

suburbanlife



**The Kit Anstey
Real Estate Team**
specializes in delivering
exceptional results and
service to home
buyers and sellers in
West Chester, Malvern,
Chadds Ford, and
surrounding areas.

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DELIVERING Exceptional Results

As a nationally ranked real estate team, **Kit Anstey Real Estate Team at Berkshire Hathaway HomeServices Fox & Roach Realtors** specializes in residential real estate in West Chester, Malvern, Chadds Ford, and surrounding areas.

The Kit Anstey Real Estate slogan is, “We sell more because we do more.” We think that is an honest statement. The team philosophy is to not only get the deal done, but also to forge pleasant and memorable relationships between buyers, sellers, and agents.

Kit’s team was one of the first in the area when he started it in 1998. At that time people were not familiar with the concept of real estate teams, and Kit would often get the question, “Why?” His answer was that he was fortunate enough to have more business than he could handle. Rather than continuing to refer clients to other agents, he created a team to service anyone interested in listing, buying, or renting a property.

Whether you are representing the seller or the buyer, negotiating skills are more im-

portant now than ever. We are now in a seller’s market, with historically low inventory and strong buyer demand at every price range. Today it is not unusual for a seller to receive a dozen offers when they put their property on the market. Therefore, Realtors need to help sellers determine which offer is the most attractive. Although the selling price is very important, the contingencies of the agreement need to be considered carefully. All members of the sales force of the Kit Anstey Real Estate Team are very experienced in this process, in part because of the sheer number of settlements in which they have been involved.

Representing buyers today also requires exceptional skills, as Realtors need an understanding of financing and home construction. Unlike before the pandemic, buyers at all price ranges face unprecedented challenges. Buyers interested in a desirable property now have to compete against multiple offers, many of which are cash offers with no financing contingencies, no inspections, and no appraisal contingencies.

Some of Kit’s team members have been working with him for more than 20 years. Each team member brings an abundance of education, experience, and commitment. Kit is an Associate Broker, as is his fellow team member Debbie West. Obtaining such a distinction requires a true commitment to the Realtor community, as it requires 240 hours of specific education and passing numerous real estate-related tests.

Kit believes giving back is key; a portion of all of the team commissions is donated to the Fox & Roach Charities. Kit and his team give back in other ways, too. Currently he is a current board member at Tri-County Suburban REALTORS, which has approximately 9,800 members. He served the association as Chairman of the Board in 2020.

Even though the team concept is popular throughout the country, many teams are run quite differently than the Kit Anstey Real Estate Team. Kit has five Realtor salespeople on his team, in addition to himself, all of whom devote their time of representation and expertise to servicing buyers and sellers. When a buyer

or seller chooses a Realtor on Kit's team to represent them, that team member will represent that client throughout the entire transaction. Full-time assistant Michelle Marinaro handles all the checklists and systems to make the process go smoothly, allowing Realtors to do what they do best.

Kit feels this hands-on philosophy is a necessity. Before going into the real estate business in the late 1980s, he worked in retail where effective marketing was essential. When transitioning into his new career as a real estate agent, he brought his marketing expertise along with him. All listings receive extensive advertising in print media, internet marketing, and direct mailings. There are so many avenues that potential buyers explore when looking for a home, so Kit and his team make sure those

listings are positioned so buyers can find them immediately when they become available. Of course, professional photography and videography are a must when promoting listings through the various marketing channels.

Kit and his team hang their licenses at Berkshire Hathaway HomeServices Fox & Roach Realtors. Fox & Roach offers high-quality, one-stop shopping for both buyers and sellers, which includes insurance, title services, and mortgage services, as well as a concierge service to help clients navigate the complicated process of moving. We are very proud of our affiliation with Berkshire Hathaway HomeServices Fox & Roach Realtors, which has achieved No. 1 in Sales Volume, No. 1 in Sales Units, and No. 1 in Commercial Real Estate.



Kit Anstey founded The Kit Anstey Real Estate Team in 1989. Its slogan: "We sell more because we do more."



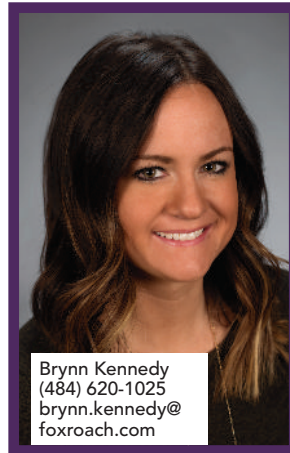
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In 2021, even though inventory was low, Kit Anstey Real Estate Team had an exceptional year. Awards received included the 10 Best Real Estate Agents for exceptional and client services by American Real Estate of Institute of Agents, The Best Realtor award by the *Daily Local News* Readers' Choice, Elite Circle Award top 25 medium teams by BHHS Fox & Roach, Top Real Estate Producers by *Philadelphia* magazine, and Top Realtors of 2021 by *Main Line Today*. Also, BHHS Fox & Roach awarded Kit with the President's Visionary Award of Sales Associate of Excellence in 2021.

In addition, we were fortunate to do more than 100 transactions and more than \$60 million in sales in 2021. That may sound like bragging, but we are just very proud of the results of our hard work and dedication. ■

➔ **For more information on the Kit Anstey Real Estate Team at Berkshire Hathaway HomeServices Fox & Roach Realtors, visit www.ansteyteam.com or call (610) 430-3000.**