

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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"And The Soul Felt Its Worth"

My favorite Christmas carol of all time is "O, Holy Night"... specifically when sung by Josh Groban. Maybe you have a favorite, too.

There's something about the melody that I find incredibly beautiful; and over the last few years, I have become more captivated by the lyrics.

"Long lay the world in sin and error pining,
Till He appeared and the soul felt its worth."

*When was the last time your soul felt its
worth? It's true worth?*

This Christmas season, if there is one thing I would want you to know it is this:

Your soul is of great value and immeasurable worth.

So much so, that over 2000 years ago, God began his redemptive plan for humanity... for your soul and for mine.

On this night, Love came down... leaving His heavenly throne, and made his way humbly into our world as tiny baby in a manger whose name is Jesus...to walk among us sharing a story of hope and redemption, and to ultimately give up his own life for the sake of ours.

For the souls of those who feel insignificant... Love came down.

For the souls of those who feel too broken to be fixed... Love came down.

For the souls of those bound by addiction... Love came down.

For the souls of those who feel burdened by shame... Love came down.

For the souls of those whose lives feel shattered by heartache and pain... Love came down.

For the souls of those whose life outside the womb was far too short... Love came down.

For the souls of those who have been conceived, but have not yet been born... Love came down.

Because of the person of Jesus Christ, your soul is of immeasurable worth.

It is the presence of Jesus that illuminates our soul's true value. If you want to know what your soul is truly worth, cast your gaze upon Him... know Him... and allow Him to bring His heavenly peace.

During the Christmas season I am always reminded of how incredible the incarnation is. That Jesus... Emmanuel... God WITH us... came in the form of a baby with a redemptive mission... for your soul, and for mine. And because of the incarnation, there is great HOPE.

It is my sincere hope and prayer this Christmas season that you would know your soul's true worth. That you would know that your soul is of immeasurable value to God... so much so that it was purchased at a great cost. And I pray that this year, the good news of Christmas would bring you hope.

*A thrill of hope, the weary world
rejoices
For yonder breaks a new and glorious
morn.
Fall on your knees!
Oh hear the angel voices!
Oh night divine!
Oh night when Christ was born!
Oh night divine!
Oh night, oh night divine!*

Do you have a favorite Christmas carol? I'd love to know what it is! Want to chat more about what I've shared here? I'd LOVE to grab coffee. Have a WONDERFUL Christmas and start to the New Year!

Stacy

Name That "Christmas" Tune

1. OGD STRE YE EYRMR NEELNEGMT _____
2. IWTHE SCTIRHAMS _____
3. O YHLO NTIHG _____
4. AAWY NI A NRMEAG _____
5. BEUFULTAI SRAT FO EHBLEEHMT _____
6. JOY OT ETH RLOWD _____
7. NIGD DNOG YRLREIM ON HIHG _____
8. OD UYO AEHR HAWT I AEHR _____
9. LESNIT NHTIG _____
10. ERMUDRM BYO _____
11. EW SHIW YUO A MRREY ITSRCSHAM _____
12. EGALSN WE AEVH HDAER NO IGHH _____
13. O ILTLTE TONW FO BELMHTEEH _____
14. O OECM LAL EY HFTAFUIL _____
15. OG LLTE IT ON EHT AIMOTNNU _____
16. NO ROMO NI THE INN _____
17. ROACL OF TEH LBSLE _____
18. WE RHETE NISKG _____
19. HTE ITS RF LNEO _____
20. GNELET ARMY IDAL EHR HLIDC _____
21. CDEK THE LASLH _____
22. THE HOYLL DAN HET YIV _____
23. ARHK HET READHL LEGANS NIGS _____
24. LL'I BE HOEM FRO ISSHMCRTA _____
25. ETL RHTEE BE EPCEA NO RAHTE _____
26. THE ELTWEV YASD FO SCRMAHITS _____
27. TNWRIE RANLOENDDW _____
28. VILRSE ELBLS _____
29. O AMSSTCIHR TERE _____
30. TI MEAC OUNP A HTDGMIIIN REALC _____



GET THEM ALL?! SNAP A PICTURE AND EMAIL IT TO ME AT
 STACY.DELISLE@GMAIL.COM BY 1/5/25 ENTER TO WIN A
 STARBUCKS GIFT CARD!!



