

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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On Being Brave

It had been a hot minute since I hopped on my Peloton. Busyness, exhaustion, and mostly excuses, but a few weeks ago I did it. The chicken-egg game of waiting until I had more energy or desire to hop to it versus taking Nike's advice and "just doing it". It was just time.

The start of the school year has been whirlwind with football and poms... dance class and art club... lunches and laundry... and more laundry. I wanted... NEEDED... some sort of way to anchor my day.

So I dusted it off (literally), installed the update, and decided that everyday, I would do a 20 minute ride. Period. No excuses.

And wouldn't you know, on that first ride back, Ally Love said, "Be brave enough to embrace the hard."

Now you may be thinking, "Stacy. C'mon. Truly. Committing to 20 minutes of exercise each day isn't really THAT hard." And you're right. Nor did it require being overly brave. But it DID require a choice in mindset. To DO something about the lack of rhythm in my day. And to DECIDE to commit.

And I wonder... in how many other ways... do we need to do those things in the face of choices and circumstances that are much, much more dear?

October is a month of ALL the feels in our family. It's the month where summer truly does turn to fall (or, if you're in Maryland, from summer to fall, back to second or third and fourth summer, then maybe straight to winter 😊). It's the fun of Halloween and class parties and sugar highs and sugar crashes. It's the month where my kids know I will make an epic Trader Joe's run for ALL OF THE PUMPKIN THINGS.

It's the month our incredible Ryleigh Grace was born... hitting a DOUBLE DIGIT birthday and our family tradition of a 10th birthday weekend at Great Wolf Lodge.

It's also the month that we loved, and lost, our sweet Isaac... who would be turning 15 this year.

If hopping back on my Peloton was a low-stakes act of embracing the hard, then our circumstances with Isaac would be high-stakes MAGNIFIED.

A poor pre-natal diagnosis that came out of left field. Test and scan after test and scan all confirming the same. Carefully planning for his delivery while also planning to say goodbye. The sweetest 16 minutes of my life with my first born who would forever change me as a momma and as a human.

In some ways, it would have been so much easier to *not* embrace the hard. To shove all the emotions aside, walk days in denial, and not deal. But there has been such BEAUTY in embracing it all... my pregnancy and every little hiccup and kick; having blogged and journaled on the regular so I would remember those moments forever and be able to recount them for our future kiddos; creating a non-profit in Isaac's memory to walk alongside other mommas and families who have lost a child.

Embracing the hard requires a lot of bravery... and can yield SO much beauty.

If these are two pretty polar examples, what about all of the life lived in the middle? Decisions that are weighty or costly, but perhaps not as mundane or so extreme?

A job or career change. Working to pay off student loans or other debt. A move or relocation.

And sometimes, maybe, bravery is found in consistently committing. Exercising effort. Blooming wherever we're planted.

As 2023 will soon draw to a close, in what ways might you be brave?

Stacy

Family Fun Zone!

Sudoku

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

October Trivia

Question:

Q: Which founding father wanted a turkey to be the national bird of the US?

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!!

September Trivia Question:

Q: In what year did Starbucks first off its Pumpkin Spice Latte?

A: 2003

Congratulations, Wilson Saunders!



HAPPY BIRTHDAY!!



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

Jameson White	10/1	Jessica Abreu	10/8	Sam Armacost	10/20
Emersyn Chapman	10/2	Stephanie White	10/9	Matt Walker II	10/21
Tammy Bailey	10/2	Isabella Popov	10/9	Logan Cabrera	10/21
Elizabeth Buchs	10/2	Sara Poska	10/10	Anna Abrill	10/22
Mia Hostler	10/2	Isabella Paredes	10/10	Mason Santana	10/22
Callyn Guard	10/2	Leah Paredes	10/10	Christie Persaud	10/23
Brystol Guard	10/2	Greyson Cole	10/12	Tim Saunders	10/24
Stella Rogers	10/2	Caroline Armacost	10/13	Keaton Richards	10/24
Colleen Schmitt	10/3	Karla Korob	10/13	Everett Barrett	10/26
Nicole Berning	10/3	Kjirstin Cole	10/15	Ethan Farley	10/26
Ryan White	10/4	jon Armacost	10/16	Mark Bombich	10/27
Kim Leahy	10/5	Emmy Rose	10/16	Lisa Van Horn	10/28
Tarik Chapman	10/5	Elizabeth Petrolle	10/16	Renee Walker	10/28
Kaitlyn Barnette	10/6	Emma Douty	10/16	Trinity Burge	10/29
Jason Stauffer	10/7	Garrett Kile	10/17	Caleb Kneebone	10/29
Eden Saah	10/7	Ryleigh Delisle	10/17	Jay Welbourn	10/30
LT Farley	10/7	Lorin Sheaffer	10/19	Josie Swire	10/30
Jason Barnette	10/8	Sara Barrett	10/19		

STORY FROM THE STREET...

