

# suburbanlife

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**Greg Dwornikowski**, a highly successful Realtor with 30 years' real estate experience, joins forces with **Maria Lomax**, a longtime friend who brings a unique skill set to her work.

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# Dynamic Duo

**Greg Dwornikowski**, a highly successful Realtor with 30 years' real estate experience, joins forces with **Maria Lomax**, a longtime friend who brings a unique skill set to her work.

**W**hen a seemingly insurmountable challenge arises during a real estate transaction, it's common for a homebuyer or seller to panic. Yet that's when Greg Dwornikowski is at his best. He uses his extensive knowledge and industry experience to assuage a client's fears and guide the deal to the finish line without any hiccups.

Maria Lomax possesses the same skill, although she doesn't yet have the 30-plus years in real estate as Dwornikowski. Rather, her unflappable nature stems from her background in another profession that requires a comforting bedside manner: medicine.

A board-certified ophthalmologist who took time off to raise her three daughters, Lomax was in private practice and specialized in cataract surgery and other eye issues. She recently joined forces with Dwornikowski at Addison Wolfe Real Estate in New Hope, where the two Realtors have positioned themselves as a regional power duo.

"Part of my training in medicine was being able to listen," she says. "I'm a very detail-oriented person, and making sure that people understand every part of the decision-making process so that they feel in control is important. It's easy to feel overwhelmed, especially in today's market, so I focus on helping people feel grounded, confident, and not rushed. That's my approach, and I think it's very similar to Greg's."

Solving problems is nothing new to Dwornikowski, who never gets rattled by financing obstacles, inspection issues, or other obstacles that might arise. No matter the issue, his reassuring approach ensures that clients don't feed into their emotions either.

"Oftentimes in transactions there's a point of crisis, where clients may be standing on

the edge of going off the deep end," he says. "You have to keep everyone cool and collected, and I think Maria also has a calm demeanor that really comes in handy in those situations. At some point they're going to be panicking, so you just have to convey to them, 'I've seen this many times before, and this will work out. The sun will come out tomorrow, so just stay calm and we'll get this done.'"

Dwornikowski and Lomax met nearly 20 years ago when both had children attending Buckingham Friends School. They and their respective spouses have remained in a tight circle of friends ever since. When Dwornikowski learned of her interest in real estate, he thought her unique background would be an asset.

He knows a thing or two about the value of coming to real estate with a unique skill set; very few real estate professionals have a CPA or an MBA from The Wharton School of the University of Pennsylvania, and he has both. He spent many years working for prominent investors and developers in Philadelphia and New York before transitioning to the more personal, relationship-driven side of residential real estate 10 years ago.

"It's very personal—people are down-



DWORNIKOWSKI AND LOMAX WORK WITH BUYERS AND SELLERS IN BUCKS, MONTGOMERY, PHILADELPHIA, DELAWARE, AND OTHER COUNTIES. IN ADDITION, DWORNIKOWSKI RECENTLY BECAME LICENSED TO ASSIST CLIENTS IN NEW JERSEY.

sizing, a family is growing, an elderly client is going to assisted living—and there’s a whole laundry list of challenges you have to overcome to get from point A to point B,” he says. “It’s very rewarding helping them get to the finish line, whatever that may be.

“With Maria reconstituting her career and wanting to enter the real estate sphere, I thought it would be really great to work together,” he continues. “I think having the experience of being a trusted medical advisor, there’s a big dose of care and compassion that Maria brings to a real estate transaction. Her background of having the complete trust and faith of her patients really melds well with a Realtor-client relationship.”

Considering the relationship-driven nature of real estate, Lomax says her next chapter felt like “a natural transition.”

“My husband’s family has an investment partnership, and my husband manages the real estate portfolio,” she adds. “I’ve been on the sidelines of that for a long time, so I’ve always been really drawn to real estate. It feels not just like a transactional business but very personal. Whether someone is buying their first home or downsizing, it’s a major life moment and I just wanted to be part of that in a meaningful way.”

Each has particular strengths that complement the other well. Also, with their own personal networks and spheres of influence, they will both be working with buyers and sellers in Bucks, Montgomery, Philadelphia,

Delaware, and other counties in Pennsylvania. Dwornikowski also recently acquired his New Jersey real estate license and is eager to assist more people on that side of the Delaware River, including down the Jersey Shore.

“A lot of people are looking in Bucks County and say they want to be in Solebury, and the next thing you know, something fantastic pops up in Hopewell,” he says. “To be fully licensed in both states now just makes for a seamless situation.”

The longtime friends’ rapport fits in perfectly with the collegial culture of Addison Wolfe, which was established by founder Art Mazzei. His leadership team also includes Managing Partner Nick Esser and Director of Operations Tracey Castelli Foote, who were appointed to those respective positions in December.

“I’ve worked with agents from many other agencies, and I’ve been exposed to many other agencies throughout the different transactions I’ve completed,” Dwornikowski says. “Those experiences reaffirm in my mind that Addison Wolfe really is a special place. Nick and Tracey have come on board buying into all the values that have made this company successful. All of the things that make us a great force in the market in terms of client service and achievement are going to continue and be enhanced.”

For Lomax, finding a professional home with the same values as hers has made her

entry into real estate even better. She believes her new endeavor will be just as fulfilling as her previous career.

“They are two different ends of the spectrum, but just as important,” she says. “People go through major life decisions in healthcare, and also when buying and selling a home. It’s definitely rewarding leading someone through the process, and I’m very happy with the transition.” ■



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