

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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Glow Sticks & Sand Crabs

"I'll never forget when my mom took me to the beach at night to play with glow sticks and look for sand crabs..." her narrative started. Ryleigh will be a 6th grader before we know it, although it feels like she was born yesterday.

Truth be told, I'll never forget it either.

We had headed to Virginia Beach for an All-American football tournament for Jacob... but given his game and practice

schedule, it left lots of time for the girls and I to hit the beach and explore the best ice cream shops in town. We had chatted that day about some of my favorite memories growing up, particularly at the beach, and I mentioned playing with glow sticks in the dark and chasing sand crabs. Fascinated, Ryleigh asked if we could

So we did.

I'll let her share the rest of this story, because her 5th grade words are far better than mine...

"I'll never forget when my mom took me to the beach at night to play with glow sticks and look for sand crabs. This was special to me and my mom because it was something my G-dad would do with my mom. My mom did this with me in memory of her dad.

Me and my mom hopped into the car and slowly drove from the beach place we were staying at as the bright moon watched over us. After many minutes of watching neon lights and crowds of people pass us, we arrived at Sunsations beach shop. Me and my mom got out of the car and went through the double doors into the store. We were on the hunt for glow sticks. When we finally found them, my mom picked out one of each color, and a couple green ones. When I asked her why she picked out so many green glow sticks, she said it was nostalgic because that was the only color of glow sticks there was when she was a little girl.

We then walked up to the cash register to pay. I looked around, eyeing all of the brightly colored toys surrounding the cash register. After paying, we got back in the car and headed to the beach. As soon as our feet touched the sand and I smelled the sweet salt water followed by the peaceful sound of the soft waves on the shore, we kicked off our shoes and started running down the sand and playing with our glow sticks. We flung our glow sticks up in the air, seeing whose would go the farthest. I watched as the neon glow clashed with the black and white speckled sky.

After playing with our glow sticks for quite some time, we went to look for sand crabs for what felt like an eternity without finding any at all. All of a sudden, the artificial glow of my mom's phone flashlight caught something amazing.

It was an adorable, white baby sand crab! My mom clicked record on her phone, and we watched in amazement as the tiny crab wiggled across the sand.

Just when we thought the night couldn't be any more special, we found a nice family who had caught a whole container of sand crabs! As we talked with the family, I suddenly realized why we couldn't find any sand crabs. It was because the other family had already found them!

As me and my mom played with our glow sticks some more, I told her about my hilarious discovery. After this, it was time to leave.

On the way back to the beach place as we watched the neon lights and crowds of people go by, a song came on the radio called I Hope You Dance. When this song came on, my mom told me that this was the song she danced with G-dad to at her wedding. This moment was what made that time at the beach so special to me. This moment may be over, but it will never disappear."

Excuse me a moment while I gather myself... because my goodness. What a beautiful recount of such a meaningful moment for her. And really, for me, too. What I love most about this one?

It's one core memory that has created another...

I remember multiple sandy summers on Ocean City's shores... sunrise, sunburn, sunset, repeat days. Nights throwing those green glow sticks up as high as we could, over and over and over again. Laughing ourselves silly until we literally had no energy left. These little moments? They're really the ones we live for.

How about you? Have a favorite core memory that makes you smile? One from growing up, or maybe one you've made as a parent? Shoot me a text... I'd love to hear about it!

Oh... and that picture on the cover? It has little to do with this story. But again, that's my Ryleigh. I just love her heart. And her message? Super true... and just wanted to spread the love!

Stacy

SPRING CLOSET CLEANOUT

HEY URBANA!! CLEAN OUT YOUR CLOSETS AND
MAKE AN **IMPACT**!! HERE'S HOW!

