

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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The 6 AM You

Nostalgia hit hard that early Monday morning...

Sweet smells of honeysuckle and impending summertime came rushing in during that 6 mile run. Reminders of childhood summers on Murdock road... lemonade stands and fort building... water-from-the-hose drinking and sprinkler jumping... all as the smells of summer, those honeysuckles included, enveloped us. Just like they did in those moments a few miles into my run.

I honestly didn't feel getting up that Monday morning. And if I hadn't, I would have missed it. Not only the joy that nostalgia often brings, but also the beautiful sunrise in that big Frederick sky. Unexpected gifts of getting up and doing it anyway and staying consistent in those early morning moments.

Who are you at 6 AM?

When most others have yet to stir from slumber... who are YOU?

It's a version of you the world rarely sees. It's the version that slips out of bed when the sky is still inked in night, when the streets are silent, and even the birds haven't begun their morning chorus. And while the rest of the world sleeps, you're already moving... not because you have to, but because you've chosen to.

This version of you doesn't crave comfort. It doesn't snooze alarms or wait for motivation. It knows that goals don't care how tired you are. Dreams don't pause until you're ready. The 6 AM you understands that success... of whatever it is you're working towards... is found in the hours no one else wants to claim.

It started with a decision... not dramatic or loud, just a quiet commitment made in solitude. Maybe, like me, it was a morning run. Maybe it's a gym session, writing a page, or a morning quiet time. At first, it was just one morning. Then another. And another. Until one day, you realized the 6 AM version of yourself had become who you are.

In his book [Atomic Habits](#), James Clear writes, "All big things come from small beginnings. The seed of every habit is a single, tiny decision. But as that decision

is repeated, a habit sprouts and grows stronger. Roots entrench themselves and branches grow."

What a beautiful visual...

There's something sacred about those early hours. It's not just about beating the sunrise; it's about also being present to see it. When you get up early for weeks, months — years — you stop living for fleeting motivation and start operating from discipline.

Most people never meet this version of you. They see the results... the healthier body, the book with your name on it, the business you built, the calm in your eyes... but they don't see the sweat, the silence, the mornings where you dragged yourself out of bed even when no one would have known if you didn't.

But you would have known. And that's the difference.

Discipline isn't loud. It's not flashy or glamorous. It's setting your shoes by the door the night before. It's choosing a protein shake over a pastry. It's walking into a dark gym with only the hum of fluorescent lights and your own breath for company. It's whispering, "I'm not done yet," when no one is watching.

The 6 AM You has no applause. There's no audience. Just cold air, quiet streets, and a sense of purpose that burns warmer than any blanket.

It's not always easy. There are mornings when every muscle aches, when your mind begs for sleep. And to be honest, there have been times in my own life where those things win. Success isn't linear... but that commitment over time,

despite small setbacks? It matters!

The questions... "Why am I doing this? Is it even worth it?" But the 6 AM You doesn't wait for answers. It just gets to work...because that version of you understands that real progress isn't made when you feel like it — it's made when you don't.

Habits aren't formed by intensity; they're built through consistency. A single early morning won't change your life, but 300 of them will. Each one is a brick. Alone, they're small, almost forgettable. But stack them, day after day, and you're building a cathedral of discipline.

Over time, the 6 AM You transforms more than your schedule — it reshapes your identity. You stop being the kind of person who wants to be dedicated and start being the kind of person who is.

And then something incredible happens: what was once a chore becomes a privilege.

You start to crave the stillness of those mornings... the peace before the noise of the day. You fall in love with the clarity that comes with watching the world wake up.

And maybe you're still not the fastest runner, the strongest in the gym, or the most successful person in the room... but that's not why you do it. You do it because it teaches you how to show up. It proves, every morning, that you are capable of choosing growth over comfort.

That's a lesson you carry into every part of your life.

The 6 AM You doesn't stay confined to the morning. That mindset... the one that chooses the hard thing now for the better thing later... follows you. Into your work. Your relationships. Your goals. You start showing up earlier, staying later, giving more. Not because you have to, but because that's who you've become.

While others talk about goals, you're already in motion.

While others hit snooze, you've already taken one more step toward the person you want to be.

It's not about being better than anyone else. It's about being better than the version of you who settles. The 6 AM You isn't heroic. It's human. Just a little more awake — not just in body, but in purpose.

So tomorrow morning, when your alarm sounds and the temptation to sleep in whispers sweetly, remember this: You've met the 6 AM You before. And every time you do, you get closer to your goal... of reaching success (however you have defined it)... one quiet, determined morning at a time.

And as you do... you don't miss the unexpected joys. Of sweet smells of honeysuckles and nostalgia sweeping in.

And you don't miss the beauty of the sunrise.

