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**BUCKS
COUNTY
PLAYHOUSE**



For Addison Wolfe Real Estate, community involvement has fueled the firm's growth and nourished its ability to deliver for homebuyers and sellers throughout Bucks County.

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

BUCKS COUNTY PLAYHOUSE



Addison Wolfe's leadership team contributes to and supports some of the county's best-known cultural and philanthropic enterprises, including New Hope's iconic Bucks County Playhouse.

Deeply Connected

by **Bill Donahue** | photos by **Alison Dunlap**

FOR **ADDISON WOLFE REAL ESTATE**, COMMUNITY INVOLVEMENT HAS FUELED THE FIRM'S GROWTH AND NOURISHED ITS ABILITY TO DELIVER FOR HOMEBUYERS AND SELLERS THROUGHOUT BUCKS COUNTY.

When people hear the words *Bucks County*, some high-profile names likely come to mind. Examples include Pearl S. Buck, Oscar Hammerstein II, and James Michener, or more contemporary icons like Bradley Cooper and Pink.

There's another name that has become inseparable from Bucks County: Addison Wolfe Real Estate.

Addison Wolfe has been helping Bucks County homebuyers and sellers achieve their real estate dreams for 20 years and counting. Not only is the New Hope-based brokerage rooted in Bucks County, but it is also deeply embedded in the community, an integral part of the county's fabric.

"We've done that almost out of necessity," says Tracey Castelli Foote, the firm's director of operations. "We're a boutique luxury brokerage, so we don't have a big brokerage name behind us. We have worked hard to gain people's trust, and part of that comes from being out in the community and supporting local businesses and organizations, because that's who we are, too."

Founder Art Mazzei and other members of the Addison Wolfe leadership team contribute to and support some of the county's best-known cultural and philanthropic enterprises. The list is long and ever-growing: the historic Bucks County Playhouse, Doylestown Hospital, New Hope Celebrates, the New Hope Historical Society, the Lenape Classical Ensemble, Trinity Episcopal Solebury's Lobsterfest, etc.

"We are particularly passionate about the Bucks County Playhouse, which is one of the main lifelines of New Hope; without it the town would be very different," says Nick Esser, Addison Wolfe's managing partner. "Art and I are both

members of the Human Rights Campaign, which is basically a group of lawyers who fight for LGBTQ rights. We're also very supportive of organizations like New Hope Arts and the Free Library of New Hope and Solebury."

Addison Wolfe supports the community on a more granular level, too, sponsoring the likes of the Palisades School District robotics team and the New Hope-Solebury High School football team.

"We love having kids running around with our logo on their backs," Esser adds. "So many of our agents are involved in so many different things. When one of them comes to us and says, 'I'm involved with XYZ, can you help us?', we're probably going to say yes because being involved is who we are."

While community involvement is part of Addison Wolfe's DNA, the firm is laser focused on its primary goal: to help clients buy and sell homes. Addison Wolfe has cultivated a growing team to better serve the community—45 agents to date—and Esser says it's not done yet. The firm has also invested in new "tools in the toolbox," as Castelli Foote calls them, such as easy-to-use apps for strengthening agents' marketing efforts and extending the firm's reach beyond the Philadelphia area, as well as data-driven software for retaining top talent.

"The tools are great, but everything comes back to culture," Esser says. "People say this all the time, but we really are like a family; we all have each other's backs. I've been here for almost 10 years, and it has always been a natural fit for me. Tracey is newer to the company. The reason she has come in and done so well is that she's not only a welcoming and friendly person, but she's the kind of person who answers the phone at 9 p.m. on a Saturday. We all help each other out."

Besides going out of their way for each other, Addison Wolfe agents also go above and beyond to meet the needs of clients. Castelli Foote cites a recent example, in which she and Mazzei went to a property to move furniture while the client was out of town.

"We consider ourselves full service, so there's not much we will say no to if the seller asks," she adds. "We do it to get the job done, but we also see it as a responsibility and a way to show compassion for the client. For Nick, I know he'll do just about anything for a client."



Director of Operations Tracey Castelli Foote



Managing Partner Nick Esser

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"I've cleaned houses for clients," Esser adds. "I'll power wash a house if I have to."

Such efforts may surprise some people, but Esser believes that's only because few have a full understanding of what a Realtor does—or at least what an Addison Wolfe Realtor does.

"It's not just about opening doors and collecting big checks," he adds. "A lot of time and work go into getting to the closing table. We've had some clients we've worked with for five or six years by the time it's all said and done. It's not about the money; it's about helping people get the houses they're going to make memories in."

"We become custodians of a very important part of people's lives," he continues. "It's a big moment, sometimes a hard-fought moment, and sometimes it's a once-in-10-years moment. Buying or selling a home has all these scary things coming together at the same time, and it's easy to see how some clients let their imagination get the best of them. Along the way, we're also their therapist, letting them know everything is going to be all right."

Addison Wolfe has enjoyed a remarkable spring—key additions to a seasoned team, some fantastic listings, and a cascade of transactions closed, many involving homes priced over \$1 million. Castelli Foote and Esser both foresee more growth and good news on the horizon. For anyone considering a move in the near future, Esser has some parting words.

"As Addison Wolfe continues to grow, our focus remains the same: serving our community, building lasting relationships, and treating our clients like family," he says. "Real estate has always been about more than transactions; it's about helping people through some of life's most important decisions with honesty, guidance, and genuine care."

"Whether you're considering buying or selling a home, or you're a real estate professional wondering if there's a better fit for your future, I'd welcome the opportunity to connect," he continues. "I love talking about the evolving real estate landscape, the future of Addison Wolfe, and what it means to build a business rooted in relationships, integrity, and local expertise. My door is always open, and I'd be happy to have a conversation about where you are, where you want to go, and how we might help you get there." ■