

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!

INSIDE THIS ISSUE:

SLOW DOWN AND SEE P. 1-2
COLOR BY NUMBER P. 3
FAMILY FUN ZONE P. 4
JUNE BIRTHDAYS P. 4
STORY FROM THE STREET P. 5
SUMMER BINGO P. 6
SOCIAL MEDIA STORIES P. 7

Slow Down and SEE

My coffee was hot, the breeze was cool, and my front porch was the perfect place to start my morning. I love these cooler June mornings... even though the copious amounts of rain we've had aren't my favorite. I'm currently half way through reading my newest book entitled Unseen: The Gift of Being Hidden in a World that Loves to be Noticed. Sara Hagerty is a gifted writer, filled with authenticity and candor, and has this way of writing in a way that's incredibly relatable. As I sipped my morning coffee and continued to read, her words this particular morning resonated deeply.

"There are two stories in a person-- the visible story and the invisible story."

Boy this is true, isn't it? The story we see, and the story we don't.

The picture on the front of this issue is from nearly 16 years ago, and it popped up in my Facebook memories recently.

It was the only time I got to take him to the beach... 7 months in the womb and a far cry from what a soon-to-be 17 year old would be doing at the beach now.

Our beach trip that summer consisted of long walks on the ocean's shore. Early morning sitting in the sand watching the sun rise...walking the tension of enjoying each moment and little kick, knowing that barring a miracle, he wasn't ours to keep.

Quietly wrestling with the fact that the same God who created the sunrise... who counted the grains of sand on the shore... and who could calm the wind and the waves with a word... would also allow ask us to walk a road so difficult. One like Abraham in many ways, and just like him, our Isaac.

I am quite certain that the other beach goers in the summer of 2008 saw a glowing pregnant momma; but what was visible on the outside was just a small portion of the story. There was so much beneath the surface that remained unseen.

Each of us is so much like that, aren't we? Just like that quote in my book... there are two stories in a person-- the visible story and the invisible story.

I have learned so much the past 16 years, and one of the gifts that our sweet Isaac has taught me is that it is so SO important to slowdown enough to really SEE people.

We are so good and moving and shaking and juggling all the things... of which I can be so guilty.

The truth is, we just never know.

We only really see what's visible, and so often have no idea about all that's happening below the surface.

We don't know the whole story behind that glowing pregnant momma.

We don't know how much life has been lived behind a plastered on smile... and the struggle it was to even smile to begin with. We don't know what circumstances have been endured long before a quick "I'm good" response when asking how someone is doing.

The point is this: everyone has a story... and the book cover is just a very, very small glimpse.

There are always two stories in a person. We never know the careful tension someone may be walking as they start their day. How one word of encouragement could turn everything around.

How a smile could be a balm to their heart. And how taking time to let someone know you notice and really see them could be their saving grace today.

