Medovoy	4/26
Teri Elder	4/9	Landon Mitchell	4/18	Tori Upchurch	4/28
Diana Grimsley	4/9	Robert Gersch	4/18	Jeff Novotny	4/28
Beckett Richards	4/10	Gavin Zmuda	4/19	Carolyn Altuner	4/28
Janie Kordish	4/10	Alaine Garrett	4/20	Dave Belan	4/28
Taylor Wiles	4/10	Olivia Rodgers	4/20	Shannon Knapstein	4/30
		Devin Marshall	4/22	Brent Cunningham	4/30

# STORY FROM THE STREET...

## *Proud Partnerships Yield Proven Results!*

In the fast-paced world of real estate, every detail matters. From the curb appeal to the finishing touches, every aspect of a home contributes to its appeal and value. That's why at Impact Maryland Real Estate, we understand the importance of having a reliable team of contractors who not only deliver exceptional work but also go the extra mile for our clients.

One such invaluable member of our team is Medardo Garcia Painting.



For the past seven years, Medardo and his crew have been our go-to for all things painting and finishing. From tackling drywall repairs to transforming outdated cabinets with a fresh coat of paint, they excel in every aspect of their craft. But what truly sets them apart is their unwavering dedication to our clients' needs.

Recently, we encountered a sticky situation when an appraiser noted peeling paint on the windows of a house we were selling. With the clock ticking, we reached out to Medardo, and true to form, he sprang into action. Within a day, his team was on-site, and within two days, the job was done to perfection. Thanks to Medardo's swift response and impeccable workmanship, the appraiser signed off on the job, ensuring a smooth transaction for our clients.

Another cornerstone of our team is Thompson Flooring, led by the dynamic duo of Roland and Robert.

With an impressive 18 years of partnership under our belts, Roland's commitment to excellence shines through in every flooring project. Specializing in carpet installation, Roland's meticulous attention to detail ensures flawless results every time. From seamless finishes to pristine carpets, his workmanship speaks for itself.



In the world of real estate, we often refer to painting as "Money in a Can" because of its transformative impact on a property's value. Similarly, the allure of new flooring, especially plush carpets expertly installed by Roland, is undeniable.

Medardo, Roland, and Robert are more than just contractors to us—they are trusted partners who consistently exceed our expectations.

Their dedication to excellence not only enhances our clients' homes but also elevates our reputation as a real estate agency. With their expertise by our side, we can confidently navigate any challenge and deliver exceptional results for our sellers.

At Impact Maryland Real Estate, we're proud to have such a well-oiled machine of contractors who share our commitment to excellence.

Presenting a house in the best possible light can make a world of difference for sellers, both in terms of attracting potential buyers and maximizing profits.

Just like how a Hollywood star captivates audiences with their glamour and allure, a well-presented property can draw in buyers and command top dollar. Here's how our team of contractors helps us achieve that Hollywood-worthy transformation:

### 1. Curb Appeal that Commands Attention:

Just like the red carpet sets the stage for a Hollywood premiere, the exterior of a home creates the first impression for potential buyers. Medardo Garcia Painting specializes in enhancing curb appeal by refreshing exterior paint, repairing siding, and adding eye-catching accents. With their expertise, we ensure that every home we sell exudes curb appeal that stops buyers in their tracks.

**2. Interior Elegance and Charm:** Once inside, buyers should feel like they've stepped into a luxurious Hollywood mansion. Medardo's team excels at creating interiors that exude warmth and elegance. From fresh coats of paint to expertly executed finishes, every detail is meticulously crafted to showcase the home's best features and create an inviting atmosphere that buyers can't resist.



**3. Flooring Fit for a Star:** Just as a Hollywood star walks the red carpet in style, every room in a home should boast flooring that adds to its allure. Thompson Flooring, led by Roland and Robert, specializes in transforming spaces with high-quality carpets and flooring. Their seamless installations and impeccable craftsmanship elevate the entire property, making it feel like a five-star retreat.

**4. Staging for Success:** Like a Hollywood set designer, staging plays a crucial role in highlighting a property's potential and helping buyers envision themselves living there. Our team collaborates with staging professionals to create captivating interiors that showcase each room's purpose and functionality. From cozy living rooms to elegant dining spaces, every area is staged to perfection, creating a sense of luxury and desirability.

