



Michelle Mustin: The Real Deal

Driven by a tireless work ethic and a genuine desire to help others, **Michelle Mustin** connects with homebuyers and sellers to deliver a rewarding experience that feels deeply personal.

Michelle Mustin's path to becoming one of the Philadelphia area's top Realtors was not a straight line. Even so, she's convinced that every experience she had along the way prepared her to excel in a career she considers her true calling; she just had to discover the audacity to make her dream a reality—a theme underscored in one of her favorite novels, *The Alchemist* by Paulo Coelho.

"The book's message, that the most fulfilling life comes from having the courage to pursue what you're truly meant to do, has always resonated with me," she says.

Mustin's love of real estate began in childhood. The daughter of the esteemed architect George Lower, she remembers reaching up to her father's drafting table and watching him

use the specialized tools of his trade. Her budding interest quickly flowered.

"I enjoyed studying the different elevations of design, the floor plan, the detailed consideration that went into mapping out lighting and window placement, and the importance of a proper foundation and grading on the site," she recalls. "I relished the daily events that my father would recount after work at the dinner table. Negotiations were always underway."

Those early experiences sparked Mustin's desire to pursue a career in an allied field. Today, as a real estate advisor with COMPASS, she takes pride in guiding clients through the intricacies of buying and selling a home. Her market expertise extends to all of the Philadel-

phia area, though she focuses primarily on serving clients in Montgomery County. A helper and problem solver by nature, she aims to provide the same above-and-beyond service to every client, whether the property they want to buy or sell is a townhome in Center City or a multimillion-dollar estate in Lower Gwynedd Township.

Mustin has earned several high-profile accolades, including RealTrends Verified Top Real Estate Professional, a *Philadelphia* magazine Five Star Real Estate Professional, and a *Suburban Life* Top Realtor. This should come as no surprise considering her deeply human approach, in which she strives to understand each client on a deeper level. Not only does she get to know a client's goals, preferences,

and circumstances that brought them into her life, but she always gets to know who they are as people.

Connecting with other people is what Mustin enjoys most about the work, as one of her clients—Karen Cravero, M.D., Ph.D.—can attest. In the summer of 2024, Dr. Cravero hired Mustin to help her find and purchase a new home prior to the start of a new school year for her two sons, Lyndon and Walter.

“Michelle took me everywhere,” Dr. Cravero recalls. “She met with me over multiple weekends, and she’d call me in the middle of the night sometimes because of our time crunch. We found a [2,785-square-foot] house in West Grove that we really love. The whole process took about two weeks, and we couldn’t have done that without Michelle.” The two remain in contact, nearly two years after the transaction.

“She sees you as a human being and takes care of the whole family dynamic,” Dr. Cravero adds. “She took extra time to be with us, and because of my hectic schedule, everything had to be after hours. It’s her passion, and she loves helping people. She truly cares.”

Not a Detour, But a Journey

Real estate represents something of a second act for Mustin. After earning her degree from Thomas Jefferson University, she embarked on a career as an occupational therapist. The work required advocacy and tenacity, and she gained a reputation for “going the extra mile” for her patients. She enjoyed the work, but she kept hearing the siren song of her true love: real estate.

“I was already in the routine of following economic forecasts and the suburban Philadelphia real estate market on a daily basis,” she recalls. “I knew the local builders and their product. I would read township newsletters for permit approvals to gain insight as to what local construction projects had been approved. Frankly, I was in the habit of working as an agent before I was even licensed.”

Deeply empathetic and understanding of the different stages of human life, Mustin finds joy in helping clients navigate significant life events, some of which can be quite emotional.



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Common examples include a growing family looking to buy a bigger home or older adults looking to downsize.

Kiersten Karr and her husband, David, hired Mustin to facilitate the sale of their 13,000-square-foot home in Lower Gwynedd. As empty nesters, with all three of their children grown and spread out across the country, the Karrs trusted Mustin to help them take the next step. Beginning in July 2025, Mustin initiated the discussions that ultimately led to an agreement between the parties involved. The transaction’s sale price: approximately \$3.5 million.

“Michelle is a very good listener and very trustworthy,” Kiersten adds. “It’s always a little stressful when you’re leaving a home, though she made it very easy to move forward.”

Kevin Reddington, senior sales manager and leadership member of COMPASS RE, oversees the COMPASS offices in Ambler, Chestnut Hill, and Doylestown. He has enjoyed watching Mustin flourish since joining the team.

“To me, her greatest strengths are her ambition, her client follow-up, and her knowledge of the market, especially in eastern Montgomery County,” he says. “She’s very polished, has a wonderful personality, and prides herself on being honest and straightforward with clients.

“She’s also unique in terms of her availability,” he continues. “When you hire Michelle, you get Michelle, not someone else. She’s the

one who will be there to show your property, sign the contracts, and attend settlement. She has a tremendous runway ahead of her. Her name is becoming synonymous with real estate in her market.”

Mustin’s intense passion for the work seems apparent to anyone who has the chance to meet her and work with her. One might even say it’s in her blood.

“It all started with the education my dad gave me,” she says. “As a result of what I learned then and what I’ve learned since, I know what matters in a home, and I enjoy assessing value. I also like using my creativity to imagine what something could be. Every home is someone’s magical place, and every day I am grateful I get to help other people realize that dream.”

As Mustin reflects on her life in real estate, she thinks about how far she’s come and where she intends to go from here. She also thinks about how following her heart—much like the main character in *The Alchemist*—helped her transform her life for the better.

“Looking back, I realize my path to real estate wasn’t a detour; it was a journey that brought together everything I love: helping people, architecture, design, negotiation, and building lasting relationships. Today, I genuinely feel fortunate that what I do doesn’t feel like work. Helping clients through one of life’s most important milestones is truly a privilege.” ■

Michelle Mustin / COMPASS

31 E. Butler Ave. | Ambler, PA 19002
www.compass.com/agents/michelle-mustin
Mobile: (215) 771-3213
Office: (267) 448-3744