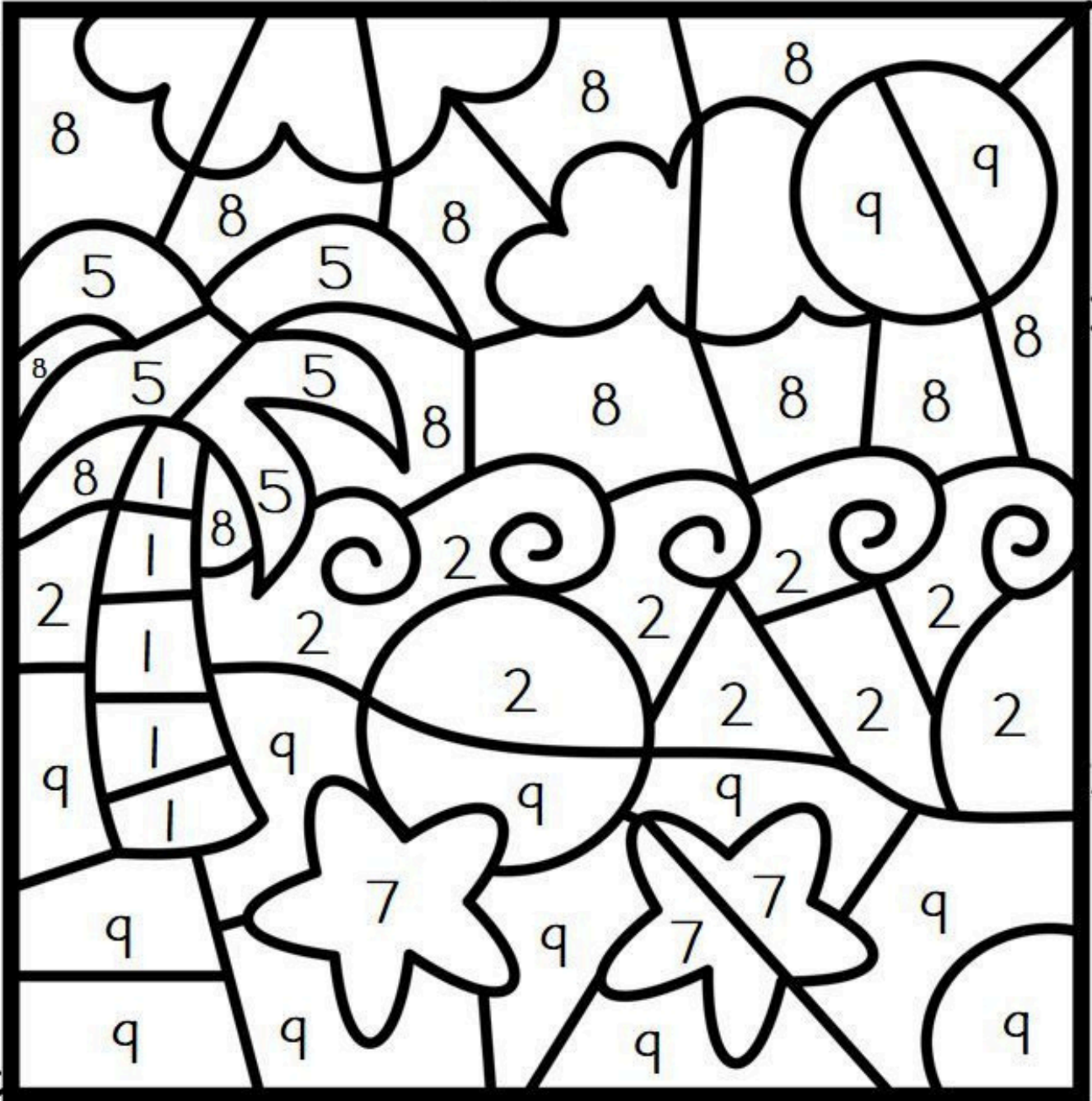
People's stories matter... the visible AND invisible.

PEOPLE matter. Let them know!

Stacy

Name: _____

Color by Number



1 = brown 5 = green 8 = orange
2 = blue 7 = pink 9 = yellow



Family Fun Zone!

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

June

Trivia Question:

Q: In High School Musical 2, where do the Wildcats work for the summer?

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!!

May Trivia Question:

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

A: 2011

Congratulations,

Carmen Rodriguez!



HAPPY BIRTHDAY!!



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

- | | | | | | |
|------------------|-----|----------------------|------|--------------------|------|
| Phoenix Herzfeld | 6/1 | Jeremy Blickenstaff | 6/9 | Lily Cunningham | 6/19 |
| Reese Douty | 6/2 | Fredys Cedillo | 6/10 | Quinn Hoffman | 6/20 |
| Joey Hoffman | 6/2 | Bojana Stojkovic Gut | 6/10 | Haddon Downs | 6/22 |
| Derek Paulus | 6/3 | Kobe Duncan | 6/11 | Spencer Delisle | 6/22 |
| Megan Hook | 6/3 | Aj Scorpo | 6/11 | Miroslaw Miedziak | 6/23 |
| Rob Douty | 6/4 | Garret Higgins | 6/13 | Jacey Abreu | 6/26 |
| Jack Molle | 6/5 | Megan Wiles | 6/14 | Alexander Knoepfle | 6/26 |
| Carson Celis | 6/6 | Christian Bombich | 6/14 | Dallas Saah | 6/27 |
| Chase Coe | 6/6 | Jordan Saah | 6/15 | Melanie Melson | 6/27 |
| Nicholas Coe | 6/6 | Adrian Gut | 6/17 | Will Armacost | 6/27 |
| Jess Maxsell | 6/7 | Kenyon Baldwin | 6/17 | Cory Downey | 6/28 |
| Stephanie Buchs | 6/7 | William Knoepfle | 6/17 | Reagan McDonald | 6/30 |
| Chris Celis | 6/8 | Keenan Shapot | 6/18 | Fawwaz Siddiqui | 6/30 |
| David Hudson | 6/9 | Joshua Neuheisel | 6/18 | Justice Shifaraw | 6/30 |
| | | Philip Huffstetler | 6/19 | | |

STORY FROM THE STREET...

The Value of Honesty: Why We Tell the Truth About the Market

Last week, we sat down with a couple pre-paring to sell their home. They were referred to us by their next door neighbors, who are past clients. Relocating out of state and excited for their next chapter, we had the joy of meeting with them. Like many sellers right now, they began with a simple but loaded question: "So, how's the market?"