What are YOU working towards? Shoot me a text... I'd love to hear!

Stacy

Family Fun Zone!

May Trivia Question:

Q: In what year did Kate Middleton and Prince William get married??

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!!

April Trivia Question:

Q: In what country's origins did the Easter Bunny originate?

A: Germany

Congratulations, Sadie Rodgers!!

Sudoku

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

Nelia Duarte	5/1	Ashleigh Coe	5/11	Ethan Huffstetler	5/20
Emily Mitchell	5/1	Chris VanHorn	5/12	Jarred Wolf	5/20
Crysta Tippet	5/2	Debbie Duncan	5/12	Dave Pazos	5/21
Jude Rogers	5/3	Jane Molle	5/13	CeCe Hartford	5/23
Marcela Giraldo	5/4	Heidi Radford	5/13	Joe Valloric	5/25
Mason Kile	5/5	Reese Cunningham	5/14	Finn Westcott	5/26
William Huffstetler	5/7	Wyatt Hardin	5/14	Madeline Hostetter	5/26
Grant Huffstetler	5/7	Logan Burge	5/15	Andrew Belofsky	5/26
Alyssa Klein	5/7	Sarah Downs	5/15	Camdyn Kile	5/27
Carlos Cabrera	5/7	Linda Amato	5/15	Beth Pazos	5/27
Juliet Matesa	5/8	Andy Santana	5/16	Ashley Owen	5/27
Julie DeGiorgio	5/8	Alex Hughes	5/17	Nick Knoepfle	5/28
Daniel Hostetter	5/9	Cesar Paredes	5/19	LJ Belsito	5/29
Jennifer Cruz	5/9	Lee Ann Messer	5/19	Max Ritzau	5/30
Amber Melson	5/10	Nora Chaffman	5/20	Faith Barrett	5/31
Eliana Weaver	5/10	Maxwell Paulus	5/20		

STORY FROM THE STREET...

A Tale of Two Properties

"It was the best of times, it was the worst of times..." — Charles Dickens

In real estate, as in life, success often hinges on preparation, timing, and trust. At Impact Maryland Real Estate, we've seen time and again how a thoughtful, documented approach can lead to outstanding results—and how a lack of alignment can hinder even the most well-intentioned efforts.

The contrasting stories of Property A and Property B offer a glimpse into these two worlds: *one of success born from preparation and trust, and another that struggled despite our best efforts.*

Property A: A Story of Preparation and Trust

Property A was nestled in a highly sought-after neighborhood—one of those rare listings that seemed destined to draw interest. But the truth is, desirability alone isn't enough. Our clients knew this, and from day one, they committed to following our comprehensive, documented approach to preparing their home for sale.

Over the course of several months, the sellers worked closely with us, making strategic updates, staging thoughtfully, and timing their market debut for maximum impact. They trusted our guidance not just on presentation, but on two other pillars of our 4 P's a successful sale: positioning and pricing.

When the home hit the market, it didn't just make a quiet debut—it made a statement! Our listing strategy, combined

with the pristine condition of the home and an accurate, data-driven pricing model, led to a flood of interest. Over a dozen groups came through a Friday evening open house, and showings flooded in that weekend. In less than a week, the home received multiple offers, and it was under contract quickly! The success of Property A was no accident. It was the result of careful planning, hard work, and a seller who trusted the process.

Property B: A Cautionary Tale

The story of Property B began much differently. This home had previously been listed with another brokerage and, unfortunately, had languished on the market without success. When the seller approached us, we saw potential. A wonderful home in another sought-after area, we believed the home could find the right buyer with the right strategy.

In a short time, we got to work. We recommended a couple key updates to improve the home's appeal, brought in Annie to re-shoot the listing, and relaunched it with a refreshed marketing strategy. We leaned into every best practice: high-quality visuals, strategic pricing based on current market data, and a targeted campaign to get eyes on the property.

Interest picked up. We even secured a contract. But then came the appraisal—an unexpected hurdle that undervalued the property. We had offered advice to the seller throughout, including suggestions based on buyer feedback and market

conditions.

Unfortunately, these suggestions weren't taken to heart, and when the deal fell through due to the appraisal, we found ourselves back at square one.

We made price adjustments. Held open houses. Attempted a broker's open. Still, the momentum was slow. We again revisited the idea of pulling off the market to make a few key updates based on consistent feedback, but that owner was not comfortable with that approach.

Still determined, we pivoted and also listed the property for rent. We generated several applications, but each was ultimately rejected. Despite our team's full commitment to finding a path forward, our recommendations continued to go unheeded. We exhausted every reasonable effort, but the home remained unsold and unrented.

Lessons from Both Tales

The stark contrast between these two properties is a testament to the reality of not only today's shifting market, but of what we know to truly transcend all else...

