

BRANDYWINE VALLEY

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.



COVER STORY

# THE GARMAN GROUP

A TEAM BUILT ON HARD WORK,  
FAMILY, AND COMMUNITY

PARTNER SPOTLIGHT:

DAVID DIETZ, BAR REVERIE

AGENT TO WATCH:

MICHELE COLAVECCHI

LAWLESS, RE/MAX ASSOCIATES

NOVEMBER 2024





BUILDING A LEGACY  
CREATING MEMORIES



# BAR REVERIE

BAKERY & CAFE

WINE BAR

INSPIRED DINING

4017 Kennett Pike Greenville, DE [www.barreverie.com](http://www.barreverie.com)



BOOK NOW

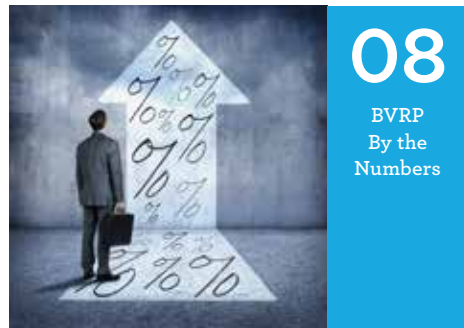
302-764-0408 | [reception@disabatinoinc.com](mailto:reception@disabatinoinc.com)



# TABLE OF CONTENTS



**06**  
Preferred Partner Index



**08**  
BVRP By the Numbers



**10**  
Partner Spotlight: David Dietz, Bar Reverie



**14**  
Cover Story: The Garman Group



**18**  
Agent to Watch: Michele Colavecchi Lawless, RE/MAX Associates

## MEET THE BRANDYWINE VALLEY REAL PRODUCERS TEAM



**Ryan Zinn**  
Owner/Publisher, Writer



**Chris Breña**  
Chief Strategist



**Nicole Wright**  
Ad Manager



**Lauren Golt**  
Social Stylate  
Social Media Marketing



**Kirstie Donohue**  
Kirstie Donohue  
Photography



**Wheeler Home Concepts**  
Photography

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [ryan.zinn@realproducersmag.com](mailto:ryan.zinn@realproducersmag.com)



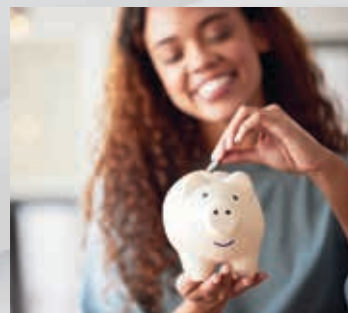
If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [ryan.zinn@realproducersmag.com](mailto:ryan.zinn@realproducersmag.com)

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within *Brandywine Valley Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

## Simplifying Your Client's Home Financing Journey Every Step of the Way.

### Del-One FTHB Program

- Del-One's Self-Titled first-time home buyer loan has a variety of features that will allow prospective buyers to reach their goals of homeownership.
- 95% Loan to Value, meaning you would need 5% of the total purchase price available for your down payment.
- Seller assistance up to 6% and gifts are allowable.
- The biggest bonus of this program is NO mortgage insurance! This is an insurance premium that most lenders require when putting down less than 20% of the value of your new home for a down payment. It can be a very costly expense in addition to principal, interest, homeowner insurance, and property taxes.



**Christian Proctor**  
Mortgage Loan Officer  
NMLS ID 1508119  
302-608-0309  
270 Beiser Blvd.  
Dover, DE 19904  
[Christian.Proctor@Del-One.org](mailto:Christian.Proctor@Del-One.org)



 Loan products are not federally insured by NCUA, and conditions/restrictions apply.



**OUR SERVICES**

- Home Inspection
- Termite/WDI Inspections
- Radon Testing
- Water Testing
- Commercial Inspections
- Mold Inspections
- Septic Inspections
- Pre-Listing Inspections
- Pre-Drywall Inspections
- Stucco Inspections
- Pool & Spa Inspections
- Sewer Scopes

**& SO MUCH MORE**

**LEADER IN PROPERTY INSPECTIONS**

**ABOUT US**  
For over a decade and a half, Pro-spect has been proudly serving our communities in Eastern Pennsylvania, Delaware and the Eastern Shore of Maryland with top-notch home inspection services. We not only strive to provide a great service, we pride ourselves in providing a great experience by serving as trusted partners, bringing peace and confidence through education and innovation.

