

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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Halftime:

Practicing the Pause

October is a month of many birthday celebrations in our family... some of which are bittersweet, but one which is absolute pure joy. Our Ryleigh Grace.

Ryleigh turned twelve years old on the 17th, and if I am honest I am not sure how that happened. I'm pretty sure the first few years were a blur with three little sweeties ages 3 and under. Girlfriend spent time in the Ergo, someone's arms and just having to go with the flow. Any semblance of a nap schedule was

haphazard at best, and I'm confident that trying to make coffee before having coffee was often a challenge.

The next several years were dictated by school schedules and activities and somehow four moves in eighteen months which is a story for another day. No sooner had elementary school started for this one that the pandemic hit, and then.. just a few short years ago.... there we were.

Halftime.

Several years ago a momma named Whitney Fleming published an article published entitled "To My Daughter, At Halftime." Google it. You'll cry.... And that's a promise. It's this beautiful reflection back on the first nine years of her daughter's life, and advice for the next nine to come. I read it a few years ago when Ellie turned nine, and it hit me afresh that year.

Yesterday Jacob's football team had their first playoff game. A team that had beaten previously by quite a bit, the game started off slow. It took several possessions to really get anything going, and they eventually scored.

Touchdown.

The kick after was good. And in youth football, it's worth 2 points.

They went into halftime winning by only one possession. It was a little nerve-wracking for sure.

But halftime came. And they came out a different team!

Better runs finding the seams.

An interception run back for another touchdown.

No doubt, they came out a different team in the second half.

We all can use opportunities to pause and reflect, can't we?

Maybe your "halftime" moment isn't a ninth birthday... maybe it's your 40th. It may not be the middle of a sporting event, but maybe it's a graduation. It could be the loss of a loved one. A wedding. It could be a change in job or career. A relocation, or maybe just a move locally.

"Halftimes" are often wrought with a mix of emotions as we reflect back and look ahead. Remembering all the good that has been, and turning our hopeful gaze to all that lies ahead. Halftimes help us learn and grow. These perfectly positioned pauses throughout the course of life that keep us grounded and keep us hopeful.

So what have been some "halftime" moments for you? Have you taken the time to pause, reflect, and look ahead... making adjustments along the way?

Now doubt the "tyranny of the urgent" keeps vying for our attention on the daily... but these halftime moments? They're such a gift. So take the time... pause for a moment. Relish the goodness, and look forward with hope.

Stacy

Family Fun Zone!

October Trivia

Question:

Q: What does the color orange symbolize on Halloween?

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: What country first used paper money?

A: China.

**Congratulations
Jubilee Shullenbarger!**

Sudoku

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



Name: _____ Date: _____



Halloween

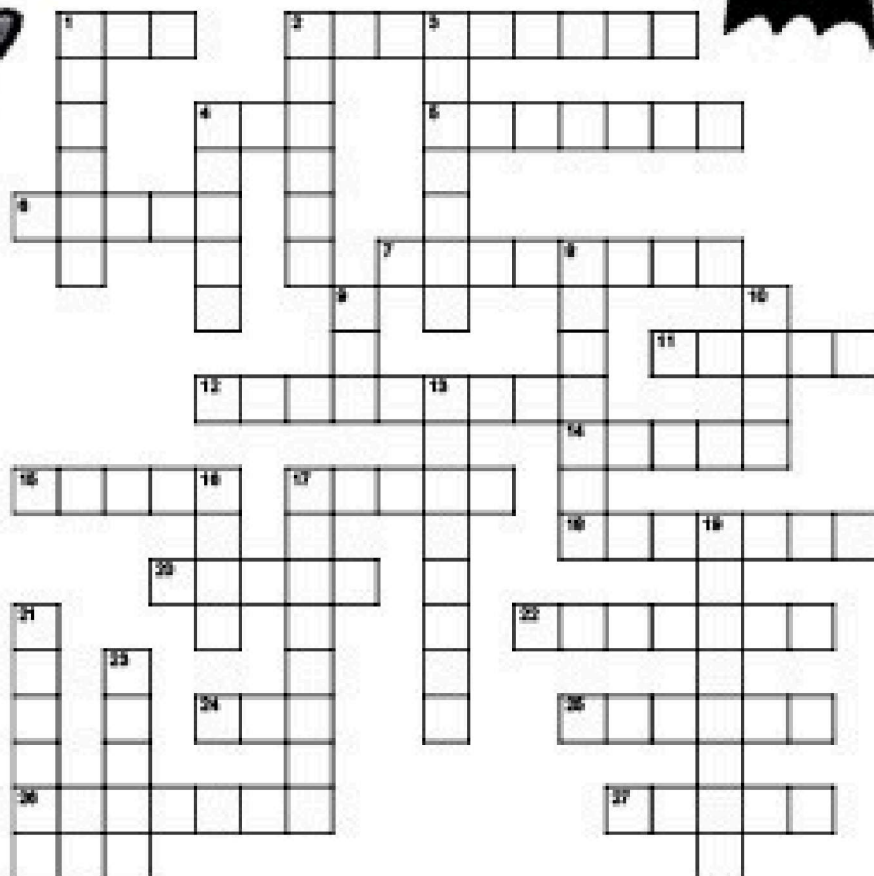


Across

1. He swallowed the canary.
2. Playground for ghosts.
4. What a spider spins.
5. Frankenstein has one.
6. When ghosts come out to play.
7. Scare.
11. What the pot might call the kettle.
12. October 31st.
14. _____ or treat.
15. Witch transportation.
17. Frightening.
18. The Count.
20. A skeleton is just a bunch of these.
22. Disguise.
24. Lives in the belfry.
25. Incey wincey is one of these.
26. Main ingredient in a popular pie.
27. _____ stories.

