

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:

REMEMBER WHO YOU ARE P. 1-2

SEPTEMBER BIRTHDAYS P. 4

FAMILY FUN ZONE P. 4

SOCIAL MEDIA STORIES P.5

STORY FROM THE STREET P. 6-7

Remember Who You Are

Life Lessons from The Lion King

Maybe you remember the Disney original... The Lion King. A heartfelt and heartbreaking story of loss and redemption. And in the middle, the story of Simba trying to make sense of his circumstances. After the tragic death of his father, for which he blames himself... Simba runs away, leaving all he knew and who he knew.

When faced with trials or stress we do one of four things: fight, flight, freeze, or fawn. It's no secret that Simba chose the second... flight. Moving as far away as he could, both in terms of proximity and within himself, from the circumstances that devastated him.

He finds himself in the wild, growing up with new-found friends Timon and Pumba, and a wise monkey named Rafiki.

About two thirds of the way through the movie, there is this pivotal moment that has always moved me. After a short discussion and clearly having lost his way, Simba is lead by the wise Rafiki to the edge of the water. There, Rafiki encourages Simba to look. To REALLY look. At first, Simba only sees his own reflection... in many ways, hardly recognizing who it is he had become. Having allowed the hardships and hurts to shape him... having abandoned who he really was. And who he was destined to be.

Maybe you can relate.

An illusion of his father, the great Mufasa, appears offering his son much needed encouragement:

REMEMBER WHO YOU ARE.

I don't know about you, but I think there's a bit of Simba in all of us. The part of us that wrestles to remember WHO we are when the hurts, hardships, and hang-ups happen.

We are all on a journey, aren't we? Learning and growing. Grappling and climbing. Aspiring to leave our mark and make an impact. But sometimes, we detour. Lose our way. And we forget. We lose sight, maybe even for just a moment, of that which sets our soul on fire and our heart ablaze. But when Simba looked hard, he found it. And it reignited a passion within him that changed everything.

What is that thing for you? That sets your soul on fire and your heart ablaze?

While there are many things that I love... Ravens football, all things fall, traveling, really good food, great music, and Hallmark Christmas movies to name a few... there are far fewer that really ignite my soul.

My family.

"Messy" hospitality. The "come as you are" kind. Not the "pull yourself together" sort.

Friday morning breakfasts with middle school girls at my dining room table.

Serving families through real estate.

Deep, real, authentic conversations.

My faith.



These things? They're ingrained in my core. Part of my DNA. How I am wired. Who I am and was created to be. I need to always remember.

How about you? ***What are the things that set your soul on fire?***

I challenge you: make a list. Write them out. And then evaluate. Are you pursuing them?

It's easy to forget who we are... with life's demands and all of the many things vying for our attention. But, remember who you are. Go and be that person. Fully. Boldy. With no regrets.

Stacy

Fall Word Search



ACORN
 APPLE
 AUTUMN
 CHESTNUTS
 CHILLY
 CIDER
 COBWEB
 FALL
 FOOTBALL
 GOURD

HALLOWEEN
 HARVEST
 HAY BALE
 HAYRIDE
 LEAVES
 MAIZE
 NOVEMBER
 NUTS
 OCTOBER
 PUMPKIN

QUILT
 RAKE
 SCARECROW
 SEPTEMBER
 SLEET
 THANKSGIVING



Family Fun Zone!

Sudoku

Trivia Question:

Q: How many NFL teams played in the inaugural season in 1922?

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!!

August Trivia Question:

Q: *The Adventures of Tom Bombadil* was written by which British philologist and author of classic high fantasy works??

A: JRR Tolkien

**Congratulations
Galilee Shullenbarger!**

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



HAPPY BIRTHDAY!!



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

Aj Santana	Sept 2	Quinton Shifaraw	Sept 20
Grace Weaver	Sept 2	Eli Stauffer	Sept 20
Mike Messer	Sept 3	Austin Farley	Sept 21
Tony Altuner	Sept 3	Emma Stefak	Sept 22
Rayla Downs	Sept 5	Tim Farley	Sept 22
Hazel Ritzau	Sept 8	Jjaxon Marshall	Sept 23
Ellie Corob	Sept 12	Vivan McDonald	Sept 23
Dakota Dove	Sept 14	Andy Hughes	Sept 24
Joshua Gutzman	Sept 14	Liam Hoheusle	Sept 26
Ellie Delisser	Sept 17	Ashleigh Stillwell	Sept 27
		Alex Stillwell	Sept 27

STORY FROM THE STREET...

