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**SUPER-
WOMEN**
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For 30 years and counting, Keller Williams Main Line Realtor **Lisa Getson, Esq.**, has been going above and beyond to help discerning clients buy and sell homes on the Main Line.

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At the Top of Her Game

BY MELISSA D. SULLIVAN | PHOTO BY NINA LEA PHOTOGRAPHY

FOR 30 YEARS AND COUNTING, **KELLER WILLIAMS MAIN LINE REALTOR LISA GETSON, ESQ.**, HAS BEEN GOING ABOVE AND BEYOND TO HELP DISCERNING CLIENTS BUY AND SELL HOMES ON THE MAIN LINE.

Realtor Lisa Getson refuses to let anything stand in the way of meeting a client's needs. Not even surgery is an insurmountable hurdle.

Just days after a recent procedure to mend a labral tear in her hip, Getson was already out and about, selling one house and getting one of her listings under contract. Luckily, her buyer is an ER physician, and as Getson was under doctor's orders not to drive for two weeks, her client was more than happy to pick her up in his car.

"I told him, 'The perfect house came up for sale for you and your wife, but we need to see it right away. If anything happens to me while venturing out on crutches, I've got the emergency room traveling with me,'" says Getson with a laugh.

Getson clearly loves her work, though she initially started out with two careers. Her father was a lawyer. Her brother is a lawyer. Her uncle is a lawyer. She even had two judges in the family.

Naturally, she was inclined to go to law school. Real estate was an omnipresent part of her life, too.

"I was five when my mother got her [real estate] license," Getson says. "I was 12 when I started working after school in the real estate office where she was a Realtor and manager, typing the agreements for the agents. And when the first computer system came out for the multiple listing service, I taught the agents how to use it."

For those familiar with Getson's can-do attitude, it is probably no surprise that Getson made her first real estate sale before she graduated from law school.

"A lot of my friends were graduating, getting jobs as lawyers, and wanting to buy houses, and I would just say, 'Hey, my mom's a Realtor,'" says Getson. "But then I thought: *I could sell you a house.*"

Getson got her own real estate license, taking law courses during the day and real estate classes at night. After graduating from Villanova University School of Law, Getson joined her father's law firm, prac-

An example of one of Lisa Getson's listings, recently sold



Getson goes above and beyond for her clients. For example, she recently staged a client's home using some furniture and accessories borrowed from her own home.



ticing real estate law with him. At the same time she continued to list and sell houses in the real estate office where her mother, who is still a Realtor, was the manager. After her father passed away, Getson decided to make real estate her sole full-time vocation.

Now, as the head of the Lisa Getson Group at Keller Williams Main Line, Getson offers three decades of experience to buyers and sellers on the Main Line and in Philadelphia, as well as in Montgomery, Delaware, and Chester counties. She enjoys helping clients navigate a purchase or list their home for sale, and she takes particular pride in providing artful staging, always going the extra mile to ensure her clients' properties are shown in the best possible light.

Getson recently spent about four months helping one client prepare a house for sale: updating the kitchen and the

master bath, refinishing hardwood floors, and otherwise making the home "move-in ready." What happened next is a perfect example of how Getson goes above and beyond for her clients.

"We hired a staging company, and we were just not pleased with some of the furniture," Getson says. "So I literally took some furniture and accessories out of my own home. My son, who is 13, asked, 'Mom, what happened to my night table?' I said, 'Don't worry, it will be back in a few weeks.'"

In the current highly competitive market, Getson thinks attractive staging can have a significant impact. Houses that are in more move-in condition and 'show ready' are most attractive to buyers, as are those with indoor open spaces and outdoor living spaces that promote gatherings."

On the Main Line and in nearby areas,

housing inventory has always been limited. That is why it is essential for buyers and sellers to work with a full-time Realtor like Getson, who is always at the top of her game. She is keyed into the multiple listing service throughout the day, every day. She also maintains close relationships with other agents to help facilitate smooth, stress-free sales.

The majority of Getson's business comes from repeat clients and referrals. Aside from being extremely organized and very efficient, Getson's success might also owe something to the fact that she wants all of her clients to have an enjoyable

experience. In her mind, buying or selling a home is not just a transaction; it's a relationship with everyone involved.

"I've had buyers that still have the sellers come over to visit," says Getson with a smile. "I make the sales pleasurable."

Getson brings that same optimistic attitude to balancing work and family. She enjoys being with her husband, their son, their puppy, and her stepdaughters, and spending time with her extended family and friends. At the same time, even if she's away from her office, she remains accessible to her clients by phone, email, or text.

"I can talk on the phone, text, or email while I'm waiting for my son at his singing lesson," says Getson. "And my clients are great! I can do my work from anywhere."

When asked to reflect on the most rewarding part of her work, Getson delights in getting top dollar for her sellers. For her buyers, she looks to some of her most recent sales. When a new listing comes up that Getson knows is right for her buyers, she uses her expertise, especially with multiple offers, to advise them, and ultimately helps them secure the house.

As her official tagline says, Lisa Getson "Gets It Done!"

"Being able to find my buyers a place they love where they're going to come home to and be with their family and friends," says Getson. "That is the best reward." ■

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