“They” Said It Couldn’t Be Done... But We Did It!

Every once in a while we as realtors are presented with a super unique property to sell. One that has a very specific probable purchaser. One that may be considered an “outlier” in our market. One with specific features or an uncommon set of circumstances.

At Impact Maryland Real Estate, we never shy away from a challenge. In fact, we embrace it!

This month’s Story From the Street starts with a challenge...

“No one has done this before.” This was in response to our inquiry with the builder about selling the model home for our sellers who were currently still leasing it back to the builder.

Let me explain...

Often, when builders start a new community, they FIRST sell off the model home to an investor, and then lease it back. This investor may decide to keep the home as a rental even after the builder vacates, or they may choose to move in. Rarely do they every decide to sell it while the builder is still leasing it back.

For LJ and Beth, however, their circumstances were different.

Dedicated owners with an unparalleled passion for the gym they own in Rockville, they were concerned about being too far

away from their “home away from home.” Consequently, they decided to settle down and retire in another community much closer to where they spend the better part of their days training athletes of all kinds... from veterans and wounded warriors to elite high school athletes... and everything in between.

Their question was, “How do we sell our Albright model in The Woodlands... and when??”

It’s no secret that The Woodlands is one of the most sought-after 55+ communities in the Urbana area... the pressing question was: How do we maximize LJ and Beth’s profits while navigating the many variables (and obstacles!) of selling their model home investment property... while it was still the model?!

“They” said it couldn’t be done. Because it never had been. But WE DID IT!!

So. What, exactly, were these obstacles? I’m glad you asked! When we think of a traditional resale listing, we think of a sign in front. A lockbox on the property. Wide windows of opportunity for showings. But, none of these were at play here.

Due to the builder still occupying the home, we were NOT allowed to have a sign in front, could NOT have a lock box on the property, and could ONLY allow the home to be shown during model hours.

And an additional challenge?

The builders were there at every showing, simultaneously executing their task of trying to sell prospective buyers on building new.

Competition at every.single.showing.

So what happened?

We got creative. We knew that neighbors are the best sales people for their community, so we hosted a neighbors-only open house...including a happy hour with wine and charcuterie! We hosted additional open houses alongside of other listings in the community. Showings rolled in, and we worked in tandem the builder to make things happen.

LJ and Beth received a FULL PRICE OFFER (no price reduction needed!!) on their property. Fully supported by Impact Maryland Real Estate and the incredible industry partners with whom we collaborate, we helped them navigate many obstacles of the sale of their investment property.

We did what "they" said couldn't be done... and we did it successfully!



In the words of our clients:

“Our referral to Impact Realty came by chance. We had a unique situation, but after the first call we received from Stacy we decided to meet, discuss and learn this process together. how to sell our property.

The entire Team at Impact Maryland Real Estate was very informative, supportive and served as strong advocates for us. We would use them again, and highly recommend their team to anyone, buying or selling. The process seemed seamless, and we could not have asked for a better outcome!”

At Impact, we welcome a challenge. We welcome having to think outside the box. We welcome needing to come up with creative solutions to a unique set of circumstances. Particularly in this changing market, we welcome the chance to serve YOU with our client-centered, service-focused, and integrity-driven approach to real estate!





FOOTBALL FOOD

To entertain a crowd!