...and PIVOT!!!

Managing a shifting market

Maybe you've heard of Pete Seeger. Or, maybe you haven't. You might be more familiar with the lyrics he penned: "To everything (turn, turn turn) there is a season (turn, turn turn)... first recorded by The Byrds in 1959.

And much like the changing of seasons this month as we welcome fall, the real estate market is no doubt experiencing a change in season, too.

For about 24 months, the market has been crazy. Homes going off the market in days... hours... or before even going on the market. With multiple offers. No contingencies. Escalating tens, and sometimes hundreds, of thousands of dollars above list price.

Historically low interest rates, inventory being next to none, the "itch to move" brought on by the pandemic and all of its ripple effects. No doubt that late spring of 2020 through spring of 2022 brought an incredibly fast-paced, cut-throat, and often frustrating market for homebuyers.

And while the best practices of real estate have remained just that... BEST... the strong sellers' market made the process somewhat easy. Multiple offers were a given... how MANY offers was the question.

But as the winds of change come, the season changes... what now?

The most frequent question we are asked is, "How is the market?" Well, it's changing. Evening. Normalizing. And while that may feel a little jarring in what has been a historically (adjective) market for the past couple of years, re-calibrating and evening out isn't necessarily a bad thing.

For our sellers, though, it is more imperative than ever that we adhere to the three P's: proper preparation, positioning, and pricing.

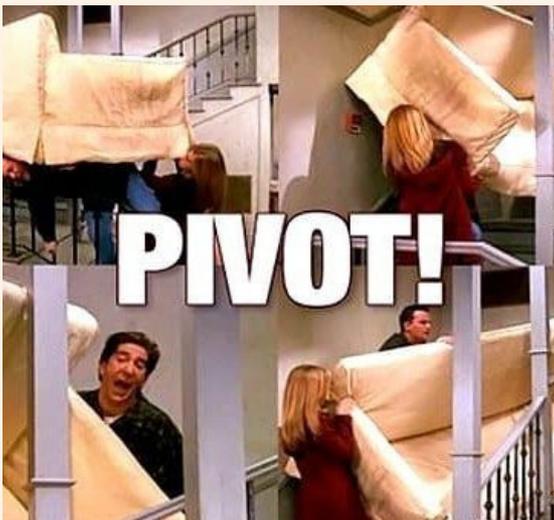
It goes without saying that in any market, the best practices of real estate are just that: best practices. Take Buffalo Road for example. This cozy Mt. Airy rancher could have had very little done to it to prepare it for the market. It would have sold. BUT...



By paying careful attention to properly preparing for the market with thoughtful updates completed by Anne Souder and her team, Annie coming in to photograph it beautifully so they would be best positioned against any competition, and by pricing it strategically, the sellers were able to yield a higher return.

But in this changing market... the one with still limited inventory but yet rising rates... how do you position well? And what do you do if or when a home sits on the market for weeks. Or even a month?

We pivot.



Just like Ross, Rachel, and Chandler.

That elusive fourth P that sometimes becomes most imperative. So what does that look like in a changing market... when "Plan A" isn't going as hoped and we move on to "Plan B?"

Let me tell you a little story. A Tale of Two Properties...

"Property A" (not an IMPACT listing) is a single family home located in Frederick County. As of this writing, it has been on the market for 58 days, without any sort of change... not in pricing. Or presentation (even as simple as changing up photos). There has been NO pivot.

"Property B" is also a single family home located in Frederick County. It had been listed with a different brokerage. These sellers were provided very little direction in terms of preparing their home for the market, and started off with pricing that was too high. Consequently, they spent 61 days on the market. There were changes made... switching up photos and "stair step" drops in pricing. But again, no significant pivot.

Until now.

The sellers of "Property B" decided to change course, and IMPACT is fortunate to come in and help! We brought in one of our incredible designers, Ellie, to help them prepare to re-list. These sellers are a DREAM and are following Ellie's suggestions to a T!! No doubt their home will look spectacular in Annie's photos. And perhaps the largest pivot was in our discussion of pricing. Stair stepping down in price hadn't worked; so, we are taking a different approach.

