

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.



You can be the architect
of moments that matter.

Chip Heath

quote fancy

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:

MOMENTS THAT MATTER 1-3
FAMILY FUN ZONE P. 4
JANUARY BIRTHDAYS P. 4
STORY FROM THE STREET P. 5-6
SOCIAL MEDIA STORIES P. 7

Moments that Matter

It was one of THOSE games.

Last of the regular season. Deep rivalry.
Playoff implications. Win and in.

It was a cold game with a couple of lead
changes but full of heart. A comeback
fourth quarter, all coming down to this
moment: a 44 yard field goal attempt that
would be the Raven's playoff birth with a
win over the Steelers.

Snap was good. Hold was good.

And it went wide right.

For the Ravens, it was a heartbreaking loss. For rookie kicker Tyler Loop, it was worst case scenario.

The look on his face... stunned and crushed... after missing in a moment that mattered most what he had done successfully countless times before on the biggest stage of his football career. The quick consolation of his teammate. On "enemy turf" nonetheless.

As a die-hard Ravens fan, I was crushed. But Tyler Loop's evening was obviously far worse than mine.

What we do in those worst case scenario moments are everything.

A 6th round draft pick out of Arizona, this was his moment. He had essentially worked his entire life for this. And in an instant, he is credited for having lost his team not only the game... but its post season.

I don't know about you, but worst case scenario moments aren't exactly my favorite. And I've definitely lived some.

I remember being in high school as a playing manager on the lacrosse team. It was kind of a big deal. I hadn't played much before, tried out for the team, and mustered enough athleticism from my soccer days to be kept on as a manager... one who saw the field only when we were annihilating our opponent. And then it happened: my chance to play. I was excited... nervous... but mostly in a little bit of shock. I had the soccer thing down. Lacrosse? Not so much.

What happened? I blew it. That's what happened 😊 Didn't win a single

ground ball, or catch a single pass. I'd like to think it's because I was using some sort of antiquated (although legal) stick; but the reality was that I just SO incredibly nervous and crumbled under the pressure. Worst case scenario.

I remember that April day in 2008 being about 13 weeks pregnant laying on the ultrasound table... the tech with a look of immense concern in her eyes. Chatting with the doctor. Being sent directly to a genetic specialist. Being told our son had, at that time, only a 10% chance of survival. Several weeks later, we learned that although genetically he was perfect, his condition was fatal. That we could lose him any time. Worst case scenario.

Fast forward to August of 2014.. The night my phone rang much later than it ever does, and I just knew in my gut (ever have that feeling?) that something wasn't wrong. "Your dad... his heart..." my stepmom said. After the longest one hour drive of my life, I arrived at the hospital emergency room, made my way back to triage, to discover a flurry of nurses and doctors pushing paper at us to sign before rushing him back to a surgery that would hopefully save his life. That call? The days that followed? Worst case scenario.

Rewind to just a few months ago. I had the honor and joy of listing my mom and stepdad's home for sale. Custom built... picture perfect setting on the water with an unbeatable view of Assateague Island across the Sinepuxant Bay. A home that has held so many memories. In our minds, it was the perfect place.

Until it wasn't... and the home inspection revealed some molded/rotted subflooring under the primary bedroom. I had high hopes that the damage wasn't structural, and that there'd be an easy fix. Unfortunately this was NOT the case, and the entire shower needed to be ripped out, subflooring replaced, and the shower reconstructed. In the world of home inspections... a worst case scenario.

I think it's safe to say that many of us... most of us... have experienced worst case scenario moments. Some feel huge at the time, but in reality are more inconsequential. Others? They truly are the worst case scenario.

So what do we do in those worst case scenario moments?

THESE are the moments that matter.

Not too long ago, Ryleigh had a horrible day at school. Like, the "Alexander and the Terrible, Horrible, No Good, Very Bad Day" kind. It may have been better if we were in Australia... but we weren't, so I don't really know 😊 What I DO know is this: I told her that for the rest of the day, we would let the suckiness suck. And that tomorrow is a new day.

Or in the words that teammate Derrek Henry shared with Loop, "deal with it tonight, and tomorrow the sun rises."

You see, meeting worst case scenario moments with toxic positivity can minimize them. I hardly think what Tyler Loop needed to hear right after his missed field goal was to, "Just look on the bright side. You've made that

kick hundreds of times before, and you'll make it again." No. He probably needed the space to let the suckiness suck. To feel all the ick. And yes, some pats on the back. Then to turn the page, and get back at it. To not let his worst case scenario be his defining moment.