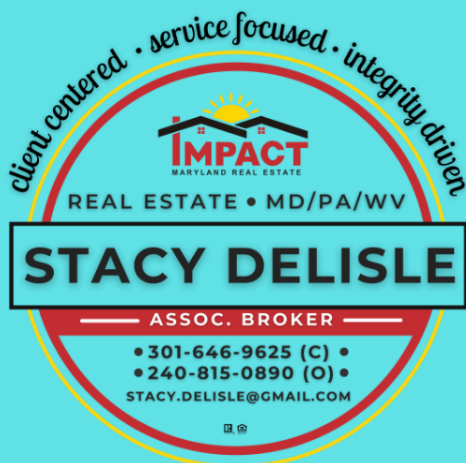
Drop donations at the following locations between
March 26th and April 11th:



THE
GODDARD SCHOOL
FOR EARLY CHILDHOOD DEVELOPMENT

Carriage Hill & Stone Barn locations

*Please don't forget to register your donation on the box so
that you are entered to win a JBL Bluetooth speaker !*



MOST NEEDED ITEMS FOR LOCAL FREDERICK CHARITIES:

Men's, women's and
children's clothing

Gently used shoes

Diapers

Baby Wipes



Family Fun Zone!

March Trivia

Question:

Q: What is a group of camels called ?

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 NFL team won the first Super Bowl??

A: Green Bay Packers

Congratulations, Erin Scanlon!!

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

STORY FROM THE STREET...

Jack of All Trades, Master of None: Why specialization and thoughtful collaboration are keys to success

You may have heard it said, “jack of all trades, master of none...” this idea of having a little knowledge or skill in many thanks. It could be a “utility” player on a youth football team... the kid who can fill in at any position and reasonably get the job done. Which is awesome! Every team could use “that guy!” Or maybe it’s someone who has dabbled in many hobbies... learning a little about a LOT of things. Again... super awesome, and makes for a great conversationalist.

We see it in the real estate industry, too. Agents who also serve as photographers, stagers, and the like... offering a “one stop (man) shop.” Some have taken this approach and do it well... and this is certainly one way to approach their work.

It really boils down two primary schools of thought here: developing one individual/group’s capacity to do ALL the things as best they can, OR specializing in your area of expertise and surrounding yourself with others who do the same.

At Impact Maryland Real Estate, we have thoughtfully chosen the ladder to best serve our clients in offering an unparalleled approach to achieving superior results and optimizing each client’s experience.

If they weren’t already, our clients become friends... and many times, friends that are like family. (Ever seen our #impactfamily hashtag?!). Not only is serving our clients in achieving their goals realizing superior results through the home buying or selling process a priority... but so are the relationships! Our clients’ experiences are paramount, and we strive to ensure that they are nothing short of exceptional!



Impact isn’t alone in this... nor is the real estate industry. Consider Southwest Airlines. Most of you reading have likely flown with them at some point. Several years ago there was a case study done that took a deep dive into exploring SWA’s success in delivering stellar customer service. (It’s a fascinating read, by the way. Highly recommend!)

Beyond the obvious commitments to treating its employees well, getting to know and being responsive to customers, adapting to meet customers’ evolving needs, and making it its mission to deliver service that exceeds customers’ expectations, Southwest Airlines also has an intentionally narrow and specific fleet of aircrafts: Boeing 737’s.

You may be wondering (or not :)) why an airline would do such a thing. Consider the alternative: an extensive fleet where its pilots, flight attendants, mechanics, and so forth need to possess a working knowledge of so much more. A “jack of all trades” situation, if you will. While offering a larger variety of aircrafts in its fleet certainly has its benefits, Southwest has chosen to focus more specifically on one type... empowering its pilots, mechanics, flight attendants, and the like to garner greater familiarity and confidence in its product and process. The result? A successful company with high employee satisfaction and customer experience. (Unless their entire system goes down... but hey. Things happen to the best of us! ;-))

At Impact, our documented approach is a collaborative one: one in which we have honed our skill set and have surrounded ourselves with other experts who have done the same.

We understand that prepping a home for sale is an art form—one that requires a team of specialists, each an expert in their craft. Whether it’s a quick refresh or a full trans-formation, we’ve got the right professionals to make sure every home looks its absolute best before it hits the market.

If you’ve worked with us before, you’ve probably heard us say, “We ‘have a guy’ (or gal) for everything.

Medardo and His Team: The Painting Experts

One of the first steps in preparing a home for sale is ensuring that the space feels fresh, inviting, and clean. That's where Medardo and his talented team come in. Specializing in high-quality painting services, Medardo ensures that every room gets the perfect touch of color to enhance the home's appeal. Whether it's a neutral shade to create a clean canvas or a vibrant pop to bring a space to life, his crew is top-notch!

