

Building Dreams

Realtor Danielle Davis helps clients settle into new homes in the area she loves

by MINDY TORAN

photography by SHAWN MAY PHOTOGRAPHY

For local Realtor Danielle Davis,

finding a home that perfectly suits each client is a challenge that she welcomes with open arms. In fact, Davis applies her work ethic to going “the extra mile.” Having lived in the Doylestown area her whole life, Davis is passionate about the industry in which she works and the area in which she lives.

“I love Doylestown,” says Davis, who works as a Realtor with Weidel Real Estate in Doylestown Borough. “It is such a great place to live and raise our children, and I get so excited when people are looking to move here. The community is full of kind, supportive and passionate people, and it’s a place you can’t help but fall in love with.

“Moving can be a very stressful and emotional process,” she continues. “I try to anticipate my clients’ needs and stay one step ahead all of the time. I work very closely with every client to understand their concerns, reassure them throughout the process and help them in whatever way possible. One of the great benefits of being a Realtor is that I genuinely get to help people achieve their goals and find what they’re looking for.”

Davis attributes much of her success in real estate to her hands-on knowledge of the construction industry. She spent several years working with a real estate attorney and as a sales assistant for a local custom builder, as well as a general contractor doing new home construction and additions. Also, prior to joining Weidel, she had a successful career in international business as a marketing manager for one of the world’s largest technology companies. Such wide-ranging experience has provided her with a strong and diverse background, which ultimately helps her better serve clients.

“I can talk about every aspect of construction, craftsmanship and quality of homes, from land acquisition and development, [to] site engineering and the complete construction process,” she says. “Having this expertise and an appreciation for quality construction gives me the ability to advise my clients better and help them find exactly what they’re looking for in all price ranges.”

Through her experience in building, renovating and flipping several properties, Davis has a talent for seeing the potential in a home. She also has an extensive network of skilled professional resources. Her commitment doesn’t end at the settlement table. For those in need of a carpenter, electrician, plumber, pool contractor, etc., she has professional contractors to recommend that save her clients time and maximize their return on investment.

Before joining Weidel, Davis was also one of their customers. “Weidel provided everything I was looking for as a client, so it was a no-

brainer for me when I became a Realtor," she says. "I wanted to be part of a team and work with a locally rooted company. Weidel has a warm and welcoming environment, and I feel very lucky, because I get to work with dedicated and caring people, who share the same core values that I do."

This year, Weidel is celebrating its 100th year in business, which is a testimony to its success and its commitment to satisfying the needs of clients throughout the United States.

Throughout her career, Davis has earned multiple certifications to expand her knowledge base—Certified Relocation Expert, Certified Sales Specialist, Certified Service Expert and Certified Marketing Specialist, through Leading Real Estate Companies of the World. She is also member of Luxury Portfolio International, which is recognized throughout the world as the standard of excellence in luxury living.

Each of Davis' clients receives industry-leading marketing support, ranging from the highest-quality photography to single-property websites and social media. In addition, she has exclusive access to a breakthrough 3-D technology—she calls it a "game changer"—that provides prospective buyers with a virtual walk-through of a home, offering stunning detail from every perspective. Each virtual walk-through can be accessed online at any time, meaning she can essentially host an open house 24 hours a day.

The difference, Davis believes, is in the details. She researches every detail about a home, local market trends, tools and technology to give her clients every possible advantage in selling their home. The No. 1 way to drive a buyer from their Internet search through the front door of a seller's home is through photography and imagery. Technology and other ancillary resources aside, Davis' greatest differentiators may very well be her passion and commitment to her craft, which she traces back to her childhood.

"My mom and I would go to sample homes and open houses every week," she recalls. "It was fun to look at different styles of homes and get decorating ideas. In addition, my parents built several houses themselves, so I grew up around construction and learned what it takes to build a quality home from the ground up.

"I live, eat and breathe what I do," she continues. "I am constantly touring homes on the market, so I know the inventory first hand. This is valuable to out-of-town buyers or those undergoing major life transitions who often want to tour multiple neighborhoods and areas before making a decision. I want my clients to know that, no matter what, I'm all in," whether it's shoveling snow from a home's sidewalk during an open house, constantly

"I love Doylestown. It is such a great place to live and raise our children, and I get so excited when people are looking to move here."

—Danielle Davis, shown here with Christopher Pisani of Pisani Builders



Davis and her girls at Casa Bella, the property that she is developing with Pisani Builders in the heart of Doylestown Township

checking on a vacant listing for a relocation client or even keeping children occupied during a home tour so their parents can focus without distraction.

Davis, who is a longtime resident of the Doylestown area, learned the importance of helping others and community involvement from her parents. Her father, Tom Logan, has run Logan Auto Body for 47 years and delivers the annual Christmas tree to Doylestown Borough every year. During the holiday season, Davis and her family help local families by donating to food pantries and providing gifts and meals to those who need some extra support.

"My family and my husband's family were all very active in our local community growing up, and it's something we want our children to learn as well," says Davis. "I recently started working with Habitat for Humanity and am very excited to take part in my first Habitat build. My company is also involved in supporting our local community through its Community

Partners Program, which provides support for nonprofit organizations focused on homelessness, education, hunger and economic opportunities.

"Everybody needs help at some point in their lives," she continues, "and we're hoping to set a positive example for our own children about how to be compassionate toward others. Our town is full of kind, supportive and passionate people. That's why, when my husband and I decided it was time to sell our own home, we knew we weren't going to move far."

Davis and her husband recently purchased 16 acres in Doylestown on the same street where they built their most recent home in 2011. Site work on the four-home enclave, which is being built by Pisani Builders, has recently begun.

"I am so proud to be working with Christopher Pisani of Pisani Builders," says Davis. "He is involved with every detail on the job site and the quality and craftsmanship of his custom homes is evident. "There are only two home sites remaining for sale. It's a beautiful piece of land on the street that we love so much. The property, now named Casa Bella, was the perfect place to build our dream home. We are looking forward to settling into our new home on our favorite street."

The street itself will have special significance to the Davis family. They were able to name the road on which their home will be built "Ren Way," after their three daughters: Reese, Ella and Nyla. "We are so excited to have a piece of Doylestown history," she says, "a place that means so much to us and our family." ■



DANIELLE DAVIS | WEIDEL REAL ESTATE
525 N. Main Street | Doylestown, PA 18901 | 267-337-6331
iddg.co/DanielleDavis