**100% GUARANTEE** **48 HOUR GUARANTEE** **TERMITES FREE TO FIND**

**WWW.GOPRO-SPECT.COM**  
**(610) 365-7776**

**GUARANTEED**



**WARD & TAYLOR**  
REAL ESTATE ATTORNEYS



**YOUR LEGAL TEAM FOR LIFE'S BIGGEST OCCASIONS**

- REAL ESTATE TRANSACTIONS
- ESTATE PLANNING & ADMINISTRATION
- BUSINESS FORMATIONS

302-225-3350  
[www.wardtaylor.com](http://www.wardtaylor.com)



WILMINGTON | MIDDLETOWN | DOVER | REHOBOTH | BETHANY



# PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

### CATERING/RESTAURANT

**Bar Reverie**  
(302) 315-3663  
4017 Kennett Pike  
Greenville, DE 19807  
BarReverie.com

### CLEANING SERVICES

**3Cs Cleaning Co.**  
(302) 544-2021  
3Cs-Cleaning.com

### GENERAL CONTRACTOR

**JH Contracting Inc**  
(302) 893-4766  
JHContractingDE.com

### HOME & PROPERTY INSPECTIONS

**Preferred Home Inspections Delaware**  
(302) 373-1033  
PreferredInspectionsDE.com

### JUNK REMOVAL & HAULING

**Pyle Hauling & Junk Removal LLC**  
(302) 750-7227  
PyleDEJunk.com

### LANDSCAPE/ CONTRACTOR

**DiSabatino Landscaping**  
(302) 764-0408  
disabatinoinc.com

### MORTGAGE / BANKING

**Del-One FCU**  
**Christian Proctor**  
(302) 608-0309  
Del-One.org

### Pike Creek Mortgage Services, Inc

**Brian Atallian**  
(302) 892-2811  
PikeCreekLoans.com

### MOVING & STORAGE

**American Van and Storage Co**  
(302) 369-0900  
AmericanDE.com

### SSW Moving & Junk Removal

(484) 319-8528  
www.sswmoving.com

### PAINTING CONTRACTOR

**Ayala Painting LLC**  
(302) 652-1170  
AyalaPainting.com

### PORTRAIT PHOTOGRAPHY

**Kirstie Donohue Photography, LLC**  
(302) 652-0074  
KirstieDonohue.com

### REAL ESTATE ATTORNEY

**Ward & Taylor, LLC**  
(302) 225-3350  
WardTaylor.com

### REAL ESTATE MEDIA

**Wheeler Home Concepts**  
(302) 562-4057  
WheelerHomeConcepts.com

### REAL ESTATE TRANSACTION COORDINATOR

**Pathway Home Transactions**  
(302) 383-2996  
www.pathwayhome transactions.com/

### ROOFING CONTRACTOR

**R&R Roofing**  
(302) 218-7474  
RnRRoofing.com

### WINDOWS, ROOFING, SIDING

**PJ Fitzpatrick**  
(866) 971-0569  
pjfitz.com



## What do your headshots say about you?

Your headshot is more than just a photo, it's a first impression.

Through compelling photography, I will assist you in conveying the message that you want to resonate with your audience.

*Ready to elevate your brand?*

scan here to get started



Nikki Wilson of All Dotted Up Onsite Salon  
Owner/Hair & Make-up Artist  
@AllDottedUpConcierge

5714 KENNETT PIKE, CENTERVILLE, DE 19807  
kirstiedonohue.com | 302-521-9945

## YOUR TRUSTED TRANSACTION COORDINATOR



If you're searching for a transaction coordinator with proven track record, look no further!

*Let's make an appointment!*



**Ingrid Archangelo**

302.383.2996  
ingrid@pathwayhometransactions.com



Visit our website for more information on our services

## PARTNER WITH US For Exceptional Moving and Junk Removal Solutions!



**Flexible • Experienced • Fully Licensed and Insured**

Contact us today and ask about our Realtor Incentive Program!

