

suburban life

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For Realtor **Mary Delozier**, leading buyers and sellers to their day at the closing table is not only deeply satisfying, but also intensely personal.

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More Than a Realtor

For Mary Delozier, leading buyers and sellers to their day at the closing table is not only deeply satisfying, but also intensely personal. *by BILL DONAHUE | photos by ALISON DUNLAP*

Mary Delozier began her career as a Realtor in the relative calm of 2019. Over the past six years, she has seen her industry take one dramatic turn after another—first the pandemic-fueled shut-down, followed by the boom, and prospective homebuyers have had to contend with intense competition for limited inventory ever since.

Delozier's consistent approach has served her clients well through the ups and downs. Even in the most challenging market conditions, she takes great pride in her ability to lead buyers and sellers through the turbulence and toward the ultimate goal: their day at the closing table.

"I'm a helper at my core," she says. "Advocating for people while they're going through stressful situations has always been a major life focus for me. Earlier in my career, when I

worked in case management, I helped people build families [through egg donation and surrogacy]. Advocacy is still my focus today, only now I do it by helping people find homes that change their lives for the better."

Her real estate focus has undergone a steady evolution since 2019. She concentrates her efforts on the Main Line and surrounding communities, such as Garnet Valley, Media, and Newtown Square. She also does occasional business in the sought-after neighborhoods of Philadelphia. While she has experience in the luxury market, she feels she can make the biggest difference by connecting with clients who are just getting started, such as first- or second-time homebuyers, as well as fellow investors.

Delozier recently joined Curran Group Real Estate Services, a boutique brokerage based

primarily in New Jersey, to strengthen its position in the southeastern corner of Pennsylvania. She believes Curran has enabled her to have more flexibility while providing clients with a more personalized, service-based experience.

"I'm here to share my wealth of knowledge, give my best advice, and to ensure a smooth transaction from start to finish," she says. "I don't like to tell people what to do in any given situation, but I do tell them what I would do. I've done my own investing [in real estate], and I can speak from my lifestyle as someone who works in this business, but ultimately they're the ones who are making the decisions. I'm the gun, and they shoot."

Delozier was not born and bred in the Philadelphia area; rather, she *chose* to come here. After graduating from West Virginia University in her home state, she moved to the Philadelphia suburbs to kickstart her life, both personally and professionally. She quickly fell in love with the area—its people, its varied landscapes, its architecture—and decided to raise her family here.

Although working in Philadelphia-area real estate technically represents a second career, her interest in the business dates back to her childhood. One might even say it's in her blood. She cites the influence of her aunt Helen, a Realtor and outsized personality whom she remembers as "one of the most beautiful and elegant women I've ever met."

She not only enjoys the work, but also excels at it. She credits her success to a combination of positivity, professionalism, and tenacity. Also, as a proponent of continual self-improvement, she has fostered her passion for personal fitness. Some of her favorite ways to get in a workout include contact sports such as kickboxing and Brazilian jiu-jitsu.

"Jiu-jitsu in particular is a great mind-body exercise," she adds. "You're basically trying to stay calm and centered while your opponent is trying [to hurt you]. It has helped me in a lot of areas of my life, and it translates especially well to real estate. It has become a form of meditation for me."

Delozier's calmness in the face of adversity no doubt makes a significant difference in the lives of her clients. Considering the stakes, buying and selling a home can be among life's most stressful experiences, so she does everything in her power to make each transaction as seamless as possible.

"Real estate is the best investment you can make," she says. "You see how volatile the stock market can be, but real estate only gains value over time. People often ask me when is the best time to invest in real estate. From my perspective, it's never a bad time." ■

Mary Delozier

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