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## JAKE LIPTON

### Team to Watch

Stape & Associates,  
COMPASS RE

### Partner Spotlight

Jean McCormick, 3Cs  
Cleaning Co.

### Cover Story

Jake Lipton & Premier  
Properties Group, Coldwell  
Banker Realty

### Publisher's Note

Reflecting on 2024

DECEMBER 2024





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# REFLECTING ON 2024

## SUCCESSES ACHIEVED, OPPORTUNITIES AHEAD

As we wrap up another year in the real estate world, it's impossible not to reflect on the tremendous changes we've seen. From shifts in market dynamics to evolving client expectations, the landscape of our industry continues to transform, keeping us on our toes and inspiring us to adapt. Yet, in the midst of these changes, one thing remains constant: the drive and passion of the real estate professionals who rise to meet these challenges.

This has been an exciting inaugural year for *Brandywine Valley Real Producers*. We've had the privilege

of spotlighting the successes and leadership of the top agents, teams, and partners in our community, showcasing the talent, hard work, and dedication that make this industry so remarkable. It's been an honor to celebrate these achievements, and we look forward to continuing to build connections, share stories, and inspire each other as we head into the new year.

With 2025 on the horizon, I am filled with optimism. The challenges we've navigated have made us stronger, more innovative, and better prepared

for what lies ahead. Thank you to everyone who has been part of this journey with us—we look forward to a bright future together!

Keep up the good work, my friends!



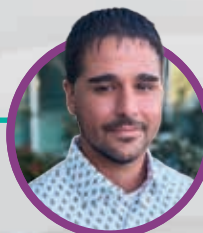
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▶▶ partner spotlight:

# JEAN MCCORMICK

## Builds Legacy and Community with 3Cs Cleaning Co.

By Ryan Zinn  
Photography by Kirstie Donohue

**A**t the heart of every successful business, there's a story. For Jean McCormick, founder of 3Cs Cleaning Co., that story blends family, passion, and a commitment to delivering exceptional service. Over the past five years, Jean's company has become a trusted name in the Brandywine Valley, providing essential cleaning services to top real estate professionals and their clients while fostering strong community connections.

### A Career Born from a Need

Jean's transition into the cleaning industry was driven by her recognition of a gap in the market. "I started a career in the industry because I saw a genuine need for reliable and quality cleaning services that REALTORS® and property managers could offer to their clients," Jean recalls. With a

background as a stay-at-home mom, Jean already had a talent for creating clean, organized spaces. It was a natural fit for her to build a business around this strength.

Beyond business, Jean's motivation was also deeply personal: "I wanted to build a legacy for my daughters." Thus, 3Cs Cleaning Co., named after her three daughters—Claudia, Claire, and Chloe—was established.

### Building a Strong Company Culture

Over the years, 3Cs Cleaning Co. has not only grown in size but in reputation, having been voted the top cleaning company in 2024 by First State Favorites. As the company expands, Jean remains focused on creating a strong internal culture. "Right now, I am passionate about building a company culture that emphasizes teamwork and employee

well-being. I believe a motivated and happy team translates into better service for our clients," Jean explains.

For her, the key to success lies in creating a positive environment that benefits both her staff and her clients. This focus on people—both within her team and in the community—has been at the core of her business philosophy.

### The Reward of Community and Relationships

One of the most fulfilling aspects of Jean's work is the sense of community she's built through her business. "The most rewarding part of my business is the sense of community we create both with our clients and within our team," she shares. From celebrating her team's achievements to forming long-lasting client relationships, Jean finds immense satisfaction in making a difference through her work.





RIGHT NOW, I AM PASSIONATE ABOUT BUILDING A COMPANY CULTURE THAT EMPHASIZES TEAMWORK AND EMPLOYEE WELL-BEING. I BELIEVE A MOTIVATED AND HAPPY TEAM TRANSLATES INTO BETTER SERVICE FOR OUR CLIENTS.



Her collaboration with REALTORS®, property managers, and homeowners allows her to enhance clients' home buying, selling, and moving experiences. "Knowing that we're making a difference, one clean space at a time, is what drives me every day," Jean says.