**302.643.4006 • www.sswmoving.com**



- Photo
- Video
- Drone
- Floorplan
- Matterport
- Social Media
- Home Staging

**302-470-8272**

www.wheelerhomeconcepts.com

@wheelerhomeconcepts



*"Fast, dependable, and always professional. I use Wheeler Home Concepts exclusively for those reasons!"*

-Jason Duncan, ★★★★★



Scan here for \$25 OFF your first photoshoot!





# RP 2023 BY THE NUMBERS

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

\$5,312,441,701



SALES VOLUME

9,723



TOTAL TRANSACTIONS



AVERAGE TRANSACTIONS PER AGENT

18



AVERAGE SALES VOLUME PER AGENT

\$10M

Residential Home Inspections • Radon Testing  
Termite (WDI) Inspections • Home Maintenance Inspections

## The Realtor's Choice for Reliable Inspections



“  
Cortland performed above and beyond service as he was able to not only get us our inspection but expedited the reports as well. Top tier professional and will continue to recommend him to all of my clients!  
-Jeffrey Brannock”



PARTNER WITH US TODAY  
302-475-4437  
preferredinspectionsde.com  
Fully Licensed & Insured

After

## Ayala Painting

Saving You Time, Money, and Stress!

Call today for a FREE painting consultation!

AyalaPainting.com | 302.652.1170

Interior & Exterior Painting | Cabinet Refinishing | Staining  
Wallpaper Removal | Power Washing | Drywall Services



### Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today



Your Local Roofing Contractors

LICENSED, INSURED, & BONDED

“ Scot and his team at R&R do an excellent job. The quality and results prove it all. Competitive pricing with all the big and small companies out there. I highly recommend R&R for your roofing needs. - Gary S. ”

## We are grateful to serve you & your clients!

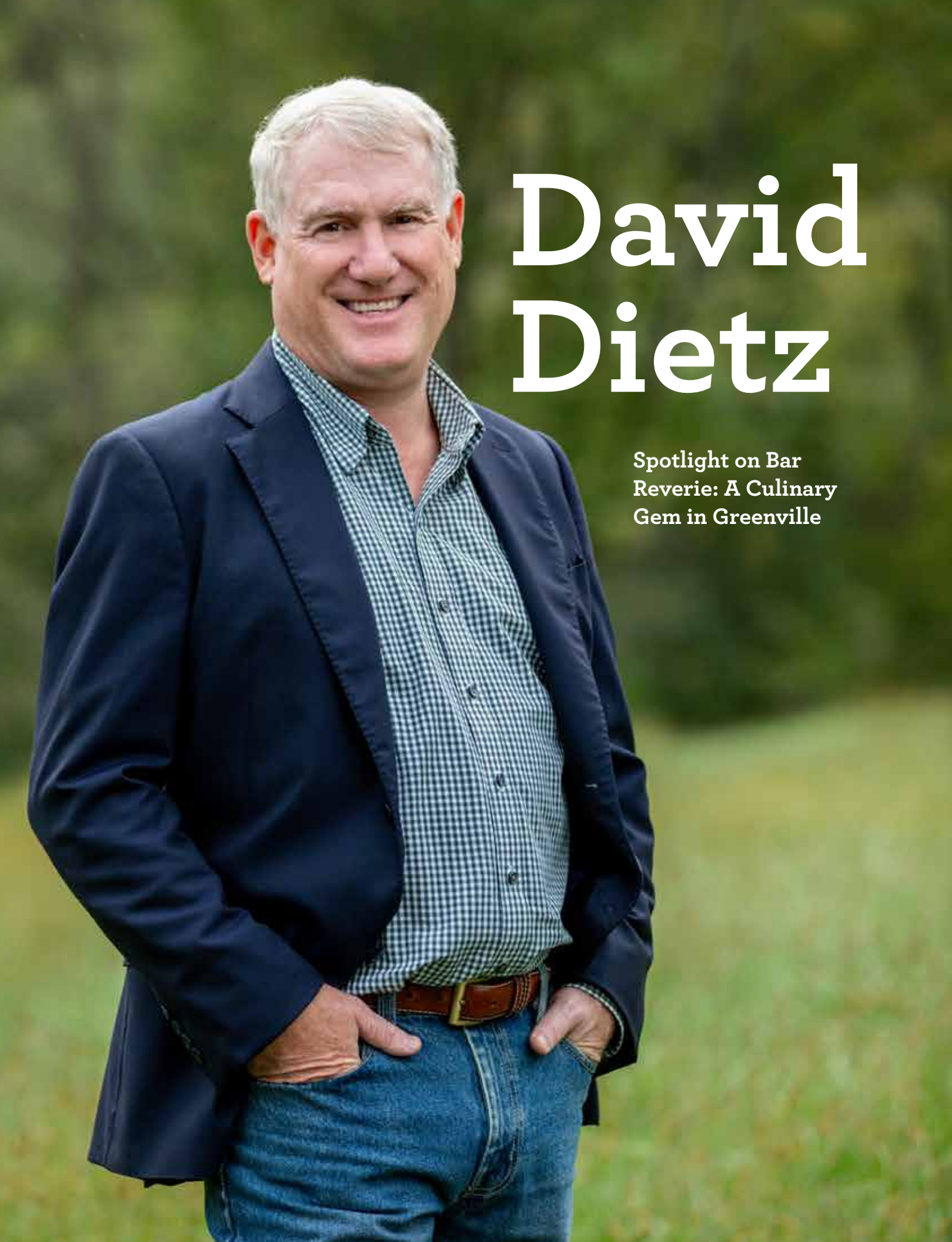
Trusted in the Tri-State Area for More Than 25 Years