Family Fun Zone!

Sudoku

December Trivia
Question:

Q: How many sunrises each year are there in the North Pole ?

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 much did the largest pumpkin pie on record weigh?

A: 3699 pounds

Congratulations,

Pauline Rivera!

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



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

STORY FROM THE STREET...

“The Pivot...”

As a mom of three kids, who are involved with what feels like 18,000 activities... coupled with running a successful real estate business... with a few sides of volunteering, time with friends, and so in... life is, well, BUSY! Full and fun, no doubt... but in going in so many directions, keeping track of things can be tricky.

Enter: creative ways of remembering things. Maybe it's nicknames... maybe it's alliteration (like “Table 19 Tuesday” and “Waffle Wednesday” or some other mnemonic device (PEMDAS anyone?!))

It's the same thing in business.

Clients are sometimes described by nicknames or fun ways to remember them. “The Teacher Couple.” “The Dog People.” “The Purple Door House...” and so on.

It can feel strikingly similar to a Seinfeld show where everything has a reference of sort or a theme for the name or the scenario.

We recently had a scenario with clients that turned into ‘The Pivot’ home.

Why ‘The Pivot Home?’

Well because when these sellers came to us they were in despair. Their home had been on the market for a few months and had very few showings and

our clients were desperate to get their home sold and move to California for a job relocation.

And when we talk with Sellers we educate them of the 4 P's (Price, Preparation, Position, and PIVOT).

The things that we can control is the Price... How their home is Prepared to go on the market – with our team of designers and contractors... Positioning – how their home is positioned on the market in position to the competition...

And THEN if we do all of the above correctly their MIGHT be a PIVOT (for inspection, market, pricing, appraisal or the any of 1000 things that can go haywire in a transaction).

This home, unfortunately, missed the mark on initial pricing.

The original agent priced it as a ‘traditional home’ NOT a ‘neo home’ and this price discrepancy was \$75,000 to \$100,000 off. Needless to say once we explained this to the seller they were flabbergasted. But with proper data and details they understood. In addition, the house wasn't ‘prepared’ correctly and looked like a family of 6 lived in it. And although the living arrangement, placement of furniture, room layout worked for them, it showed poorly.

When the sellers decided they wanted FRESH branding and marketing, they decided to go with Impact.

We brought in our team: Adrienne (designer) who recommended paint, layout, finishes. Medardo (to execute paint and help spruce up). Shana (to do a deep clean). And our fabulous Annie to photograph and market.

The Sellers were on board with 'The Pivot' from the beginning. Seeing where the value of bringing in a team of LOCAL experts was advantageous to get their home SOLD.

Even so...

Once we did all of our work and Priced their home correctly. Two other

neighboring homes came on the market priced UNDER ours. Showings were sparse and we needed a 2nd PIVOT...This time on pricing to get ahead of the market.

The RESULT...

Multiple offers in just days. Above list price. Although the sellers ultimately got less money than they originally hoped and planned they understood the battle they were against and trusted Impact! Their ultimate goal was to get their family, their kids, their extended family to California and Impact and OUR TEAM helped.

Ultimately, we are problem solvers and will have Plans A, B, C, and D ready to execute depending on EVERY scenario. When choosing a Brokerage and an Agent, choose wisely!




Impact Maryland Real Estate is with Stacy Delisle, Realtor. · [Follow](#)
 Dec 10 · 🌐

A true success story!! 🙌🥳 After taking on this previously listed, but unsuccessfully sold, home, [Stacy Delisle, Realtor](#) took over and brought in H... See more








**6539 BALLENGER RUN BLVD.
FREDERICK, MD 21703**
impactmdrealestate.com/6539ballengerunblvd

- 3 B. Rooms
- 3.5 Bathrooms
- 3 Finished Levels

- 2,000+ SQFT/.10 Acre
- 2 Car Garage
- \$599,997


STACY DELISLE
 ASSOCIATE BROKER
 IMPACT MARYLAND REAL ESTATE

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




SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle is with Spencer Delisle and 2 others. 5d · 🌐