**5. Photography and Marketing Magic:** Just as a Hollywood blockbuster relies on expert cinematography to captivate audiences, our marketing strategy leverages professional photography and compelling storytelling to showcase each property's unique charm. Through high-quality images, virtual tours, and engaging descriptions, we ensure that every listing shines bright like a Hollywood star, attracting attention and generating excitement among potential buyers.

By combining the expertise of our contractors with strategic marketing tactics, we transform every property into a Hollywood-worthy masterpiece. From stunning curb appeal to luxurious interiors, our goal is to make each home shine like a star and command top dollar in the market. With Impact Maryland Real Estate, selling your home isn't just a transaction—it's a blockbuster event that leaves a lasting impression.

## TESTIMONIAL





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! Alyssa Klein, Google Review, Sept. 2023

**STACY DELISLE, ASSOC. BROKER** 301-646-9625 (C) 240-815-0890 STACY.DELISLE@GMAIL.COM



# SOCIAL MEDIA STORIES

*A round up of fan favorites!*

**Stacy Delisle, Realtor**  
5d · 🌐

What does your friendly local realtor do when she's not working?? 🍷🍷🍷🍷🍷🍷

Brings two [Impact Maryland Real Estate](#) buddies with her and makes a grazing table for 80! At least, that was yesterday. But don't worry... Josie drove, I hopped in SueMart's hot spot, and still worked from the back seat on the drive each way 🤪

LOVED getting the chance to serve the amazing women at [Mountain View Community Church \(MVCC\), Frederick, MD.](#)

And hey... imagine this on a smaller scale at your open house!! {Yup!! I do that too 😊❤️🍷🍷🍷}

Make it a GREAT day!!

**Stacy Rochfort Delisle**  
Apr 4 · 🌐

New month, new book! 📖📖📖

Number 7 of the year... 🎉

**Stacy Rochfort Delisle**  
Mar 26 · 🌐

Table 19 Tuesdays with this one are one of the very best parts of my week ❤️🍷

👍❤️👍 Spencer Delisle and 52 others 4 comments 1 share

**Stacy Delisle, Realtor**  
Mar 14 · 🌐

Happy National Potato Chip Day!

Coming your way, [Urbana!!](#) 😊🌞

**Stacy Rochfort Delisle**  
Stories · 11h · 🌐

Happening now! Open house at 4220 Spring View Ct in Jefferson.

{Come for the incredible house... stay for the snacks!!}

70 viewers

**Stacy Rochfort Delisle**  
1d · 🌐

One run. Two apps.

Knew something was wonky with Peloton app.

I'm going with Strava 😊🤔✅

18 days until [Frederick Running Festival 1/2 marathon!](#)

**Stacy Rochfort Delisle**  
Apr 6 · 🌐

In her flag football 🏈 era.... 😊

[#pinkpantsrule](#)

👍❤️👍 48 10 comments

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3295 Prices Distillery Rd.  
Ijamsville, MD 21754  
240-815-0890



**For Inquires AND Referrals contact:**

[stacy.delisle@gmail.com](mailto:stacy.delisle@gmail.com)

Or Call/Text to 301-646-9625

## Testimonials from *Magnolia Monthly* Members...

Stacy and Eric are some of the kindest, genuine, hardworking realtors I've known. We were devastated with the untimely passing of my wife's mother. While trying to emotionally process this loss, we were faced with how to handle her home, another property, along with the repairs that needed to be made to the home in order to sell it along with the amount of property that was contained within the home. When we came to Stacy and Eric, they didn't blink and took complete control. Did I mention that the properties were in Pennsylvania. Within a few short days, they traveled to the properties in Pennsylvania to assess and put together a plan of action.

They coordinated removal of trash and donations of property and home repairs. We ran into several unforeseen issues with the house when having it prepped. Eric and Stacy had a plan for everything and coordinated getting the right contractors in to address issues in a timely and efficient manner. They got the home sold as well as the additional property. I say this with 100% certainty; We could NOT have done this without Stacy and Eric. I could not recommend Stacy, Eric and the Impact Realty Team anymore. I very rarely write reviews for things, but these two are not only outstanding realtors, but they are also wonderful human beings. We will never work with anyone else! Thank you, a million times over, Stacy and Eric!!

★★★★★ The Dufek Family

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