Contact us today for a FREE Roofing Inspection!

302-654-ROOF (7663) | rnrroofing.com | RNRRoofing@Gmail.com





# David Dietz

Spotlight on Bar Reverie: A Culinary Gem in Greenville



### A New Star in the Culinary Scene

In just over a year, Bar Reverie has made an indelible mark on the Greenville dining landscape. Helmed by David Dietz, the restaurant has captured the hearts and palates of its patrons with its seamless blend of elegant cuisine, sophisticated ambiance, and an award-winning wine selection. Nestled in the heart of the Brandywine Valley, Bar Reverie is more than just a restaurant—it's a culinary experience.

### The Vision Behind Bar Reverie

David Dietz, a seasoned veteran of the hospitality industry, brought Bar Reverie to life with a clear mission: to create a space where guests can celebrate life's most cherished moments. "I enjoy the hospitality business because it's a cornerstone of the community," David shares. "There's nothing more rewarding than being part of someone's special celebrations—whether it's a birthday, an anniversary, or a graduation."

With over 30 years of experience running the BBC Tavern & Grill, David knew exactly what it would take to make Bar Reverie stand out. But behind the stunning design and branding is the creative vision of Lauren

Golt from Social Stylate. Lauren was the mastermind behind the restaurant's design concept, ensuring that every element—from the elegant decor to the signature scent—was crafted with precision. She continues to manage Bar Reverie's brand presence, marketing, and overall strategy, ensuring that the restaurant's reputation remains as impeccable as its cuisine.

### An Award-Winning Experience

Recognition came early for Bar Reverie. In its inaugural year, the restaurant was awarded the coveted Wine Spectator's 2024 Award of Excellence, an accolade that speaks volumes about the dedication and thoughtfulness put into every aspect of the wine program. Featuring over 350 carefully curated bottles, Bar Reverie's wine list offers a journey through some of the world's most renowned wine regions.

The custom-built glass and oak wine cave, a striking focal point of the dining room, is more than just an aesthetic feature—it is a symbol of Bar Reverie's commitment to delivering an extraordinary wine experience. The state-of-the-art Cruvinet System allows the restaurant to offer a diverse range of wines by the



glass, catering to both casual sippers and seasoned connoisseurs.

“The wine list is something we take great pride in,” David notes. “From crisp Sancerre to bold Willamette Valley Pinot Noir, General Manager Tom Austin has worked hard to ensure there’s something for everyone.”