It's a fair question—and one we hear almost daily. But it's also one that deserves more than a vague reassurance or a rehearsed pitch. At that meeting, just as we do with every client, we made a conscious choice: to be honest. No sugar-coating, no sales tactics, and no promises we couldn't keep—just the truth, backed by data, and delivered with respect.

That may not sound revolutionary, but in a market like this—shifting, uncertain, and often fueled by conflicting headlines—honesty stands out.

And, frankly, we think it should.

The reality is, the market today isn't the market of six months ago. And it's certainly not the ultra-competitive frenzy we saw in the early years of the pandemic. Interest rates have shifted, buyer behavior has changed, and inventory pressures vary dramatically by neighborhood, price point, and property type.

When we sat down with our clients last week, we told them exactly that. We didn't pull a highlight reel from the spring of 2022. We didn't quote an outdated auto-estimate. We pulled current, hyper-local data: comparable sales, average days on market, current active competition, and buyer activity in their price range over the last 30 days.

We showed them the numbers. Some of it was encouraging. Some of it was sobering. But ALL of it was HONEST.

It's easy in the real estate business to fall into the trap of saying what someone wants to hear just to win a listing. At Impact Maryland Real Estate, we've never subscribed to that approach. Our job isn't to tell sellers what they hope is true—it's to tell them what is true, and to guide them through their options based on that truth... backed by data and best practices.

We'd rather risk losing a listing than risk damaging someone's trust. Because here's what we've learned over years in real estate: honesty builds long-term relationships. Spin might win a listing, but transparency earns referrals, loyalty, and results that

actually hold up after the paperwork is signed. At Impact, we are so fortunate that sooooo much of our business is built on exactly that!

What we offered our sellers last week wasn't just a market report—it was a roadmap. After reviewing the data, we talked strategy. We asked about their goals: Was speed of sale the priority? Maximum profit? A seamless transition to their next home?

Once we understood their "why," we outlined a few strategic paths forward. We talked about pricing strategies, and what each might realistically achieve. We discussed the pros and cons of listing now versus waiting. We made a punch list of items to prepare their home and present it in the best possible light.

By the end of the meeting, we had a customized plan. Not a boilerplate strategy. Not a "what worked for someone else." A tailored approach built around *these* specific sellers... their personal goals... guided by data, upheld by best practices, and anchored in honesty. They thanked us. Not because we told them the market was amazing. Not because we painted a rosy picture. But because we were honest, and we didn't try to gloss over the uncertainty. We treated them like partners in the process, not just a transaction.

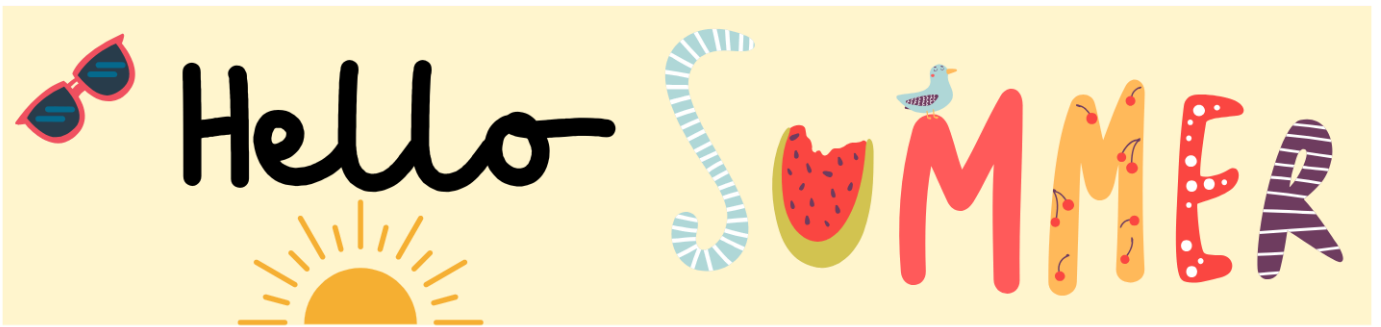
They chose to list with us. But even if they hadn't, we would've walked away with our integrity intact—and theirs, too.

This isn't just a story about one client. It's about how we operate at Impact. In every market, but especially now, we believe it's our responsibility to communicate clearly, transparently, and with your best interests at the forefront. Whether you're selling, buying, or just trying to figure out your next step, you deserve real information—not rehearsed scripts.