Roland and His Team: The Carpet Specialists

When it comes to flooring, Roland and his team are the go-to experts. From installing fresh carpet or LVP they provide the kind of detail-oriented work that makes a home feel brand new. Roland's attention to detail and commitment to quality help elevate a home's overall look, making it more attractive to prospective buyers.

Don: The Hardwood Master

Hardwood floors add elegance and warmth to any home, but they can take a beating over time. That's where Don comes in. A master in hardwood installation, refinishing and repair, Don and his team work tirelessly to restore even the most worn-down wood floors to their original beauty. Whether it's sanding down scratches, refinishing the wood for a rich sheen, or repairing any damaged boards, Don ensures that the home's hardwood floors are a showstopper—adding to its overall marketability.

The House Cleaners: A Fresh Start

A sparkling clean home is essential for leaving a lasting impression on potential buyers. Our house cleaning team takes care of everything from top to bottom, ensuring the property is spotless. They scrub, shine, and sanitize every surface, creating an environment that's fresh and inviting. A clean home not only looks great but gives buyers a sense of comfort and cleanliness that can be hard to ignore.

Adrienne, Ellie, and Anne: The Design Experts

Once the basics are covered, it's time to add those final touches that turn a house into a dream home. That's where Adrienne, Ellie, and Anne come in. These design experts work closely with our team to create a model-home atmosphere that's both stylish and functional. From selecting the perfect furniture to adding decor that makes a space pop,

their expertise in home staging ensures that each room is arranged to highlight its best features. The result is a home that feels welcoming, spacious, and ready for its next owner.

Annie: The Photography Genius

The final step in the prep process is showcasing the home in its best light. This is where Annie, photography extraordinaire, comes in. A true genius behind the lens, Annie captures the home in a way that highlights its beauty and functionality, making sure that every shot tells a story. From wide-angle shots to intimate details, her expertise ensures that the home's best features are front and center in every photo. High-quality photography is key in today's market, and Annie's work gives our listings an undeniable edge, attracting the attention of potential buyers.

A Team Effort for Superior Result

At Impact Maryland Real Estate, we're committed to delivering exceptional results, and we believe that having the right team in place is paramount in making that happen. Take 9018 Templeton Drive for example. A beautifully built townhome by Parkwood Homes, the sellers very quickly needed to list due to a job relocation. Referred to us by their neighbors and recent clients, after their initial phone call, we met and immediately got to work! Adrienne came for an owner occupied staging consult to help create a punch list of what to pack and purge, repurpose, and even later on brought in some art for finishing touches. Medardo and his team came in and helped the home shine with a fresh coat of paint and replaced a few light fixtures (at Adrienne's recommendation). Don came and refinished some areas of hardwood that had worn down over time, bringing them back to life and making them shine! Roland and his team replaced the carpet in the bedroom, and Shana came to do a deep clean to make the house sparkle. All the while, the sellers worked diligently to implement all of Adrienne's recommendations. Picture day?? Annie knocked it out of the park! The home looked absolutely spectacular online (and in person!)

The result: A pre-market offer that was too good for the sellers to refuse!

THIS is what our collaborative documented approach is about. It's client-centric, joining forces with other like-minded masters in their respective crafts to deliver unparalleled results and an extraordinary experience for our clients!

SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
3d · 🌐

Anyway...

Another one of my favorites.

And while the context is clearly different, today my "anyway" was getting out for a run. (And hey... the day is just starting... I'm sure there will be more!)

Took a week off to rest some weird muscle strain in my hip... and there went my motivation. I call today an "anyway" run 😊😊

Maybe it's something simple like running, or maybe it's something more.

Love these wise words by Mother Theresa.

On this Tuesday, do it... the next good and right thing... anyway ❤️

PEOPLE ARE OFTEN UNREASONABLE AND SELF-CENTERED
FORGIVE THEM ANYWAY
IF YOU ARE KIND, PEOPLE MAY ACCUSE YOU OF ULTIMATE MOTIVES
BE KIND ANYWAY
IF YOU ARE HONEST, PEOPLE MAY CHEAT YOU
BE HONEST ANYWAY
IF YOU FIND HAPPINESS, PEOPLE MAY BE JEALOUS
BE HAPPY ANYWAY
THE GOOD YOU DO TODAY MAY BE FORGOTTEN TOMORROW
DO GOOD ANYWAY

6:44 📶

You

Progress Activities

Stacy Delisle
Today at 5:24 AM · Frederick County, Maryland

Morning Run
Back in the saddle...