Down

1. Where a vampire sleeps.
2. Evil or mischievous creature.
3. He hates garlic.
4. Samantha for example.
8. _____ house.



9. Whoo? Whoo?
10. Mr. O' Lantern.
13. Comes out on full moon nights.
16. Might be full, half, or new.
17. A boney sort of fellow.
19. Fire burn, and _____ bubble.
21. When something makes our skin crawl, it's this.
23. Found in Egypt.





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!

October Birthdays

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

STORY FROM THE STREET...

Chess Vs Checkers

You ever notice how everyone knows at least one famous chess player? Bobby Fischer. Garry Kasparov. Magnus Carlsen.

Why?

Because chess is a game of strategy.

You can't just show up and wing it. A great chess player is always thinking 3–5 moves ahead. Every piece, every play, every sacrifice is calculated. They're not reacting... they're *anticipating*.

Now tell me — can you name a famous checkers player? Didn't think so.

Because checkers is one move, then another, then another. No long-term vision. No setup. No depth.

And that's the difference between how we sell homes... and how most others do.

When we sit down with clients, we don't just pick a price and hope. That's checkers.

We're playing chess — with a plan for the next move before the first piece ever hits the board.

If we list at this number and don't get traction by Week 2... what's our next move?

Do we make a strategic adjustment?
Do we change presentation?
Do we reposition it to reach a different buyer pool?

Then, after that move, what's the move after that?

Every scenario — mapped out.
Every reaction — anticipated.

Here's an example.

Last month, we had a listing that started strong — good traffic, lots of lookers, but no offers. Most agents would've dropped the price and called it a day.

Not us.

We shifted the presentation first — swapped staging to highlight the home's open flow, updated the lead photo, and re-launched to a new target segment of buyers moving in from Montgomery County.

Within days, new showings rolled in — and we got two offers before the weekend.

That was the second move we'd planned weeks in advance.

That's chess.

Real estate isn't about reacting. It's about anticipating. The market changes. The buyers change. The strategy changes. But the goal never does — checkmate.

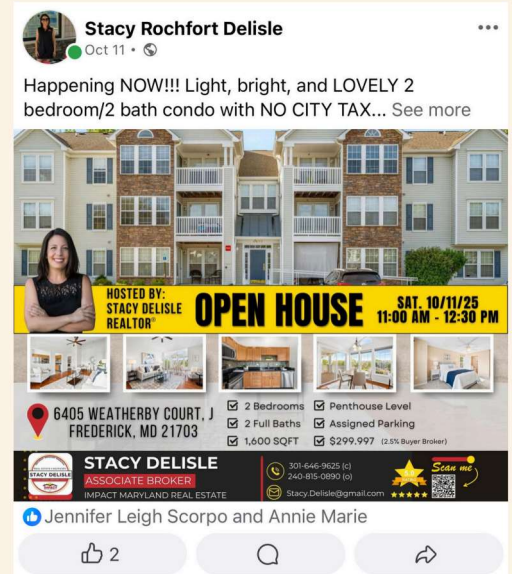
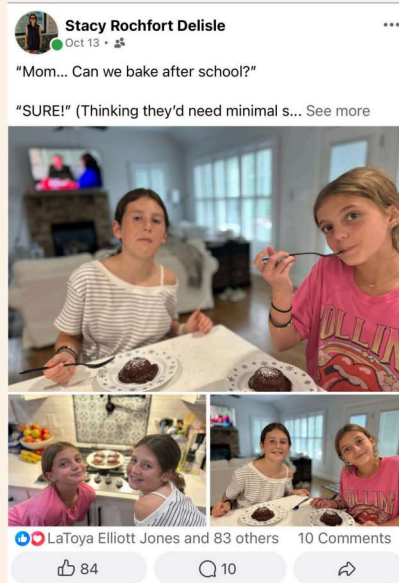
So, if your agent is playing checkers, you've got the wrong one.

At Impact Maryland Real Estate, we play chess — and we practice every single day. Because every great move starts with a strategy.

 The Impact Way.

SOCIAL MEDIA STORIES

A round up of fan favorites!



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Testimonials from *Magnolia Monthly* Members...

We had a wonderful experience working with Stacy. Throughout the process, she was incredibly patient and always responded to our questions promptly and clearly. One of the things we appreciated the most was how thoughtfully she helped us craft our offer — it was well-reasoned, strategic, and balanced. While making appropriate concessions to stay competitive, she still prioritized and protected our interests as buyers. Thanks to her guidance, we felt confident and well-supported from start to finish. We highly recommend Stacy of IMPACT to anyone navigating a home buying process.

★★★★★ XJ Wang

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