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With each client, **Realtor® Amber Noble** strives to exceed expectations through unbridled creativity, unlimited energy, and a mindset of abundance. page 46





The Difference Maker

WITH EACH CLIENT, **REALTOR® AMBER NOBLE** STRIVES TO EXCEED EXPECTATIONS THROUGH UNBRIDLED CREATIVITY, UNLIMITED ENERGY, AND A MINDSET OF ABUNDANCE.

by **DEBRA WALLACE**
photos by **ALISON DUNLAP**

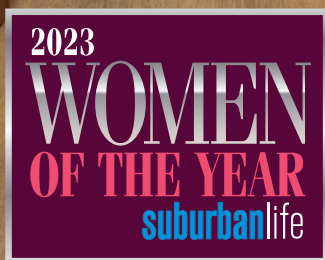
Amber Noble prides herself on being many things: a Circle of Excellence® award-winning Realtor®; a mentor to fellow business professionals; a role model for Leah, her 11-year-old daughter she describes as “brilliant” and having “autism superpowers”; and a formidable presence in every endeavor she undertakes.

As a Realtor®, Noble helps an average of 25 clients per year in Pennsylvania and New Jersey achieve their real estate goals and build multigenerational wealth. To date, Noble has helped more than 500 individuals and families build more than \$200 million in wealth through real estate ownership. She has earned accreditations as a Certified Luxury Home Marketing Specialist and a Certified Negotiation Expert. Also, as a Keller Williams Real Estate Planner, she is qualified to help seniors safely build and transfer their wealth in retirement through real estate by advising them about a variety of wealth-preservation tools including 1031 exchanges and probate sales.

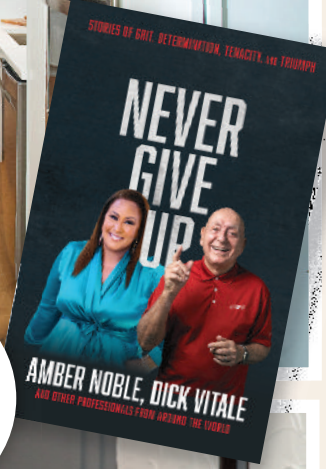
Since 2020 she has been a broker of record for more than 100 New Jersey licensees within two successful Keller Williams market centers—KW Main Line in Suburban Square and KW Philly in Center City. Collectively, those brokerages produce more than \$2.5 billion in sales per year.

“Problem-solving and remaining calm amid any storm are two of my many God-given gifts,” she says. “For me, it is all about being purpose-driven every day in creating my legacy, to always put family first, and be intentional about the work that I do and for the clients who I represent.”

A graduate of Temple University, Noble has amassed a long list of expertise beyond real estate: educator, leader, investor, motivational speaker, author, Harvard-certified negotiator, and serial entrepreneur. Prior to her real estate career, she spent two decades in the radio, TV, and music industries. She had the opportunity to work alongside some of the biggest names in entertainment. The partial list includes Will Smith, Jay-Z, Patti LaBelle, Idris Elba, Lionel Richie, LL Cool J, Laila Ali, The Isley Brothers, Eve, and The Roots.



Hair by @thekneiffrenchexperience; makeup by @iraanthonybeautylic; and photo-shoot location courtesy of @WaybarDevelopment (1379 Indian W. Indian Creek Drive in Wynnewood)



Never Give Up, a new bestselling book featuring stories by Amber Noble and Dick Vitale, among others

“I always want to leave my clients feeling that I showed up for them much bigger than they expected.”
—AMBER NOBLE



Noble has always had lofty ambitions and pursued big goals, and her “full-steam-ahead mentality.” Throughout her life, in virtually every venture she has undertaken, she has lived up to her unofficial motto: “My difference makes a difference.”

Now celebrating her 16-year milestone as a force in local real estate, Noble serves clients throughout Bucks, Delaware, Montgomery, Northampton, and Philadelphia counties, as well as across the river in New Jersey. Although she left her entertainment career behind, she still has the chance to work with big-name stars. She also represents high-profile sports figures, such as NBA All-Stars and NFL greats from the Philadelphia Eagles, the New York Giants, and the New York Jets.

Regardless of who her clients are or how much they have to spend, Noble is committed to providing every client with “white-glove service” and a concierge-level experience.

She also strives to set an example for the next generation of business leaders and entrepreneurs, especially other women. While she acknowledges the key contributions of the mentors who guided her, she also admits she had to overcome some obstacles on her own. She has an abundance

mindset, so she’s happy to share all of her learnings with others—with one caveat.

“I specifically charge them with passing on these gifts to the next woman,” she adds. “It’s about being purposeful and deliberate. I want to pay forward my knowledge to people who want to share with other like-minded, unselfish people who are eager to learn, grow, and be a blessing to others.”

Noble has become a prolific author. She contributed her stories to two new books: *Never Give Up*, featuring stories of grit, tenacity, and triumph by notable professionals, including hall-of-fame broadcaster and cancer survivor Dick Vitale; and *Empathy and Understanding in Business*, a collaboration with former FBI chief hostage negotiator, *New York Times* bestselling author of *Never Split the Difference*, and well-known podcaster Chris Voss.

In “Real Estate in an Unreal Year,” her story in *Never Give Up*, Noble chronicles a tale from the COVID-19 lockdown that exem-

plifies her approach to life and business. A client decided to sell the childhood home in Philadelphia he had inherited from his mother. Despite his intentions, he could not locate the satisfaction letter required by the title company to prove that the home was paid off. With the world shut down, his dream of moving on with his life looked dim.

“All of this was becoming stressful to his health,” she recalls. “It was not looking good for him or the sale, and he was stressed. I interceded to help him overcome what he saw as an insurmountable challenge, and we got it done. It just goes to show that when you are ready to throw in the towel, you need to keep yourself centered, focused, and never give up.”

In the current real estate market, with elevated interest rates and tight inventory, it is more important than ever to be represented by a highly capable real estate agent.

“Sellers need an agent who knows how to pivot when the phone isn’t ringing off the hook with showings or offers,” she adds. “Having true expert representation and proven advocacy is important now more than ever. COVID taught me that merely being able to get up, put my feet on the ground, and start my day feeling clear-headed and well-rested makes me count every day as a true blessing.”

Every industry has its ups and downs, including real estate. Current challenges aside, Noble says she has never been “more immersed and full of gratitude” than she is at this moment in time.

“At this phase of my life I am about being completely tapped in as a parent, as a partner, as a professional, and not having to sacrifice one for the other,” she says. “I am proud of the balance and harmony I have established in my life. It’s a constant process of checks and balances, but the self-accountability feels good.”

Looking ahead to 2024, she has one major goal—and it’s a familiar one that exemplifies her place as a leader in her field.

“I always want to leave my clients feeling that I showed up for them much bigger than they expected, and that I contributed to making everything all good in their world,” she says. “My best ‘report card’ is my clients telling me that I made a difference to them when it comes to the process of exceeding their real estate goals; that’s success to me.” ■

➔ **Amber Noble, CNE, CLHMS**
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