The market is the market.

It doesn't care how much someone loves their home, how much they've invested emotionally or financially, or what *they* think it's worth. It responds to data, trends, and buyer behavior. Sellers who embrace this truth and lean into the expertise of seasoned agents like those of us at Impact Maryland Real Estate put themselves in the best position to succeed.

For Property A, success was the reward for following a proven process. In contrast, for Property B, the outcome was shaped by decisions made—or not made—along the way.

Real estate isn't magic, and it isn't luck. It's strategy. It's timing. And above all, it's teamwork between client and agent. When that partnership is strong and trust is present, the results can be extraordinary.

So whether you're ready to sell or simply considering your options, remember this tale of two properties. The difference between a listing that sells and one that stalls isn't just in the home—it's in the approach. At Impact Maryland Real Estate, serving you would be our joy!



SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
May 18 • 🧑🏻

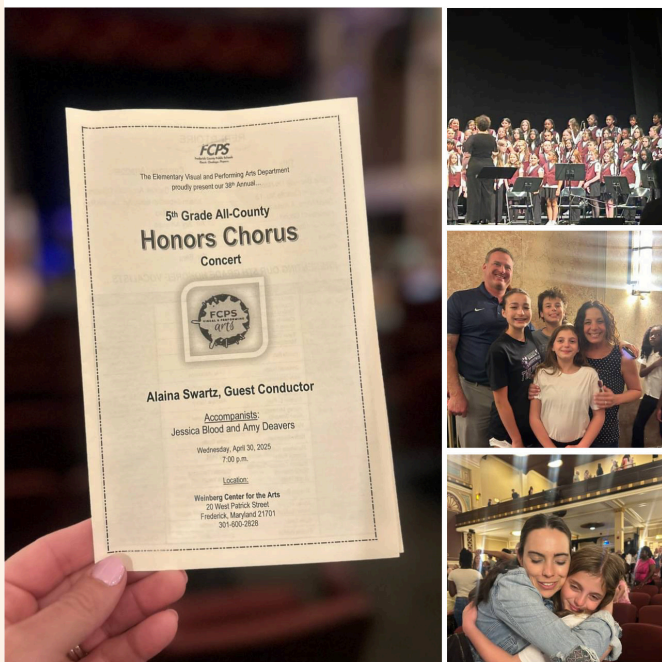
Scenes from the weekend! UES Strawberry Festival for Ry. 5K with Ellie where she placed 2nd overall female! And an amazing end to a fantastic 7/8 boys' lacrosse season for Jacob... bringing home the championship title! 🍓 🏑 LOVE watching them do what they love... and sometimes getting to do it with them!! ❤️



Stacy Rochfort Delisle
May 1 • 🧑🏻

Proud of our Ryleigh girl who participated in the 5th grade honors chorus performance last night at the Weinberg!! 🎵

The students did an amazing job!!



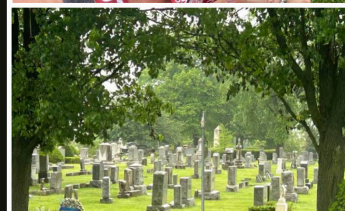
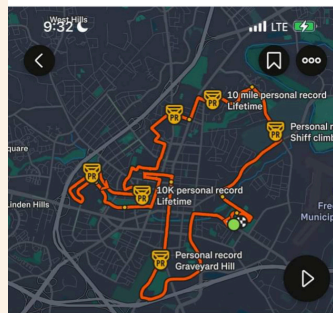
Stacy Rochfort Delisle
May 4 • 🧑🏻

How it ended!! Done, dizzy, and dead tired. 😴

Had thought I'd hit a pace of 9:15-9:20.... but I ended up surprising myself!! Official results aren't in, but happy regardless!

The course had some changes this year... but I still got to run by and say hi to my little Isaac... ❤️

Congratulations to all of the runners out there! 🏃🏻🏃🏻



Stacy Rochfort Delisle
5d • 🌍

For your Wednesday ❤️☀️😄

Be generous with encouragement.

It is verbal sunshine.

It costs nothing, it warms hearts and enriches lives.

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...

I met Stacy while searching for our new home and was immediately impressed by the time, care, and expertise she brought to the process. She is very responsive and clearly an expert in the Urbana and Frederick areas. One thing that really stood out was how she rearranged her busy weekend to give us a private tour of a property on very short notice. Most impressive though, is her integrity and knowledge of the real estate.

It doesn't take long after meeting Stacy that it's obvious that she isn't just a great real estate agent, she's also a kind person who truly cares about her clients. We're grateful for the support she provided and would highly recommend her to anyone looking for a trustworthy, professional agent.

★★★★★ Mike Bridgett

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