#### **Challenges and Triumphs**

Running a restaurant is no small feat, and David is candid about the daily hurdles that come with the territory. “The restaurant industry is unique in the number of daily challenges that most people would find remarkable,” he explains. From managing employees to handling supply chain issues and ensuring the equipment is always running smoothly, it requires constant attention to detail. “You have to be on top of everything, all of the time,” David adds.

Yet, these challenges are offset by the profound rewards that come with running a successful business. For David, the most gratifying moments are when guests choose Bar Reverie to commemorate their special occasions. “When guests celebrate with us, it means the world,” he says with a smile.

#### **Building Community Through Giving Back**

David’s commitment to community extends beyond the walls of Bar Reverie. He is the founder of

the Guest Bartender Program, a community-based initiative that raises money for charitable causes through social media and volunteer engagement. This passion for giving back reflects his belief that success in business is not just about profitability, but also about contributing positively to the community.

#### **Outside the Restaurant: A Life Well Lived**

When he’s not at Bar Reverie, David enjoys spending time with his three daughters, playing paddle tennis and golf, and traveling. A lover of the outdoors, he also finds joy in skiing and working around his home. These hobbies provide balance to the demands of running a bustling restaurant and allow him to recharge for the next big service.

#### **A Lasting Legacy**

Bar Reverie’s quick rise to prominence is a testament to David Dietz’s vision, passion, and relentless pursuit of excellence, along with the innovative design and branding brilliance of Lauren Golt. In just over a year, the restaurant has become a pillar of the community, a place where guests can enjoy world-class cuisine and wine while making lasting memories. With its continued commitment to quality and community, Bar Reverie is poised to remain a beloved destination in Greenville for years to come.

Call on Bar Reverie for all things wine and food.  
Phone: (302) 315-3663 Website: [barreverie.com](http://barreverie.com)

# BAR REVERIE

Whether it’s a morning coffee and pastry, an elegant dinner, or a celebratory glass of wine, Bar Reverie is where culinary dreams come to life.







# The Garman Group

**A Team  
Built on  
Hard Work,  
Family, and  
Community**



In Delaware's competitive real estate market, The Garman Group stands out not just for its impressive sales, but for its deep commitment to community, teamwork, and a personalized approach to helping clients achieve their dreams. Led by Vince Garman, the team has built a reputation of integrity, persistence, and a passion for making homeownership a reality for everyone. Licensed in 2017 and working full-time in real estate since 2018, Vince and his team have spent the last eight years growing their presence and impact, all while maintaining a people-first mindset.

#### **A Unique Path to Real Estate**

Vince's entry into the real estate industry was anything but conventional. "I had no other options!" he admits with a laugh. After dropping out of college, Vince found himself working at Lang Development Group in Newark, Delaware, when his boss, Jeff Lang, encouraged him to get his real estate license. Taking that leap changed his trajectory and set him on a path that continues to flourish today.

Before real estate, Vince worked as a golf caddie at the renowned Merion Golf Club in Ardmore,

Pennsylvania. His early work experiences helped him develop the discipline, perseverance, and ability to connect with people that are critical in the real estate world.

#### **The Garman Group: A Team Effort**

What makes The Garman Group truly special is its team-centered approach. Vince and his wife, Mary Kate Garman, co-lead a close-knit group of dedicated professionals. "My wife and I run our team with three other full-time agents: Cole Ciber, Connor Tuozzolo, and Jade Ruff," Vince explains. Together, they bring a diverse set of skills and perspectives to serve their clients with excellence.

Additionally, the team includes Patrick Elliott, a full-time content member responsible for creating and managing digital content that enhances the group's marketing efforts. Their Transaction Coordinator, Joanie Brown, ensures every deal runs smoothly from start to finish, keeping clients informed and comfortable throughout the process. The Garman Group's collective approach has been key to their success, blending personal strengths to deliver exceptional results for their clients.





### An Impressive Track Record

In less than four years at COMPASS, the Garman Group has achieved over \$88M in sales volume, with over \$24M already recorded in 2024. This remarkable growth is a testament to the team's dedication, hard work, and ability to connect with clients on a meaningful level. Their success is built on consistent effort, a deep understanding of the market, and a commitment to always showing up—both for their clients and for each other.

