

suburban life



Also Inside:

Top Realtors,
summer camps,
and more

Through tenacity,
specialized expertise,
and a suite of cutting-
edge marketing resources,
**COMPASS RE Realtor
Jamie Adler** helps buyers
and sellers live happily
ever after. page 54



Dream Maker

THROUGH TENACITY, SPECIALIZED EXPERTISE, AND A SUITE OF CUTTING-EDGE MARKETING RESOURCES, **COMPASS RE REALTOR JAMIE ADLER** HELPS BUYERS AND SELLERS LIVE HAPPILY EVER AFTER.

BY PHIL GIANFICARO | PHOTOS BY JEFF ANDERSON



“I have a history of realizing my clients’ dreams,” says Jamie Adler, a Realtor with COMPASS RE who has offices in Ardmore and Ambler.

To anyone looking to buy or sell a home, Adler’s assurance means a great deal. For nearly 20 years, she has maintained an unwavering commitment to helping clients achieve their goals—be it selling an existing home, setting down roots someplace new, or both. Her expertise, creativity, and work ethic have helped her earn a sterling reputation as a go-to Realtor who, in her words, strives to make every client’s dreams come true.

“Every client is different in terms of what they hope to accomplish, and I tailor my approach accordingly,” she says. “My main goal is to answer the question, ‘How can I make my client’s life better when they’re buying or selling a house?’”

Adler has greatly enhanced her capacity to serve her clients’ needs. In 2022, she formed The Jamie Adler Group, a four-woman team assisted by invaluable research, industry connections, and a suite

of cutting-edge marketing resources offered by the national real estate brokerage company COMPASS RE.

She cites one specific resource known as COMPASS Concierge. When Adler and a seller agree that a home would benefit from certain investments in order to help the home sell more quickly and at a higher price, COMPASS Concierge can help. Popular options might include the installation of hardwood floors or new windows, a renovated kitchen or master bathroom, or a refurbished roof. With COMPASS Concierge, clients can prepare their home

“**THIS WORK IS MUCH MORE THAN JUST A JOB.**”

— Jamie Adler, COMPASS RE



for market with no upfront costs, interest, or hidden fees—meaning little to no out-of-pocket costs. At closing, COMPASS Concierge collects a fee that covers the costs of the work performed.

“I’ll come in sometimes and suggest that we spend \$10,000 in upgrades,” Adler says. “If \$10,000 now can get us \$70,000 at sale, it’s absolutely worth it. My goal is to make the process look seamless.”

Adler and her team of professionals enjoy guiding clients through every step of the process.

“I come over to the home and give an evaluation, a complete analysis, and recommend what I think needs to be done to increase the home’s value before a listing,” she says. “We’re looking to make improvements to get a stronger offer. And because the COMPASS Concierge program has a history of increasing the home’s value, sellers are open-minded to it. They like that they don’t have to use their own money right away to make improvements to their home. In the past, people would just sell their home as it was; there was no concierge program to go to.”

Adler deals primarily with luxury homes, but she takes pride in her ability to work with clients of all budgets and backgrounds. “I’ll work with anyone and everyone,” she adds.

Prior to launching her career in real estate, Adler worked in corporate America referral services for home improvements. Helping homeowners every day helped her decide that she wanted to open doors for clients and get to know them on a personal level.

“To be a successful real estate agent, you have to be a people person,” she says. “I think some agents run it too much like a business; they follow a prescribed business module. I never run it that way. To me, it’s always about the people. I treat clients like I’d like to be treated.”

To that end, Adler makes herself available to her clients 24/7.

“If it’s 11:30 at night, I answer the phone,” she assures. “I don’t disconnect from my clients. That’s why I’ve been so successful. In 2021, I did more than \$50 million in listings, and I did more than that last year. It’s all about doing all you can to make your clients’ dreams come true. The job requires a lot of work, but to me this work is much more than just a job.” ■

COMPASS RE

➔ **The Jamie Adler Team of COMPASS RE**
www.jamieadlersoldit.com

(610) 822-3356 office | (215) 313-6618 cell
4 E. Montgomery Ave., Ardmore, PA 19003
31 E. Butler Ave., Ambler, PA 19002