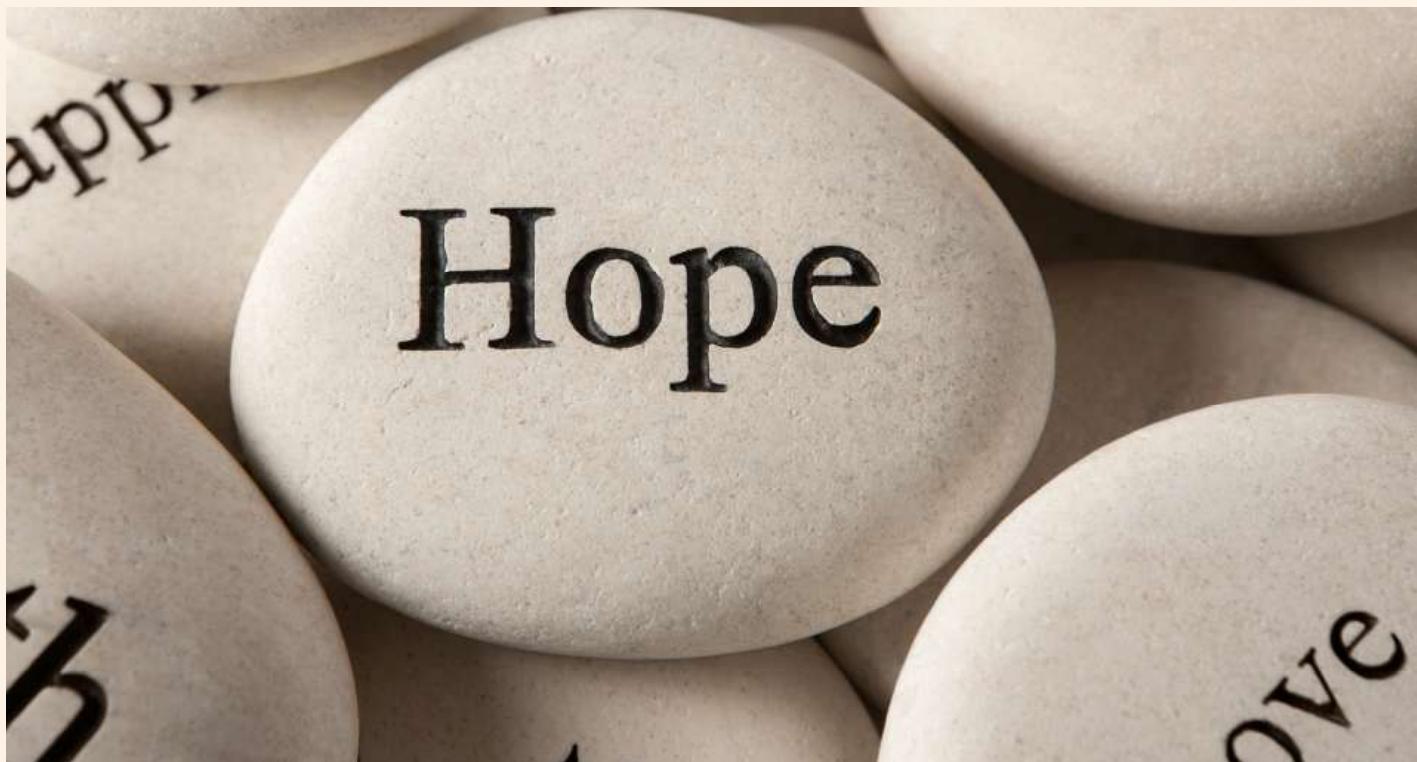


MAGNOLIA MONTHLY

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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When Hope Was Born

Hope is a beautiful word used by people all over the world. It represents the possibility of a positive outcome, a beacon of light in the darkness.

In our current culture, hope is expecting something to happen, but not being entirely sure it will; it is more like a wish... hoping it doesn't rain or hoping your favorite team wins the championship.

The Merriam Webster Dictionary defines hope as "to cherish a desire with anticipation: to want something to happen or to be true."

But this definition and our culture norms fall so short of true, grounded hope. Because hope isn't based on a circumstance; it's found in a person.

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 mission of redemption. And because of the incarnation, this beginning of God's redemptive plan for humanity... for your heart, and for mine... there is great HOPE.

I know for many, though, the holiday season can sting. Whether it's the recent loss of someone dearly loved, broken relationships that weigh on your heart, effects of this economy that have hit harder than you could have imagined, or guilt or shame over choices that have been made, the hurts of this life can often feel magnified around the holidays.

Yet even in the hard and hurting places, there is great hope, because of the One who is hope Himself.

I love this song by Sidewalk Prophets... I am grateful for the promise of hope that is offered here: that on Christmas night, HOPE was born.