Real estate is personal. It's one of the biggest financial and emotional decisions a person can make...and honesty is what turns a stressful process into a strategic one.

So if you've been wondering, "How's the market?"—we're happy to tell you. We'll bring the data. We'll listen to your goals. And we'll build a plan that actually works for you, not just for the numbers on a spreadsheet. It might not always be what you expect to hear. But it will *always* be the truth.

Because that's what we believe you deserve!



BINGO				
Enjoy ice cream at Sweet Babe's	Swim at the pool	Go to a summer carnival	Play at the park	Go climbing at Tree Trekkers
Watch fireworks	Order a sandwich @Pump & Rye	Take a trip to the beach	Enjoy a \$1 movie at Regal	Eat some water-melon
Shop at Creative Spaces	Play a round of golf		Go fishing	Dine al fresco at Mangia e Bevi
Make s'mores	Eat a cupcake from Sage Cakery	Go to the High Wheel Race on 7/12	Make art at Urbana Art & Soul	Have a BBQ/ cookout
Go on a hike	Attend a VOU outdoor movie night	Go bowling	Visit a museum	Go to a Frederick Keys game

How To Play

- COMPLETE THE ACTIVITIES ON THE BINGO BOARD (HAVE AN EMPLOYEE INITIAL OFF) TO MAKE A HORIZONTAL, VERTICAL OR DIAGONAL BINGO
- SNAP A PICTURE OF YOUR "BINGO"
- TEXT ME THE COMPLETED PHOTO AT 301-646-9625 W/ YOUR NAME AND EMAIL ADDRESS BY AUGUST 15, 2025
- ONE ENTRY PER FAMILY
- WINNER WILL BE DRAWN AUGUST 17, 2025 FOR A \$100 GIFT CARD!



SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle is with **Spencer Delisle** and 2 others. 6d · 🧑

5th grade promotion today... and the end of an era.

To say I am proud of Ryleigh is an understatement. There's a ton I could say... because to know her is to love her. She is sharp and witty... and her... See more

👍 201 49 comments 1 share

Stacy Rochfort Delisle Jun 3 · 🧑

Yesterday was quite a Monday... it's been one thing after another this past week... and all of the end of the school year fun is in full force! 😄

This morning's run wasn't about the distance or the pace.

It was about getting back up.

Digging deep when the tank is empty.

Trying again when you're ready to throw in the towel.

Setting the tone and hoping for a better today.

If you're barely hanging in there... you've got this!

Here's to Tuesdays that hopefully don't get confused with Mondays 😊

Stacy Delisle
Today at 6:10 AM · Frederick County, Maryland

Morning Run

Running on empty... literally. But done ✅

Distance	Pace	Time
5.00 mi	9:36 /mi	48m 5s

Stacy Rochfort Delisle Jun 1 · 🧑

5 lacrosse games in 2 days... 🏑🏑

Tailgates. Weather delays. Wins. Losses.

More importantly...

Learning. Improving. Life lessons. Brotherhood.

Work hard. Be in each other's corner. Have each other's back.

Watching this team grow and develop continues to be something special!

Can't wait for beach lax next weekend!!! 🏑🏑🌞

Stacy Rochfort Delisle Jun 8 · 🧑

Beach lax photo dump coming. But in the meantime? My Ryleigh girl...

"Mom... want to take a walk on the beach with me?"

Mom... are you having fun? I just LOVE the beach!"

Me too, girl... me too... 🏖️🌊

Stacy Rochfort Delisle Jun 3 · 🧑

Hey students and staff of Urbana HS feeder pattern!

Join me at **Sweet Babe's Creamery** on June 12 between 1-3 PM to celebrate the start of summer!!

FREE ice cream cone on me for the first 250 registrants.

Would love to see you!! 🍦🌞🕶️

All the details in the event page!

Thu, Jun 12

Urbana Feeder SCHOOL'S OUT ICE CREAM SOCIAL

Sweet Babe's Creamery · Urbana, ...

👤 Melanie and 21 friends

[GOING](#)

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REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

3295 Prices Distillery Rd.
Ijamsville, 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 was the absolute best. She skillfully helped us repair, stage, and sell our property and purchase our dream home. Her resourcefulness reaches far beyond a simple listing with contacts in every trade to get things resolved. Like when our septic failed a week before listing and her response was to come over immediately assure us it would be okay and call her septic guy. Could not recommend Stacy enough!

★★★★★ Danny Cole

I have worked with Stacy on numerous occasions and she's incredible. She goes above and beyond for her clients and ALWAYS puts her clients first. I would highly recommend Stacy to represent anyone on the buy or sell side!

★★★★★ Pete Conto

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