### Passion for First-Time Home Buyers

A cornerstone of The Garman Group's mission is helping first-time home buyers, particularly those in the \$300k price range. "They listen to us and really connect with us," Vince says of these clients. The team takes pride in guiding these buyers, many of whom are new to the real estate process, through what can feel like an overwhelming experience. By educating and empowering clients, The Garman Group creates a sense of trust and partnership that makes all the difference.

### Trolley Trends and Life on the Ave: Connecting with the Community

Beyond real estate, Vince and his team actively contribute to the community in creative ways. One such initiative is Trolley Trends, a neighborhood-based Instagram account that promotes local businesses, entrepreneurs, and non-profits primarily in the Trolley Square Shopping Center, Forty Acres neighborhood, and the surrounding Wilmington area. The account also showcases a "Listing of the Week" and

"People of Trolley" while running a yearly series called "Best of Trolley," where followers vote on categories like "Best Pizza" and "Best Bartender."

Complementing this is Life on the Ave, a podcast hosted by The Garman Group in conjunction with Trolley Trends. The podcast promotes businesses, entrepreneurs, and non-profits throughout Delaware, while also highlighting what "Life on the Ave" (Delaware Avenue) is like for The Garman Group team. In 2023, the podcast was named a runner-up for "Best Podcast" by Best of Delaware and Delaware Today. Through these efforts, The Garman Group has created a vibrant platform for community engagement, supporting local businesses while fostering meaningful connections.

### Rewarding Milestones and Challenges

For Vince, one of the most rewarding parts of running The Garman Group has been seeing his agents achieve personal milestones. "All three of our full-time agents have been able to buy their own homes," he says with pride. Being able to help his team members reach this important goal is a source of immense satisfaction.

However, Vince's journey hasn't been without its challenges. As someone originally from outside Delaware, Vince found it difficult to break into the local real estate market. "Assimilating to Delaware culture was tough," he reflects. Yet through consistent effort and perseverance, The Garman Group has made significant strides, particularly over the past four years with COMPASS.



### A Strong Family Foundation

While real estate is a huge part of Vince's life, nothing brings him greater joy than his family. "Tucking my children into bed at night and waking up with them in the morning—that's success to me," he shares. Vince, his wife Mary Kate, and their children live by the motto "#GarmanTakeover," showing up to support one another and embracing life's moments together. They maintain cherished traditions, including praying before meals and bedtime, and enjoy spending time at the Jersey Shore in Sea Isle City.

### Giving Back: A Core Value

Charity and community involvement are core values for Vince and The Garman Group. They are committed to making a positive impact, not only in real estate but in the community at large. The team actively supports several charities, including Sean's House and the Unlock The Light Foundation (SL24), an organization dedicated to removing the stigma surrounding mental health. Vince is passionate about this cause due to his personal connection with Sean, a dear friend.



## The Garman Group

Additionally, Vince is a member of Tri-State Community Partners, a public-private partnership that is actively rehabbing local parks in the area. "We're currently renovating a park in Seaford, Delaware," he shares with pride. This involvement exemplifies the team's dedication to improving the communities where they live and work.

### The Joy of Autonomy

One of Vince's favorite parts of working in real estate is the autonomy it offers. "I couldn't work for anyone else," he admits. The flexibility of real estate allows Vince and his team to enjoy the occasional random Tuesday off, and for Vince, there's no better way to spend those moments than engaging in hobbies like golf, pickleball, or simply relaxing on the front porch, waving at neighbors and passersby.

### Advice for Aspiring Agents

When asked for advice to offer up-and-coming real estate professionals, Vince is clear: "Keep showing up every day." Even on days when motivation is low, Vince emphasizes the importance of consistency.

"Even if you're just going through the motions, show up. There are people who believe in you, and they will find you." This commitment to persistence is one of the key reasons for his continued success.

### A Focus on Helping Others

As The Garman Group continues to grow and thrive, Vince remains focused on the core mission that led him into real estate: helping hardworking families like his own. "The reason I got into this business was to help out hard-working families who don't know how this world works," Vince explains. By educating every client and ensuring they feel supported, The Garman Group continues to build lasting relationships that go far beyond transactions.

