

# suburban life

Buyers and sellers turn to **Keller Williams Main Line Realtor Jody Kotler** for white-glove service, masterful negotiation skills, and impeccable results.

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**R**EALTOR JODY KOTLER'S MOTTO IS MORE THAN JUST A CATCHY SLOGAN. IT'S AN UNWAVERING PLEDGE.

"My motto is, 'Hire me and you hire me,'" says Kotler, who is affiliated with Keller Williams Main Line. "People ask what that means. What it comes down to is this: You hire me, you deal only with me. When I go to a listing, it's just me. I don't send a team member. I alone work for you."

When a client hires Kotler, they are being represented by a master negotiator with nearly 20 years of success selling homes at every price point, predominantly on the Main Line. Whether someone is looking to buy or sell, Kotler stands with them for every step of the process. He also prides himself on being "plugged in," using his well-established network to help each client fulfill their dream.

"Most people who know me would describe me as 'in the know,' so I'm used to other agents calling me and asking me what's going on," he says. "I have a very large Rolodex, so I can pick up the phone and call people to find the right person who may be interested in buying a particular house. I don't sit around and wait for something to happen; I make it happen. I *will* sell your house. There's no 'maybe' about it."

Kotler considers close relationships with his peers as a competitive advantage. In his mind, being kind and respectful to fellow Realtors pays dividends, especially for a buyer's agent.

"When you put a bid on a house, the chances of you getting that house for your client isn't great if the agent on the other side doesn't like you," he adds. "It's important to be a good human being purely on principle, but there's a business aspect to it for sure."

Testimonials from buyers and sellers alike prove that Kotler's approach has made an impact. As one client said, "Jody was always available to answer any questions I had and solve any problems that occurred. He's an amazing negotiator. He really knows the real estate business."

Keller Williams Main Line is among the fastest-growing brokerages in Philadelphia and surrounding suburbs, and agents such as Kotler are a big reason why. Since he began his career in real estate, Kotler has sold some of the most prestigious tracts of residential real estate on the Main Line. In fact, Kotler earned the distinction of being Keller Williams Main Line's No. 1 producer in volume sold (individual category) in 2022.

# Personal Best



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His success stems in part from his in-depth knowledge of the Main Line. He has lived there since the age of 14. He attended school there. He raised two children there. He works there.

"I've networked my whole life, so I know a lot of people," Kotler adds. "And when I say I know them, I know them personally. I know what's going on in the market before others do. I know listings that are coming on the market even before they come on the market. I've gotten a lot of people telling me how great it was dealing with me, that I stayed on top of things for them, that when they've called I called right back, that they never had to wait any long period of time.

"Now, if you're dealing with an agent that has 50 or 60 listings at one time," he continues, "how much time could they

really be spending on you?"

As for Kotler's memorable motto, he suggests it came about not as a result of sitting around and trying to think of something clever. Rather, it was a matter of instinct.

"It just popped out of my mouth one day," he says. "People were talking about real estate and big teams, and I said I don't need a big team, that if you hire me, you hire *me*. You deal only with me and my two amazing assistants, Jess Heidorn and Dana DeSantis, who will take you from the beginning all the way to the settlement. That's how I do business." ■

## → Jody Kotler Real Estate

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