MARYLAND'S BEST CRAB DIP

Teresa Von Riegen | #TerasasTipsAndTricks

Ingredients

- 8 ounces cream cheese (cubed and room temperature)
- 1/2 cup mayonnaise
- 3/4 cup sour cream
- 1 and 1/4 cups shredded cheddar cheese, divided
- 1 teaspoon ground mustard
- 1/2 teaspoon garlic powder
- 1 teaspoon lemon juice
- 2 teaspoons Old Bay seasoning
- 2 teaspoons worcestershire sauce
- 1 pound fresh lump crab meat

PREPARATION: 10 MIN
COOKING: 25 MIN
TOTAL TIME: 35 MIN

Directions

1. Preheat oven to 375 degrees.
2. In a large mixing bowl using a handheld or stand mixer fitted with a paddle attachment, beat the cream cheese on medium high speed until smooth and creamy, about 1 minute.
3. Add the mayonnaise, sour cream, 1 cup cheddar cheese, ground mustard, lemon juice, Old Bay seasoning, worcestershire sauce, and garlic powder. Beat on medium high speed until combined. Using a spoon or rubber spatula, gently fold in the lump crab meat.
4. Transfer to a 9-inch baking pan, pie dish, or oven-safe skillet. Sprinkle with remaining 1/4 cup of cheddar cheese.
5. Bake for 25 minutes or until hot and bubbly around the edges.
6. Serve fresh out of the oven.

SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
Oct 2 · 🌐

Fall closet cleanout is rolling along!!!

A few days left to drop your donations!

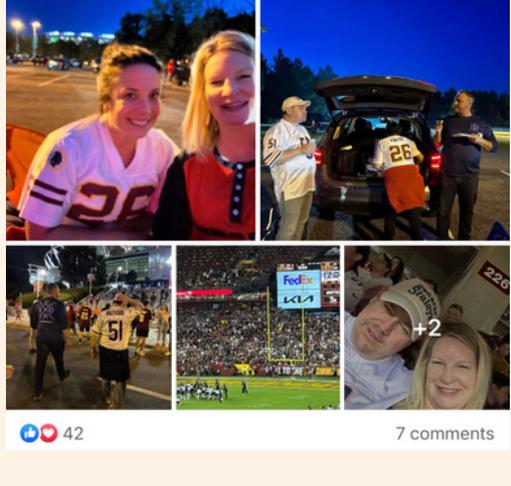
Thank you, **Villages of Urbana** neighbors, for joining in on supporting local charities and making an **Impact** right here in Frederick! ❤️🧡🖤... See more



Jennifer Carnahan Weidling is with Spencer Delisle and 2 others at FedEx Field Stadium, Washington D.C.
Oct 5 · Landover, MD · 🏈

Looking for a Bears win!!! 🏈

RIP Dick Butkus...Kris coincidentally is wearing his jersey at the game!!



Stacy Rochfort Delisle
Oct 5 · 🌐

One of my most favorites yet!!! 🍷🍷

#charcuterieeverything



Stacy Rochfort Delisle
Oct 9 · 🌐

For your Monday ❤️

TODAY YOU HAVE A CHOICE.
YOU CAN CHOOSE BETWEEN
ANGER AND LOVE.
DIVISION AND UNITY.
FRUSTRATION AND HOPE.
SELFISHNESS AND GIVING.
TURNING AWAY AND SHOWING UP.
CHOOSE KINDNESS
AND THE CHOICE IS SIMPLE.
IT'S HARD TO REGRET
BEING KIND.

ORIGINAL WORDS BY RAQUEL MARIE MARTIN
EMERGEJOY.NET
THE BRAVE ART OF MOTHERHOOD

Carole Longstreth McKee and 18 others · 1 comment

Stacy Rochfort Delisle is with Kate Rochfort Saunders and Sherry Kennedy Bombich.
6d · 🌐

This little lady is almost 10!!!! Super fun weekend at Great Wolf Lodge celebrating 🥳🎉❤️

Water park, ropes course, MagiQuest, mini golf, bowling, mining, yoga, dance parties, and ALLLLL the ice cream.

Tired bodies... full hearts!!! ❤️❤️❤️



Stacy Rochfort Delisle is with Marcela Giraldo and 2 others.
3d · 🌐

Waffle Wednesday 🍷 picnic style!

Carole Longstreth McKee and 40 others

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Testimonials from *Magnolia Monthly* Members...

Our referral to Impact Maryland Real Estate came by chance. We had a unique situation, but after the first call we received from Stacy we decided to meet, discuss and learn this process together. Now to sell our property. The entire team at Impact was very informative, supportive and served as strong advocates for us. We would use them again, and highly recommend their team to anyone... buying or selling! The process seemed seamless, and we could not have asked for a better outcome.

★★★★★ Lj and Beth Belsito

Great agents! Eric Verdi and Stacy Delisle specialize in local real estate expertise, provided a fast and friendly process, and excel in follow-up and attention to detail. They were always available and willing to assist. I highly recommend!!

★★★★★ Joe Ostrander

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