Because at IMPACT, that's what we do. We innovate. Problem solve. We pivot.

And just like those lyrics written by Pete Seger, we turn... turn... turn.

Social Media Stories

A round up of fan favorites from the month!

Stacy Rochfort Delisle
Sep 1 · 🌍

The "ber" months are here!!!! 🍂🍁🍂

Sweaters.
Boots. Bonfires.
Fall. Leaves. Scarves.
Hot chocolate. Cuddling.
Jeans. Pumpkins. Tea.
Hoodies. Crisp air.
Late nights.

👍❤️ 22 5 comments

Stacy Rochfort Delisle
Sep 4 · 🌍

This Sunday is brought to you by ALL the [Urbana Hawks Youth Football!](#) First up: Ry and her Poms squad!!!



👍❤️ 62 14 comments

Stacy Rochfort Delisle is with Kimberly Brown Kile at Pumpernickel + Rye.
4d · Urbana, MD · 🌍

Some good "soul" time with a "soul sister" this morning at one of my most favorite spots. Catching up on kids, work, and life... Laughing at lost shoes and unfolded laundry and trying to keep up with #allthethings. And ridiculously funny TikToks that totally nail it 100. Grateful for moments like this to authentically connect 🥰☕



What kills a soul?
Exhaustion, secret keeping,
image management.

And what brings a soul back
from the dead?
Honesty, connection, grace.
-Shanna Niequist

👍❤️ 17 2 comments

Stacy Rochfort Delisle
Sep 4 · 🌍

And Ellie! Her Poms team nailed their 60's themed performance 🥰



👍❤️ 36 6 comments 326 views

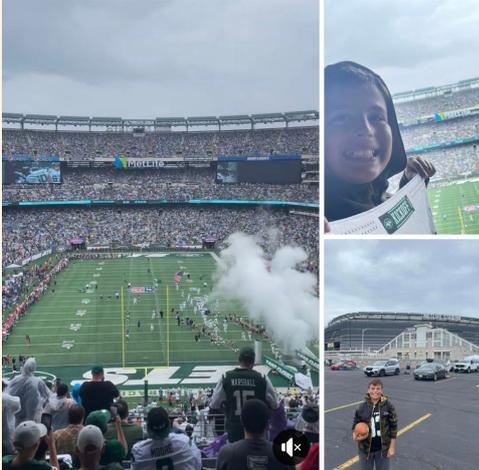
Stacy Delisle, Realtor
Sep 3 · 🌍

A holiday weekend is a GREAT time to go under contract on new construction!!! Super excited for my repeat clients, Timea Horvath, [Miroslaw Miedziak](#), and their amazing daughter Emma! Days Range will be so fortunate to have you as part of their community!!!!



Stacy Rochfort Delisle
21h · 🌍

Yesterday was a bit rough for this kiddo in his football game. 🏈 But TODAY he is living his best life at MetLife stadium on opening weekend watching the Ravens take on the Jets.... Starting Joe Flacco no less! As you can see by the jersey and the sweatshirt, he's a little conflicted 🤔🤔



👍❤️ 45 13 comments

Stacy Rochfort Delisle
Sep 4 · 🌍

Next up!!!! 🏈🏈🏈

... and check out that TD run!!!





👍❤️ 71 21 comments

Stacy Rochfort Delisle is with Kate Rochfort Saunders and 6 others at The Valley Inn.
1d · Timonium, MD · 🌍

An incredible afternoon celebrating the bride to be, [Jill Whitty!!](#)



and all at once,
summer collapsed
into fall.
-oscar wilde



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...

I had the best possible experience working with IMPACT! I felt supported in every step of the process of buying a new home here in Frederick. Thank you Eric and Stacy! You have made a life-long client in me. I intend to spread the good word about IMPACT Maryland whenever possible. ★★★★★ Patty Hildreth

Stacy and Eric stepped up to the plate and immediately worked on to successfully secure the place I wanted with a winning deal. I call them my house angels 😊. God sent. ★★★★★ Maria Bien-Flowers

This newsletter is intended for entertainment purposes only. Copyright 2022 Magnolia Monthly. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.