And we are no different. No doubt life will throw us some of "no good very bad days." They can make us bitter, or they can make us better. We can learn, grow, and be sharpened. We can use our stories and allow them to empathize with others. We can dig deep, grow in both grit and grace, and we can get back at it. These are the moments that matter.

Because life is short... and it is a beautiful gift.

January is a new month... the start of the new year. A fresh page.

I know for some of you reading, 2025 was a worst case scenario. For some of you reading, you walked with a friend or a family member who lived out a worse case scenario. I know I did.

2026 is the start of something new. An opportunity to grow... because EVERYTHING is made beautiful in its time.



Family Fun Zone!

Sudoku

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

January Trivia

Question:

Q: How many sides does a snowflake have ?

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!!

December Trivia Question:

Q: : Which animal symbolizes good luck in Europe ??

A: Ladybug and pig

Congratulations,

Zeke Robinson!



HAPPY BIRTHDAY!!



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

Chrissy Barnette	1/2	Katie Shapot	1/20
Caroline Saunders	1/2	Kaci Paulus	1/20
Gina Korrell	1/4	Hannah Hefner	1/21
Justin Fellows	1/4	Grace Hostler	1/22
Kaleb Higgins	1/5	Zara Zubair	1/23
Caleb Stilwell	1/6	Joel Carney	1/23
Jen Tretler	1/7	Jordan Coe	1/24
Noah Stauffer	1/8	Rebekah Shullenbarger	1/25
Tyler Wiles	1/9	Michelle Bender	1/25
Grant Emery	1/10	Amanda Cunningham	1/26
Allie Belan	1/10	Tyler Walker	1/26
Tiffany Welbourn	1/13	Tracy Reed	1/28
Tony Altuner	1/14	Tatianna Cartnail	1/29
Susan Martin	1/16	Lana Gut	1/29
Grant Altuner	1/16	Beth Beaston-Belsito	1/29
Matt Rogers	1/16	Aubrey Coe	1/29
Terri Cunningham	1/17	Julia Hughes	1/30
Ashlie Rose	1/20	Abu Sesay	1/30
Kidan Shifaraw	1/20	Leah Brown	1/30

STORY FROM THE STREET...

SMALL MARGINS. MASSIVE CONSEQUENCES.

One kick.
That's it. One swing of a leg.

Forty-four yards.

A cold January day in Baltimore.
A division rivalry that never needs hype.
Ravens vs. Steelers.
AFC North. Season on the line.

Crowd on its feet, breath visible in the air, every heart in the stadium beating in the same rhythm.

Tyler Loop lines up.

If he makes it... the Ravens are in the playoffs.
If he misses it... the Steelers are in.

Same field. Same night. Same season.
Two completely different futures waiting on the flight of one football.

And the ripple effect of that kick goes far beyond a bracket.

Because tied to that moment are two of the most stable, respected leaders in the NFL:
Mike Tomlin, 19 years in Pittsburgh.
John Harbaugh, 18 years in Baltimore.

Nearly four decades of combined leadership.
Super Bowls. Hall-of-Fame résumés. Cultures built. Cities shaped. Locker rooms molded by consistency and belief.

And still... one season, one outcome, one result can suddenly shift the conversation from legacy to "what's next?"

That's the league.
That's the pressure.
That's the long game being judged by the last drive.

And honestly... that's life.

Because I see the very same thing play out in real estate every single week.

When buyers walk into a multiple-offer situation, it feels just like that stadium. Tension. Hope. Nerves. Everyone wanting the same prize. Everyone believing they've done enough to win. And yet the margin between celebration and disappointment is often razor thin.

One clause.
One addendum.
One word.
One strategic decision that most people would skim right past.

But that tiny detail can be the difference between "We got the house!" and "We were so close."

In just the first two weeks of this year, our team is 2-for-2 in winning multiple-offer situations for our buyers. And when I say winning, I'm not talking about paper. I'm talking about lives.

One of them is a young couple, first-time buyers, just starting out. Two careers launching.

A future being imagined. They walked into that process hopeful, excited... and terrified. Because for them, this wasn't just a transaction. It was their first real step into adulthood. Into roots. Into building something that would be theirs.

When we got the call that their offer was accepted, it wasn't about the price or the terms anymore.

It was about the Christmas mornings they'll wake up to in that house.
The first Thanksgiving they'll host.

The birthdays, the late-night talks at the kitchen counter, the quiet Sunday mornings with coffee and sunlight coming through the windows.

