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As it looks back with pride on its first 20 years in business, Addison Wolfe Real Estate marches boldly into the future with key additions to its leadership team.

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Addison Wolfe
Managing Partner
Nick Esser and
Director of
Operations Tracey
Castelli Foote

Still Going Strong

by **MATT COSENTINO** | **PHOTOS BY ALISON DUNLAP**

As it looks back with pride on its first 20 years in business, **Addison Wolfe Real Estate** marches boldly into the future with key additions to its leadership team.

Twenty years in business is a milestone worth celebrating. As much as the professionals at Addison Wolfe Real Estate are proud of having reached that accomplishment, they are equally excited about moving forward and continuing to set the industry standard for customer service.

Founder Art Mazzei has always had his eye on the future, and as the company heads into its third decade, he believes it has been further strengthened with a recent expansion of its leadership team. Nick Esser and Tracey Castelli Foote were named managing partner and director of operations, respectively, in December. Together with Mazzei, Esser and Castelli Foote have been entrusted with leading the boutique brokerage into the future.

“It was a big honor for me personally to be asked to step into this new leadership role at the company,” says Esser, who has been with Addison Wolfe since acquiring his real estate license in 2017. “I’ve always had the utmost respect for Art and the company, and that’s why I’ve been here for so long. It’s a great family environment, and since the announcement, everybody in the company has been happy for us and excited for the changes we’re bringing while still keeping the integrity of the brand.”

Castelli Foote, who has honed her expertise over nearly a decade in the business, says the culture at Addison Wolfe stands out for its genuine sense of connection and collaboration. “There’s an authentic family atmosphere here,” she adds. “The agents truly support one another, share ideas, and work together in a way that makes this an inspiring and rewarding place to build a career.”

Suburban Life spoke more with Esser and Castelli Foote to learn about their approach to real estate and why Addison Wolfe has thrived in the industry for so long.

Q&A How are you adapting to your new roles?

Nick Esser: “I was just a normal real estate agent before, so being in the office and being part of the day-to-day routine has been a fun, welcome change for me. I’ve enjoyed the social aspect of seeing people every day. I have an open-door policy and I’m always here to help. If somebody needs to figure out how to write a competitive offer, for instance, I want them to use the experience Tracey and I bring so we can land on the best deal for the client.”

Tracey Castelli Foote: “Most of my career was spent in



Nick Esser and Tracey Castelli Foote—Addison Wolfe’s managing partner and director of operations, respectively—shown inside one of the brokerage’s current listings in New Hope



“We’re here to do our part and to take Addison Wolfe to the next level for the next 20 years.”

corporate America, basically building teams for sales and customer service, so this is right in my wheelhouse. We’re bringing assistance with transaction management, title work, mortgages, and marketing. We’re just trying to go above and beyond, and the feedback has been great so far. We’ve got a lot of experience in our back pocket that we can offer to agents to help them get deals signed.”

Why do you think Addison Wolfe has had such a stellar reputation in the industry throughout its two decades as a company?

Nick Esser: “When Art started the company, he focused on fundamental, good customer service, which is what really sets us apart. We will do everything from front to back and top to bottom to help you get the best dollar for your house. He also focused on

smart and ethical transactions. We don’t want agents who don’t know what they’re doing, and if they don’t know what they’re doing, we want them to tell us so we can teach them how to become the best version of an agent. There are too many agents out there [outside of Addison Wolfe] who aren’t practicing with their clients’ best interest at heart. Having integrity and ethics is something we really value at our company.”

Tracey Castelli Foote: “That higher standard of agent is what Addison Wolfe has built its reputation on. We want other agents to want to work with Addison Wolfe agents

because they know it will be a great transaction, it will get to the closing table, and it will be a pleasant experience.”

While Addison Wolfe is happy to work with all levels of clients, including investors, why has it become such a trusted brand for luxury real estate?

Tracey Castelli Foote: “There aren’t a lot of \$10 million-plus listings in Bucks County—it’s such a high price point—and we have two of them right now. That speaks to the level of trust that the clients have in us with their larger luxury homes. We are definitely a full-service brokerage. We have vendors we have thoroughly vetted, so we refer good people, get things done, and make sure that the client doesn’t have to worry about much.”

New Hope in particular has become a go-to spot for either full-time residences or vacation homes for celebrity clientele, from well-known actors to Philadelphia sports stars. Why is Addison Wolfe well positioned to serve them?

Nick Esser: “Obviously, the celebrity clientele that is coming to town is very private, and we respect their privacy. The celebrities are looking for an escape and a lovely home, just like the rest of the people who are looking around here. Their price point is a lot higher, which helps the town overall. We’ve had some big-name clients already, and there is an influx of celebrities looking and buying in New Hope who we are looking forward to working with.”

What else do you want prospective clients to know about your philosophy?

Nick Esser: “This is a relationship-based business, and Tracey and I have both built strong, lasting relationships with our clients, who often come back to us for their next real estate need or recommend us to their family and friends. Not only that, but they become friends of ours and invite us to family events like bar mitzvahs or baby showers. It’s all about fostering those long-term relationships.

“Art is still the heart of this company, but he’s handing over some of the recruiting aspects and the office management. That’s why we’re here: to do our part and to take Addison Wolfe to the next level for the next 20 years.” ■



Addison Wolfe Real Estate

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