**Defining Success:  
Exceeding Expectations**

Jean's definition of success is simple but powerful: "I define success as consistently exceeding our clients' expectations while fostering a positive work environment for our team. It's about building long-lasting relationships." This dedication to quality service and creating a supportive work atmosphere has made 3Cs Cleaning Co. a valuable partner in the real estate industry.

**Family, Traditions,  
and Hobbies**

When she's not working, Jean's focus is firmly on her family. Outside of the business, she loves spending time with friends and family, often hosting Sunday family dinners and relaxing poolside on nice days. Her three daughters are all pursuing impressive academic and professional paths. Claudia recently graduated with a biomedical engineering degree from the University of Delaware, Claire is a junior at UD majoring in communications, and





“ I DEFINE SUCCESS AS CONSISTENTLY EXCEEDING OUR CLIENTS’ EXPECTATIONS WHILE FOSTERING A POSITIVE WORK ENVIRONMENT FOR OUR TEAM. IT’S ABOUT BUILDING LONG-LASTING RELATIONSHIPS.

Chloe is a senior at Saint Mark’s, preparing for college to pursue a pre-med major.

One of their most beloved family traditions is Christmas, which Jean describes as a festive event planned for months in advance. “We spend countless hours planning the ‘best yet’ color scheme and design for the wrapped presents under the tree. The

Christmas morning wrapping reveal is always anxiously anticipated by all,” Jean says, reflecting her love for creating special moments with her family. The McCormick household is also home to two beloved pets, Miley and Maple.

**A Business Built on Family**  
Jean offers one final note about her company’s name: “The business was

named after my three daughters, Claudia, Claire, and Chloe—AKA the 3 C’s.” This personal touch represents Jean’s commitment to building something lasting—not just for her clients, but for her family. Through hard work, a commitment to excellence, and a passion for creating clean, welcoming spaces, 3Cs Cleaning Co. continues to thrive in the Brandywine Valley real estate community.

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## team to watch

By Ryan Zinn | Photography by Josh Wheeler

# Stape & Associates

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*In the heart of Greenville, Delaware, Stape & Associates has earned a reputation as one of the region's most trusted and experienced real estate teams. Operating under the COMPASS RE umbrella, this family-run business spans three generations, with Jeff Stape, his son Mark, and his daughter Pamela Meissler at the helm. Together, they combine nearly five decades of experience, a shared passion for real estate, and a deep commitment to their clients.*

“Helping my children and passing my experience and knowledge to the third generation of REALTORS® in our family has been the most rewarding part of my career.”

### A Foundation Built on Experience

Jeff Stape, with 48 years in the industry, is a cornerstone of the Delaware real estate community. His journey began following in his father's footsteps, and he has since built a career founded on helping others achieve the American Dream. “Helping my children and passing my experience and knowledge to the third generation of REALTORS® in our family has been the most rewarding part of my career,” Jeff says. His children, Pamela and Mark, have spent the past eight years working alongside their father, learning from his wealth of experience while bringing their own unique perspectives to the business.

Pamela, a licensed REALTOR® with a background in art therapy, combines her love of helping others with her expertise in real estate. “I'm passionate about helping first-time homebuyers navigate the often overwhelming process of homeownership,” she says. She's particularly dedicated to making Delaware a desirable place for young families to settle, advocating for the state's unique charm and quality of life. Pamela also faces the challenge of balancing her real estate career with raising three young children, managing philanthropic commitments,

and supporting her family. This balancing act has only deepened her commitment to her work and to making a difference in the lives of her clients.

Mark has a keen focus on the investor side of real estate, and specializes in clients looking to fix and flip properties or build their portfolios with rental properties. He also manages his own investments, bringing a hands-on understanding to his work with clients. While he acknowledges the current challenge of low inventory in the market, he is passionate about helping clients find their next deal and sees the variability of real estate as one of the most enjoyable parts of his job.

