

# suburban life



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and high-touch client service, the  
mother-daughter Realtors of  
**Trish Dantis Real Estate Team**  
lead buyers and sellers to their goals  
on the Main Line and beyond.

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# Two of a Kind

THROUGH EXPERIENCE, KNOWLEDGE, AND HIGH-TOUCH CLIENT SERVICE, THE MOTHER-DAUGHTER REALTORS OF **TRISH DANTIS REAL ESTATE TEAM** LEAD BUYERS AND SELLERS TO THEIR GOALS ON THE MAIN LINE AND BEYOND.

BY BILL DONAHUE

**N**OW MORE THAN EVER, SUCCEEDING IN A COMPLEX AND EVER-CHANGING REAL ESTATE LANDSCAPE REQUIRES A COMPETITIVE EDGE. Enter Trish Dantis Real Estate Team of COMPASS RE.

Trish Dantis Real Estate Team has spent years sharpening its approach to helping buyers, sellers, and investors achieve their real estate goals on the Main Line and beyond. With nearly 40 years of combined experience in local real estate, Trish Dantis Real Estate Team stands apart through bespoke marketing campaigns, mastery of the subtle art of negotiation, and providing a concierge-like client experience designed to minimize stress.

Trish Dantis Real Estate Team of COMPASS RE is led by a mother-daughter tandem who share the same name. Known as “the two Trishes,” they refer to each other as Trish Sr. and Trish Jr., respectively.

Trish Sr., the team’s founder, has long been a top producer in local real estate and was ranked as America’s Best Real Estate Professionals—the top 1.5 percent out of 1.4 million real estate professionals in the United States. She attributes her success to a strong work ethic, a tailored approach to meeting each client’s needs, and an intimate knowledge of the Main Line as well as many other neighborhoods in suburban Philadelphia.

A native of Cavan, Ireland, Trish Sr. first came to the Philadelphia area to visit. She saw the United States as “a lovely place,” a home away from home where she could make a life for herself. Purchasing her own home and investment properties compelled her to earn her real estate license, with the goal of helping others achieve the same freedom and satisfaction she found by investing in real estate.



The “two Trishes,” Trish Dantis Sr. (standing) and Trish Dantis Jr.

“To do well in this business, you have to be able to earn your clients’ trust and provide results,” Trish Sr. says. “And I’m happy to say I’ve been able to do that for 25 years.”

As demand for her services increased, she realized she could offer her brand of high-touch service to more clients by adopting a team approach. She found a natural partner in her daughter, Trish Jr.

Trish Jr. grew up with a love of real estate and entrepreneurialism. Early on she had the opportunity to watch Trish Sr. help clients realize their dreams—and she even got to play a small part in the process. She has fond childhood memories of assisting her mother in the creation of property highlight sheets for open houses.

The two Trishes complement each other well. Trish Sr., who earned the title of negotiation expert, possesses deep market knowledge refined from more than two decades in the business; she has helped clients navigate an array of challenges associated with the market’s many ups and downs.

Trish Jr., meanwhile, has a particular talent for writing contracts, as well as developing custom marketing programs for properties.

“Having two of us enables us to move quickly and effectively,” says Trish Jr., a graduate of Villanova University, where she majored in Political Science and minored in Spanish. “Speed and accuracy are especially important on the buyer side, because you could lose the opportunity if you don’t get the best offer submitted in a timely manner.”

Each has invested the time and effort to acquire specialized expertise. Trish Sr. has earned the designations Certified Real Estate Specialist (CRS), Seniors Real Estate Specialist (SRES®), and Short Sale and Foreclosure

Resource (SFR®). Trish Jr. is an Accredited Buyer’s Representative (ABR®), and she also received e-PRO® certification as a master of advanced techniques in digital marketing.

Their brokerage, COMPASS, offers an innovative platform of marketing tools and technology, all designed to give agents—and their clients—a competitive advantage. Trish Jr. cites programs such as COMPASS Collections, featuring artfully curated listings that include off-market Private Exclusives; and COMPASS Concierge, a program that enables sellers to invest in vital home improvements without paying upfront costs or incurring interest. The two Trishes have also cultivated a network of trusted contractors and craftspeople who can help prepare a home for listing.

Trish Dantis Real Estate Team is intimately involved in the community in other ways. Driven by her interest in diversity and culture, Trish Jr. became a member of the Rotary Club of Ardmore. The volunteer service organization is devoted to improving the lives of others through service projects at home and abroad. For example, the organization has spearheaded projects to collect shoes for impoverished children in Venezuela, create a water well for a village in Guatemala, and provide polio immunizations to countries still threatened by the disease.

“Real estate is our specialty, but we do much more than sell houses,” Trish Jr. adds. “We’re helping to build communities.” ■

## ➔ TRISH DANTIS REAL ESTATE TEAM

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