Their memories now have an address.
Their story now has a home.

And all of that hinged on a few lines in a contract.

We've stood on both sidelines in this business.

We've celebrated with families when the offer is accepted, when the keys are handed over, when the dream becomes real.

And we've also sat with clients when the call goes the other way — when they did everything right and still came up just short. We're there to console, to encourage, to remind them that one loss doesn't define the season.

More often than not, we're winning.
But we never forget what it feels like to lose.

After the NFL season ends, they call it Black Monday. Coaches and coordinators are let go. Some because the results weren't there. Some because the philosophy no longer aligns. Some because the organization simply wants a new voice.

Homes that don't sell face the same crossroads.

You can change presentation.
You can improve condition.

You can stage, paint, design, renovate.

You can even change the agent — a shift in philosophy, a new system, a new playbook.

But some things never change.

Location is like a franchise city. You can't move it.

And price?

Price is the scoreboard.

You can execute perfectly — elite marketing, beautiful preparation, incredible exposure — and if the price doesn't align with the market, the result will still fall short.

At Impact, we know our marketing works. We know our systems work. We know our team works. We consistently break neighborhood records and raise the bar for how homes are presented and promoted. We control preparation. We control strategy. We control execution.

But just like in football, the truth shows up when the clock hits zero.

Legacy isn't built on one play.

But seasons — and sometimes futures — are decided by them.

Sometimes the difference between heartbreak and celebration...

Between watching from the couch and playing in the postseason...

Between "almost" and "we did it"...

Is forty-four yards.

Small margins.

Massive consequences.



SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle 6d • 🌱

They bring the energy, and they bring the FUN!! Had a blast celebrating Jacob's 14th birthday party last night with all the things 8th grade boys love... Chipotle, Sky Zone, and cake!

And cologne. Almost every one of them... all smelling each other and critiquing 😂

They days are certainly full... and sometimes long... but I can feel the years flying by for sure.

LOVED celebrating our boy with the best group of buds around!!!



Stacy Rochfort Delisle 23h • 🌱

Open house TODAY form 1-3pm at this Woodlands stunner! 🏡

Impact Maryland Real Estate is with **Stacy Delisle, Realtor.** 23h • 🌱

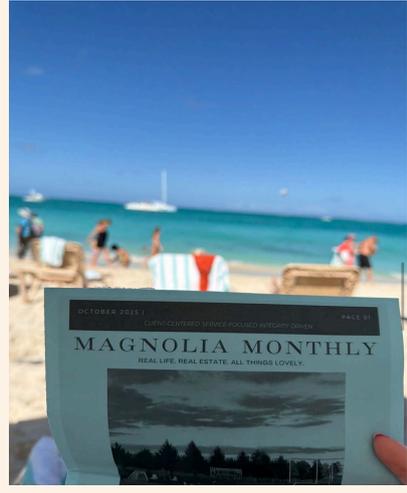
🌟 NEW PRICE | OPEN HOUSE 🌟 ... See more



Stacy Delisle, Realtor 4d • 🌱

When Magnolia Monthly makes it on the vacation reading list! <3

Finishing up 2026's inaugural issue! If YOU want in on some snail mail delivered monthly.... stories, family fun, birthday shout outs and more, drop your info at www.DelisleAndCO.com and get on the list!




Stacy Rochfort Delisle 42m • 🌱

Love a good quote, and have been thinking about this one a lot lately. Maybe it's because 2025 was filled with opportunity to love on the people around me walking through some REALLY hard things... loss, deep personal struggle, and the like. ... See more

HOW WE WALK WITH THE BROKEN SPEAKS LOUDER THAN HOW WE SIT WITH THE GREAT.

Stacy Delisle, Realtor Jan 9 • 🌱

Favorite things Friday!

Bringing you a few of my favorite things ... See more




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Testimonials from *Magnolia Monthly* Members...

My husband and I first met Stacy after our long distance move brought us to Urbana. After living in a rental for 4 years we were ready to put down roots and knew instantly that Stacy was the best to help us find our little gem! She worked tirelessly to help us negotiate the best deal for us and even after the settlement checked in on us. She truly went above and beyond to make sure we were taken care of and felt at ease every step of the way!

After that first transaction in 2017, we've bought and sold numerous times. Every time Stacy was, and will always be, our first call! She even helped us find an amazing realtor when our move took us away from Maryland and back to Mississippi.

You can't go wrong with Stacy Delisle! She is one in a million!

★★★★★ Sherry Bombich

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