Taking a week off is HARD but when your body is screaming at you... Read more...

Distance Pace Time
3.11 mi 8:37 /mi 26m 49s

👍👍 Jen Hopkins Biryukov and 6 others

Stacy Delisle, Realtor
Mar 7 · 🌐

Who doesn't love a detail shot?!? Stay tuned for more!! <3

MESSANGER

Stacy Delisle, Realtor
Real Estate Agent

SEND MESSAGE

👍👍 Adrienne Stevens Edgell and 4 others

Stacy Rochfort Delisle
Mar 8 · 🌐

Coming soon in the **Villages of Urbana**... it's a stunner you won't want to miss!!

Stacy Delisle, Realtor
Mar 8 · 🌐

COMING SOON in the **Villages of Urbana**!

Welcome home to this nearly new, end-unit... See more

18 TEMPLETON DRIVE
DERICK, MD 21704
3 Bedrooms 2,180 SQF
2.5 Bathrooms 2 Car Gar
Villages of Urbana \$625,000

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👍👍 Jennifer Grove and 9 others

Stacy Rochfort Delisle
Feb 27 · 🌐

I may not have walked away with THE W at the BeLocal Frederick Locally Loved Awards last night... but to even be named a finalist was such an honor! :) MOST importantly? I have the joy EVERY day of getting to do a job I absolutely love... a combination of passions and strengths in service to others. <3 Congratulations to all of the winners last night, including some of my most favorites!!! Adrienne Stevens Edgell/ My Nest Is The Best, Nikkie Byrd/ Sage Cakery, Rachele Lowery / Creative Spaces Boutique & Design, Sonne Goode/ Goode Thoughts Therapy, and SO many others! And cheers to all of the finalists, including my dear friend Annie Walters/ A.Marie Imagery! Shannon Musser and Jennifer Carnahan Weidling... thanks for joining the fun and for all of your support <3 What a GREAT evening at the beautiful Union Mills Public House!

BELOCAL
FREDERICK
LOCALLY
LOVED
AWARDS
WINNERS
2024

👍👍 Sonne Goode and 91 others

Stacy Rochfort Delisle
Mar 7 · 🌐

Friday morning breakfast club, still going strong... ❤️

From the first Friday of 6th grade until now... half way through 9th. **Morgan McGrady** so kindly, consistently, and thoughtfully pouring into their lives.

This is the stuff my younger self dreamed of ❤️💛💚

Never, ever underestimate the power of consistently showing up. These are the moments that matter 🥰

👍👍 Jennifer Grove and 49 others

Stacy Rochfort Delisle
Mar 10 · 🌐

Thanks to everyone who took time out of their day yesterday to send well wishes for another trip around the sun! ☀️ I tried hard to respond to each of you but still have a ways to go...

The day started with a long run during lax practice, got to watch my boy to what he loves during his scrimmage, and ended the evening at Wye Oak Tavern for dinner with friends!

Grateful for this fun, full season as I kick off 4-6... even though I could use a clone or two right now to juggle all the things 🤔

9:42 📶

You

Progress Activities

Stacy Delisle
Yesterday at 9:02 AM · Howard County, Maryland

Morning Run
Windy and a bit dehydrated... had side stitch at mile 6. Water water water! Otherwise GOOD today run!

Distance Pace Time
8.01 mi 9:16 /mi 1h 14m

Start and end hidden Cookville Overwood

2 gave kudos

👍👍 Lorin Sheaffer and 41 others



St. Patrick's
Day

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

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Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

Always a pleasure to work with Stacy! She is extremely patient and knowledgeable about the market. She has gone above and beyond to help us find what we are looking for. I would highly recommend her!

★★★★★ Jennifer Scorpo

We have been very happy with Stacy as our realtor! She is easy to reach, experienced, informative and will advocate for you. Her welcoming presence and determined outlook make her an easy choice if you're looking for an agent. Highly recommend!

★★★★★ Caroline Armacost

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