*Tonight I can see a star shine
And its splendor fills up the sky
It's the same that appeared
And the wise men revered
When Hope was born this night*

*Out upon the snowy fields
There's a silent peace that heals
And it echoes the grace
Of our saviors embrace
Because Hope was born this night*

*I can hear the Christmas bells ringing
As softly a church choir sings
It's the song used to praise
The Ancient of Days
When Hope was born this night*

*There are angels in this place
And my heart resounds in the praise
Like a shepherd so scared
I'll rejoice and declare
That Hope was born this night*

*Glory to God in the highest
Peace on earth
Goodwill to men
Let all of the world
Sing the chorus of joy
Because Hope was born this night*

*Glory to God in the highest
Peace on earth
Goodwill to men
Let all of the world
Sing the chorus of joy
Because Hope was born this night*

*I know hope was born this night
Because Christ was born this night*

You see, because of Jesus... there is great hope.

There is no circumstance too desperate or too far gone that He can't bring redemption. There is no person who has fallen beyond the scope of His love and grace.

I pray that you might know the great hope that is in Christ this Christmas season.

Stacy

Family Fun Zone!

December Trivia Question:

Q: Which animal symbolizes good luck in Europe?

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 long did the first Thanksgiving feast last?

A: 3 days

Congratulations,
Jackson Pieria!

Sudoku

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

Christmas

WORD SCRAMBLE



THSMRSIAC _____

NEDCYNACA _____

OLPRHONET _____

TRCRAEITMESH _____

TNAAS _____

BTERLEACE _____

INEDERER _____

FSTGI _____

DRLPOUH _____

GVGINI _____

LSLEB _____

GGGOEN _____

ESVLE _____

KCNGTOIS _____

ESMOTITLE _____

WTEAHR _____

DSLNCAE _____

RYRME _____

FYRTSO _____

YLHLO _____

OYHLDIA _____

LJOYL _____





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!

December Birthdays

Rod Vasquez	12/1	Jennifer Richards	12/16
Kelly Higgins	12/2	Tamara Popov	12/16
Ben Clark	12/3	Charlotte Cole	12/17
Michelle Randolph	12/4	Greg Duncan	12/18
Lisa Carr	12/4	Jeannine Villegas	12/18
Zara Sesay	12/4	Justin Cole	12/18
Melanie Drummer	12/5	Vicky McGrady	12/19
Jennifer Weidling	12/5	Bill DeSantis	12/19
Jolie Abreu	12/5	Joel Chaffman	12/19
Wilson Saunders	12/6	Kellen Shapot	12/21
Brooklyn Weidling	12/6	Jason Ingram	12/21
Cody Blickenstaff	12/6	Ashley Carney	12/21
Jalisa Wolf	12/11	Kerry Douty	12/22
Joey Delescavage	12/12	Sebastian Paulus	12/23
Dominick Shifaraw	12/13	Tate Bailey	12/24
Molly Ganley	12/13	Ken Radford	12/24
Mike Veirs	12/13	Eric Dove	12/24
Jonathan Gutzman	12/15	Andy McKee	12/25
Carson Eckard	12/15	Evie Burge	12/27
Carole McKee	12/15	Jacob Delisle	12/28
Jessica Shullenbarger	12/15	Brendan Harman	12/29
Chandler Richards	12/15	Cary Fellows	12/30
Grady Richards	12/15	Taylor DeGirolamo	12/31
Jody Wisor	12/15		

STORY FROM THE STREET...

Checklist vs. Action — “What Do You Need?”

“Randy, there are mice in the house... can you help?”

“Sure thing,” he said. “What do you need?”

The buyer had concerns after noticing what looked like mouse droppings in a home we were under contract on, and they asked us to take care of it. Randy Snyder of Snyder’s Termite and Pest Control didn’t hesitate. He was upfront that it wasn’t exactly his area of expertise, but what mattered most was what came next: “We can definitely help out.”

That’s exactly what you want to hear when a problem doesn’t fit neatly into a box.

In business — and especially in real estate — we work with people we trust and have relationships with. And when something unusual pops up, there’s no substitute for being able to talk directly to the owner or decision-maker. There’s a level of judgment, flexibility, and problem-solving that comes with ownership — and you simply don’t get that from someone reading off a script.

We get calls all the time from clients and friends who need help. And most of the time, those calls aren’t for cookie-cutter solutions. If they were, they wouldn’t need us. Real value shows up when there are “out-of-the-box” problems that require “out-of-the-box” solutions.

At Impact, we intentionally surround ourselves with people and companies where we know the owner — where we can pick up the phone and get something done that others, quite frankly, can’t.

That’s not a knock on larger companies. Take PestNow, for example. They’re a good company and do exactly what they’re built to do. You call, you get scheduled, you receive texts when the technician is on the way, when they arrive, when the job is done — and then you get a bill. It’s systematic. It’s efficient. It works.

But if you were to call and ask to speak to the owner about a unique situation, my guess is you’d hit a wall. The system isn’t designed for that.

Another recent example came up on a property Impact is selling. The seller had renovated the

home and pulled permits for upgrades including a new electrical panel, new service, and code improvements. The electrician had been hired by the general contractor, and the seller had no prior relationship or direct contact with them.

Then the inspection happened.

Suddenly, there was a long list of electrical items flagged — things that should never have been an issue on a renovated, permitted home. That’s when deals can start to unravel.

