

# suburban life



From Center City to the Main Line and surrounding areas, boutique Realtor **Mike Fabrizio** delivers a hands-on experience to discerning clients eager to buy or sell.

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with a client who was purchasing a challenging property,” says Matthew Dorfman, owner of HighPoint Mortgage. “I was able to provide the right product and solution, and he and I have been working together ever since. He’s a straightforward guy, a hard worker, and he understands what his clients are looking for. His clientele is very diverse, from the Main Line to down the shore to Center City, so the phone call is never the same.”

As a full-service lender, Dorfman serves as a veritable “one-stop shop” for Fabrizio’s clients. If a solution exists, Dorfman will find it.

“I work with a lot of self-employed borrowers, as well as people who have significant investment real estate portfolios and people who own multiple businesses,” he adds. “A lot of lenders don’t really know how to navigate through the complexities of multiple-source incomes. No matter the complexity of the client, my goal is to offer solutions to help them achieve their goal of home ownership.”

While some pockets of the country have begun to see a slight slowdown in a climate

of shifting interest rates, Fabrizio says the Philadelphia area remains red hot. He cites his recent success in selling multiple homes in the Gladwyne-Penn Valley area over the past year, all in the range of 5,000 square feet.

“It’s a good time to buy or sell,” he adds. “It’s not as chaotic as it was last year, and there are more opportunities for buyers now. The rates are still competitive, but

the only problem is that the inventory is still super low. It’s a perfect time to list, especially in the Main Line area.”

Fabrizio, who never saw himself as a “suburb guy,” believes the Philadelphia suburbs are more alluring than ever, even for people like him who spent so many years enjoying city life.

“There are so many Center City restaurants and amenities coming out to this area now,” he adds. “There’s more to do in the Main Line and western suburbs now than there ever was before. It’s a different experience. Plus, out here in Gladwyne, the city is only 15 to 20 minutes away, so it’s almost like I’m still living there.” ■



Matthew Dorfman, owner of HighPoint Mortgage

# Always on the Move

From Center City to the Main Line and surrounding areas, boutique Realtor **Mike Fabrizio** delivers a hands-on experience to discerning clients eager to buy or sell.

**R**EALTOR MIKE FABRIZIO CUT HIS IN TEETH IN PHILADELPHIA’S HIGHLY COMPETITIVE REAL ESTATE MARKET, specializing in the sky-scraping condominiums of Center City and luxury living spaces in other in-desirable neighborhoods. While his presence in the city remains as strong as ever, he has since brought his formula for success to the Main Line and adjoining suburbs.

“For the last 10 years, I’ve been serving The Murano, The Ritz-Carlton, and Two Liberty Place,” says Fabrizio, a RE/MAX ACCESS agent and the founder of Mike Fabrizio Luxury Real Estate. “My wife and I have since had two kids, and we moved to Gladwyne. I’m bringing the same relationships out to the suburbs—

from Bucks and Montgomery counties to as far south as the Jersey Shore.

“The clientele goes hand in hand,” he continues, “so it only made sense for me to open a home-office location on the Main Line. I still keep my everyday routine of visiting The Murano as a unit owner to attend to all of my clients’ needs in the condo world and the city in general.”

Fabrizio is a third-generation Philadelphian. He began his real estate career in Hoboken, New Jersey, and four years later came south to ply his trade in his hometown. He sees himself as a boutique Realtor, known for his around-the-clock accessibility, attention to detail, and strong marketing plans designed to help every listing shine.

“When you contact me, you get me,” he adds. “I’m hands on with every aspect, whether it involves a \$500,000 condo or a multimillion-dollar estate.”

Fabrizio has built a comprehensive team to provide clients with seamless service from start to finish. This includes a network of stagers, photographers, and home-improvement professionals who can enhance a property in a cost-efficient manner. He also provides the resources of a title-insurance company, City Abstract, and a trusted lending partner, HighPoint Mortgage.

“Mike came to me about five years ago

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