### A Family-Centered Approach to Business

At its core, Stape & Associates is driven by the principles of family and community. Their shared commitment to making real estate a fulfilling family endeavor has allowed them to create a collaborative, supportive environment, both within the team and with their clients. “Real estate is not just a career for us; it's a family endeavor,” Pamela says. “The most rewarding part of our business has been working together. The shared experiences, mutual trust, and collective effort have made our business successful and deeply fulfilling.”

### Family Traditions that Keep Them Grounded

Their family connections extend beyond business, with cherished traditions that keep them grounded. Whether it's gathering at their beach house in Rehoboth, hosting family dinners, or enjoying weekend barbecues, the Stapes believe in maintaining strong personal bonds outside of work. Pamela's daughter, Rosie, has even started tagging along



on appointments, joyfully participating in house tours with clients—a testament to how real estate has become an integral part of their family identity.

#### **Giving Back to the Community**

Philanthropy is a core value for the Stape family, and their commitment to giving back is woven into both their personal and professional lives. At the heart of this is Jeff's wife, Caryl Marcus-Stape, whose influence and leadership have been pivotal to the success of Stape & Associates. As Jeff notes, "Without her, we would be lost."

Caryl plays an integral role behind the scenes, serving as the family's coach,

marketing expert, and guiding force. Her real estate roots run deep—Caryl's parents were REALTORS® in Dover, and she, too, was a REALTOR® before shifting her focus to supporting the family business. "Caryl helps us stay grounded in family values and the philanthropic needs of the community," Jeff shares. In addition to being the backbone of their business, Caryl serves as the Chairman of the Board for the Jewish Federation of Delaware, a role in which she has helped the family grow and flourish.

Pamela follows closely in her mother's philanthropic footsteps. She serves on the board of the Jewish Federation of Delaware,

“The most rewarding part of our business has been working together. The shared experiences, mutual trust, and collective effort have made our business successful and deeply fulfilling.”



alongside her mother, and is deeply committed to its mission of supporting both Jewish and non-Jewish communities through education, social services, and cultural initiatives. In addition to her board role, Pamela is part of the National Young Leadership Cabinet and chairs the local Young Adult Division, further deepening her involvement in community engagement.

Pamela is also an active board member of The Kutz Senior Living Campus, an organization dedicated to providing exceptional

care for seniors. "Serving on the board gives me the opportunity to advocate for the well-being of our seniors, ensuring they have access to the best possible resources and support," Pamela says. Her involvement with these organizations allows her to give back to the community that has shaped her family, and she finds great reward in the positive changes and developments that come from these efforts.

For the Stape family, philanthropy is not just a part of their lives—it's a family tradition. Their

shared dedication to community service, led by Caryl's expert guidance, helps them stay connected to their values while making a meaningful impact on the lives of others.

#### **A Philosophy Built on Integrity**

Stape & Associates' success is not only measured by their sales but by the relationships they build and the values they uphold. Jeff sums it up perfectly: "I try to always do the right thing, treat people fairly, and be nice to everyone." This simple yet powerful philosophy has guided them through

decades of industry change and market shifts, ensuring their clients feel supported every step of the way.

#### **Lasting Impact**

As they look to the future, Jeff, Mark, and Pamela are committed to continuing their family's legacy, helping more clients achieve their real estate dreams, and building a lasting impact on their community. Through a unique blend of experience, passion, and personal connection, Stape & Associates truly exemplifies what it means to be a top-tier real estate team in Brandywine Valley.





# JAKE LIPTON & PREMIER PROPERTIES GROUP:

**A TEAM BUILT ON  
TRUST, EXPERTISE,  
AND TEAMWORK**

▶▶ cover  
story

By Ryan Zinn  
Photography  
by Wheeler  
Home  
Concepts

**I**n the competitive world of real estate, finding success requires more than just skill—it requires dedication, adaptability, and a strong sense of teamwork. Jake Lipton, Associate Broker and Founder of Premier Properties Group at Coldwell Banker Realty, exemplifies these values. With over two decades of experience, Jake has not only built a successful career but also assembled a powerhouse team that continues to make an impact in the Brandywine Valley real estate market.