That’s when Impact stepped in.

We called Chris Ayers at Ayers Electric. His response was immediate: “What do you need?” No handoff. No runaround. He fit it into his schedule, went out after hours, and personally looked things over.

Around 7pm on a Monday, he called us back. He had addressed every item from the inspection report — and then added that he noticed a few other things that weren't even called out. He couldn't leave the job knowing they weren't right, so he fixed those too.

That's what happens when the boss is involved.

At Impact, we pride ourselves on being a true one-stop shop for our clients. If they need something home-related, we should either have the solution or know exactly who to call. We don't love call centers, scripts, or talking to someone who's never been in the field. We prefer working with decision-makers.

And the same dynamic exists in real estate.

Big brokerages and large teams are built on infrastructure. They have scripts, callers, buyer specialists, listing specialists, transaction coordinators, ISAs — an entire machine. It's like an automobile assembly line, where everyone does their part really well. The riveter, the welder, the interior installer, the person who puts the tires on — all essential roles.

But could any one of them design the entire car? Nope.

They can do their part extremely well, as long as everything stays inside the system they were trained for. And when everything goes according to plan, it's efficient — very efficient.

The problem is that real estate rarely follows the plan.

Deals don't fall apart because of the easy stuff. They fall apart because of inspections, missed details, timing issues, lender

curveballs, appraisal surprises, odd property conditions, and human emotion. That's when the checklist runs out — and the real question becomes, who can actually make a decision here?

At Impact, we're not an assembly line. We don't pass clients from department to department and hope nothing gets dropped. We operate much more like the companies we trust — Parker's Automotive, Snyder's Termite & Pest Control, Ayers Electric. Smaller. Relationship-driven. Owner-involved.

When something unusual comes up, the answer isn't, "That's not our department."

It's simply, "What do you need?"

Because when the owner is involved — when the person on the other end of the phone has the authority and experience to act — solutions happen. Not scripts. Not tickets. Not escalation chains.

Real action.

At Impact, we aren't just following a flowchart. We are thinking, problem-solving, connecting dots, calling in favors, and rolling up their sleeves. And if we need backup, we don't submit a request or wait in a queue.

We turn around and say, "I need help here."

And someone steps in.

That's the IMPACT way.

If you're looking to make a move in 2026, serving YOU would be my JOY!

SOCIAL MEDIA STORIES

A round up of fan favorites!

 Stacy Rochfort Delisle
December 15 at 6:29 AM · 

Your middle schoolers are probably still sleeping... but YOU should know about the coolest thing that's happening around town... WyldLife!!!! **Young Life Frederick County**'s middle school ministry... we have been having a BLAST each month! **Max, Jody, and Dani** do an amazing job, and YOUR 6th, 7th or 8th grader should be here!!

Want to be kept in the loop for what's happening?! Complete the interest form at <http://www.frederickwyldlife.org/>, check social media, drop a comment ... [See more](#)

 **Stacy Delisle, Realtor**
December 12 at 4:43 PM · 

When you sell "Grandma's house" it just hits different....

This one was bittersweet. A custom built home that not only held many memories, but also our hearts. ❤️

So incredibly honored to have been entrusted with the sale of my mom and stepdad's incredible home. Multiple offers and a record-setting sale for the neighborhood even in the face of a changing market... THAT is something special. Just like their Sheltered Cove.

Here's to being back over the bridge soon, and more memories to come. ❤️



JUST SOLD!

\$1,250,000









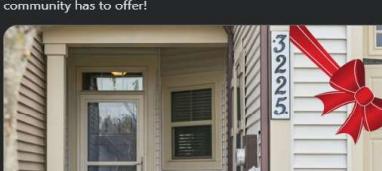
6322 Knoll Hill Drive Berlin, MD





Stacy Rochfort Delisle
December 12 at 1:45 PM · 

55+ living at its finest... AND recently reduced in time for the holidays!
Just down the street from a whole host of amenities this incredible community has to offer!

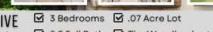


**3225 THORNAPPLE DRIVE
FREDERICK, MD 21704**
<https://imgrealtor.com/3225thornappledrive>

**STACY DELISLE
ASSOCIATE BROKER**
INTEGRITY LAND AND REAL ESTATE





3 Bedrooms .07 Acre Lot
 2.5 Full Baths The Woodlands at Urbana
1,816 SQFT **\$609,997** 










MAGNOLIA MONTHLY

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 is hands down the best realtor we've ever worked with. She listens attentively to every detail and truly understands what her clients need. I had been searching for a home for a long time, and she absolutely nailed it by helping me secure something rare and exactly what I had been looking for. She made the entire home-buying process feel seamless, stress-free, and incredibly organized. She even went above and beyond by helping coordinate getting the paint refreshed and ensuring every step was handled with care. Stacy is a true perfectionist, and her thoroughness shows in everything she does. If you want someone who genuinely cares, communicates beautifully, and delivers flawless results, Stacy is the one. Highly, highly recommend!

★★★★★ Naureen Zubair

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