For Vince and his team, real estate is more than a career—it's a way to make a difference, one family at a time. With a strong foundation in family, community, and perseverance, The Garman Group is poised to continue their positive impact on Delaware's real estate market for years to come.



**44** years of real estate excellence

# MICHELE agent to watch

# COLAVECCHI

# LAWLESS

By Ryan Zinn  
Photography by Kirstie Donohue

In the world of real estate, few professionals have achieved the longevity and consistent success of Michele Colavecchi Lawless with RE/MAX Associates. With over four decades of experience as a REALTOR®, Michele has built a reputation as a trusted advisor for buyers and sellers in both Delaware and Pennsylvania. Her career, marked by perseverance and dedication, stands as a testament to her passion for helping others achieve their dreams.

#### From Paralegal to Real Estate Leader

Michele's journey into real estate wasn't conventional. Initially working as both a paralegal and a real estate agent, she juggled long hours and high-stress environments. "The stress became too intense," Michele recalls, "so I decided to put all my energy into real estate, and I never looked back." This pivotal decision led to a rewarding career, one that would span decades and earn her a place among Delaware's top agents.

Today, Michele is not just a seasoned REALTOR®; she's an industry leader. Her transition from law to real estate gave her a unique skill

set, one that allows her to expertly navigate the complexities of contracts and negotiations. Her paralegal background has been invaluable in helping her clients avoid potential legal pitfalls, a benefit that sets her apart in a competitive market.

#### A Career of Achievements

Throughout her career, Michele has earned numerous accolades, including the distinction of being the #1 RE/MAX agent in Delaware, an impressive achievement considering she operates independently, not as part of a team. Over the past four years alone, she has sold an extraordinary \$74 million in real estate, a testament to her skill and dedication. Her awards include the Chairman's Club, Platinum Club, Hall of Fame, 100% Club, and the prestigious Lifetime Achievement Award. Additionally, Michele has won the Five Star Professional Award for 14 years in a row, further solidifying her place as one of the top real estate professionals in the region.

These honors reflect not just her expertise, but the deep relationships she's fostered with her clients over the years. For Michele, the real reward lies in the lasting connections she has built. "Having all my previous clients referring me to everyone they know is the biggest gift of success I could have ever imagined," she shares. Her commitment to providing exceptional service has led to a steady stream of referrals, allowing her to maintain a thriving business without ever having to seek out new clients.





“

*I want my offer to win and be accepted versus another offer...  
and I do everything in my power to make it happen.*”



**Thriving in a Changing Industry**  
With 44 years in the business, Michele has seen the real estate industry undergo significant changes. From new rules of representation to shifting market trends, she's remained at the forefront by adapting to these developments. "I make sure to explain the new changes to each buyer and seller I work with so that all parties understand and feel comfortable," she says. This hands-on approach ensures that her clients are well-informed and confident throughout the process.

**The Most Rewarding Aspects of Real Estate**  
For Michele, the true joy of her work comes from helping people achieve their homeownership dreams. Whether it's navigating a multiple-offer situation or closing a deal for a first-time buyer, Michele is dedicated to securing the best possible outcome for her clients. "I want my offer to win and be accepted versus another offer," she says, "and I do everything in my power to make it happen."

In addition to client satisfaction, Michele finds great fulfillment in the relationships she's formed. "I love the friendships I've made over the years...they're priceless," she shares. Her dedication to maintaining personal connections has been a driving force behind her success.

**Family and Traditions**  
Despite the demands of real estate, Michele has always made time for her family. Married for 37 years and a mother to three daughters, she's found a way to balance her career with family life. One of her family's cherished traditions is participating in the annual "Night in Venice"

boat parade in Ocean City, N.J. Over the years, they've won numerous awards for their creative boat themes, including a memorable "Kiss" tribute that landed them on the front page of the local paper.

**Beyond Real Estate: Hobbies and Passions**  
Outside of her professional life, Michele is a woman of many talents. She enjoys singing at local nursing homes, her church choir and performing with bands, and immersing herself in the theater. Cooking, sewing, and spending time with her family are other passions that bring balance to her busy life. When she can find the time, Michele loves to visit Ocean City, NJ, for a much-needed escape.