Fun few days away soaking up some vitamin D and enjoying time with some of the bestest and funnest of friends! 20th anniversary cruise 🍷🍷🍷

Looking forward to getting home to the kiddos later today and jumping back in to ALL the things... 🍷🍷🍷



Stacy Rochfort Delisle Nov 29 · 🌐

Full, fun day!!! Pancake breakfast...Rockettes Christmas Spectacular... lunch... and Museum of Ice Cream!! 🍷🍷🍷



Stacy Rochfort Delisle is with Jennifer Leigh Scorpo and 2 others. 10h · 🌐

Twelve dozen+ cookies baked (with a dinner break among the chaos) with the cutest helpers this afternoon!! 🍷🍷🍷

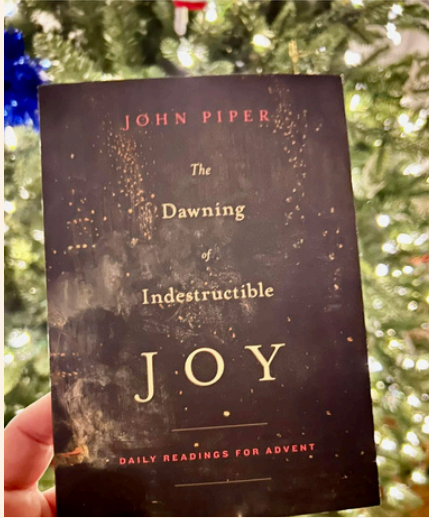


Stacy Rochfort Delisle Dec 2 · 🌐

Hope... Peace... Joy... Love...

The holiday season can be one of so many mixed emotions, and it can be a lot to hold space for it all. We never know what someone else is holding...

Being the memory maker while remembering y... See more



Stacy Rochfort Delisle Nov 24 · 🌐

From her baptism this morning at [Mountain View Community Church \(MVCC\)](#), Frederick, MD to the [Urbana Youth Poms](#) banquet this evening, it's been an exciting day for our Ryleigh girl!!

***Thank you for all the well wishes below, via text, etc! For those wondering about baptism, I'd love to share more! Let's grab coffee... 🍷🍷🍷



Stacy Rochfort Delisle 21h · 🌐

Table 19 Tuesday is one of my favorite days of the week!! 🍷🍷🍷



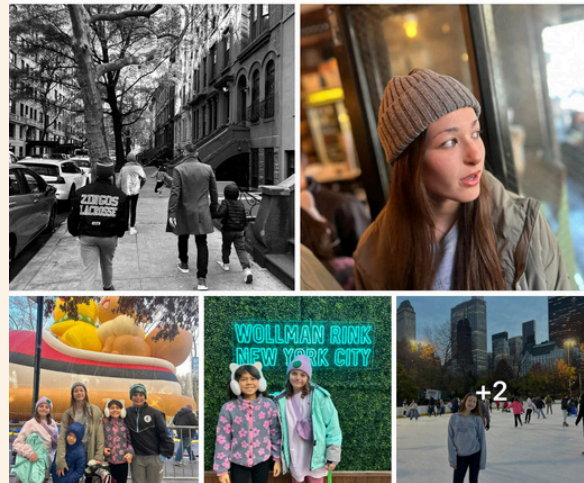
Stacy Rochfort Delisle 3d · 🌐

Sometimes we get fancy 😊😊 Jacob *might* be excited about wearing suit!



Stacy Rochfort Delisle Nov 27 · 🌐

Lazy morning... brunch... checked out parade prep... ice skating in Central Park! Finished up with hibachi dinner. Fun, full day! 🍷🍷🍷

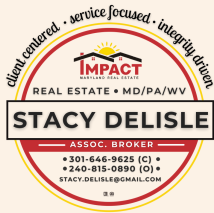


Merry Christmas
and
HAPPY NEW YEAR

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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...

Stacy is one of the most incredible people we have ever met!!! From the very start of our selling process, she was 100% in it for our needs. She pays attention to the little details, has an amazing photographer to capture the best of your home, and stays in communication through the entire process. She is so super happy, positive, and honest. We are so grateful we chose Stacy to help us sell our home!!

★★★★★ The Barnette Family

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