#### **A Journey in Real Estate**

Jake's passion for real estate was ignited early on, driven by his love for architecture, design, and the desire to positively change people's lives. "I had construction and sales experience, and after purchasing my first home, it seemed like a natural progression to become a REALTOR®," Jake recalls. Since then, his career has flourished. In 2017, after years of being a top-performing agent, Jake earned his broker's license and established RE/MAX Premier Properties in Bear, Delaware. In 2022, he made the strategic decision to start anew, launching Premier Properties Group under Coldwell Banker Realty.

Now, with over 21 years of experience, Jake's team consists of agents whose collective expertise spans from three to twenty years. "Our team is very diverse, with backgrounds ranging from military service to restaurant ownership, and everything in between. This diversity adds depth to the way we serve our clients."

#### **The Power of Teamwork**

For Jake, Premier Properties Group's success is all about teamwork. "My team is the foundation of everything we've achieved. Each member brings their own unique skills and experiences, which





**PREMIER PROPERTIES GROUP IS COMPRISED OF THE FOLLOWING MEMBERS:**

Jake Lipton	Tony Harris	Eugene Lestardo	Charis Furrowh
Tania Peralta	Cristina Tlaseca	Jason Golden	Duvall Watson Jr
Dan Stein	Rosie Bernal	Shawn Furrowh	Diana Hernandez

allows us to meet the varied needs of our clients.” This collaborative spirit has earned the team numerous accolades, including being ranked the #1 Large Team for Coldwell Banker Realty in the Delaware and Greater Philadelphia Region in 2024. The team also holds a RealTrends Verified Ranked Large Team Award for transaction sides, solidifying their position as a top-performing group in the industry.

Team members like Charis Furrowh, named one of NAREB’s top 100 agents

in the Nation, and Cristina Tlaseca, recognized as the Best Real Estate Agent in Northern Delaware at the 2023 Delaware Hispanic Awards, exemplify the caliber of professionals that make up Premier Properties Group.

**Commitment to Client Success**

The real estate market is ever-changing, and Jake and his team believe that adaptability and education are key to staying ahead. “Our biggest challenge is keeping up with the constant changes in the industry,” Jake explains. “But we make sure to lean

on each other for support, whether it’s through private team meetings or ongoing group chats to keep everyone up to speed.”

This emphasis on teamwork and education reflects Jake’s broader passion for doing things right and holding each other accountable. “Our role as REALTORS® is to serve our community with integrity and professionalism, and that starts with being informed and prepared.”

**Giving Back and Building a Legacy**

Beyond real estate, Jake and his team are deeply committed to giving back. Through

Coldwell Banker’s charitable initiatives, they support organizations like Ronald McDonald House and Saint Jude Children’s Hospital. The team also rallies behind the Homes from the Heart Scholarship, an organization founded by team member Cristina Tlaseca. This initiative provides scholarships to deserving students and holds an annual gala to celebrate the scholarship winners and sponsors.

**Family, Hobbies, and Personal Insights**

When he’s not helping clients, Jake loves to spend time with his family—his partner, Tania, and their three boys, Julian, Jonathan, and Jace. Traveling and spending quality time with loved ones are what keep him grounded in the fast-paced real estate world.

As a seasoned professional, Jake’s advice to up-and-coming REALTORS® is simple but powerful: “Honesty, consistency, and education. Real estate isn’t about being the sharpest negotiator in the room—it’s about making sure everyone leaves the settlement table happy.”



**Looking Ahead**

As Premier Properties Group continues to grow and adapt to the ever-changing real estate market, Jake’s commitment to teamwork, client success, and integrity remains unwavering. “Our team’s dynamic allows us to tackle any challenge, and we’ll continue to support each other and our clients in every way we can.”

Premier Properties Group isn’t just a real estate team—they’re a family of professionals working together to ensure success for both their clients and each other. With a strong foundation of teamwork, integrity, and passion, there’s no doubt they’ll continue to lead the way in the Brandywine Valley real estate market.





BRANDWINE VALLEY

# RP 2023 BY THE NUMBERS

Here's what the top agents in Brandwine Valley sold in 2023...

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