**Advice for Aspiring Agents**  
As someone who has built an enduring career, Michele offers valuable advice to those just starting out: "You need to persevere through it all and put the needs of others ahead of your own. Always dress for success—you don't get a second chance to make a great first impression." Her belief in the power of professionalism and personal connections is clear in her approach to every transaction.

**A Legacy of Success Rooted in Family**  
Reflecting on her career, Michele points to the profound impact her father had on shaping her work ethic and approach to life. A successful salesman in his own right, her father sold furniture and jewelry before opening his own business. Michele fondly remembers helping out at their family store, where her father taught her the importance of connecting with people.



“He always told me to smile, no matter how the day was going,” she recalls. His advice wasn’t just about sales—it was about creating a lasting, positive impression on everyone she met.

Tragically, Michele lost her father during her senior year of high school, a loss that deeply affected her. “While I had him for a short time, his teachings were timeless,” she says. The values he instilled—integrity, kindness, and the power of personal interaction—became cornerstones of Michele’s life

and career. In an industry often driven by technology and impersonal transactions, she firmly believes that personal contact remains paramount. Michele’s ability to foster meaningful relationships with clients and colleagues alike has been key to her enduring success.

In doing this for so many years, Michele has seen many agents come and go. “The ones who have staying power,” she reflects, “are the ones who work closely with the other agent in the transaction while

still representing their client.” Her father’s timeless lessons of respect and collaboration continue to guide her, and they are principles she believes will carry any real estate professional to long-term success.

With a career spanning over four decades, Michele Colavecchi Lawless is a true pillar of the Brandywine Valley real estate community. Her dedication to her clients, her craft, and her family has cemented her legacy as a true leader in the industry.



# Look, new windows from P.J. Fitzpatrick



4.8 stars

8,358 Google Reviews



TrustPJ.com



**Give Thanks for Smooth Closings!**

*Helping You and Your Clients Secure The Perfect Home This Holiday Season*



**Brian Atallian** NMLS# 136771  
 302.563.5599 | batallian@pikecreekloans.com  
 BriansLoans.com  
 1908A Kirkwood Highway | Newark, DE 19711

Scan here for my website



Pike Creek Mortgage Services, Inc.  
 corporate NMLS# 130829



**FROM OUR FAMILY TO YOURS –**

*Seamless Moves this Thanksgiving.*

**4TH GENERATION FAMILY-OWNED AND OPERATED, SINCE 1959.**



**AMERICAN VAN & STORAGE CO.**



**CALL US TODAY & REQUEST A FREE ESTIMATE!**

**(302) 369-0900**  
 info@americande.com  
 AmericanDE.com

MOVING SERVICES | COMMERCIAL RELOCATION SERVICES | STORAGE SOLUTIONS

*your trusted partner for*  
**ALL OF YOUR PROFESSIONAL CLEANING NEEDS**

- ✓ Pre-listing and post-settlement
- ✓ Cleanouts
- ✓ Post construction/remodel
- ✓ Tenant turnovers
- ✓ Commercial
- ✓ One-time deep cleanings and much more!



Contact Jean Today!  
 302.544.2021  
 3Cs-Cleaning.com



licensed & insured

@realproducers

**PARTNER WITH US FOR HASSLE-FREE JUNK REMOVAL**

**NO JOB IS TOO BIG OR TOO SMALL!**



**CONTACT US TODAY FOR YOUR FREE NO- OBLIGATION QUOTE!**  
**(302) 750-7227 • PYLEDEJUNK.COM**

**SAME-DAY AND NEXT-DAY SERVICES AVAILABLE!**





**20** YEARS OF  
THE N2 COMPANY



Contracting Inc.

Grateful for your  
partnership & we are looking  
forward to many more  
successful projects together.



*Scan here  
to see  
our work!*

Interior Services | Exterior Services  
Customized Improvements



Joe Harrington, Owner

Call JH Contracting today to discuss any home or business renovation needs. >> 302.893.4766 | [jhcontractingde.com](http://jhcontractingde.com)