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Seasoned family law attorney **Elissa C. Goldberg** expands her expertise to real estate—guiding clients through some of life's biggest transitions.

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Opening New Doors



Seasoned family law attorney **Elissa C. Goldberg** expands her expertise to real estate—guiding clients through some of life's biggest transitions.

BY JENNY GRAHAM
PHOTO BY ALISON DUNLAP

FAMILY LAW ATTORNEY AND MEDIATOR ELISSA C. GOLDBERG has made a career out of improving lives for clients in southeastern Pennsylvania and beyond. Now she's impacting more lives than ever by adding a new title to her already impressive résumé: a Realtor with Coldwell Banker Hearthsides in Newtown.

"Because I've been dealing with real property in asset division matters for 30 years as a divorce attorney, I have a foundational knowledge that most Realtors don't have," she says. "I'm very well versed in the trends of the real estate market. I know how to review an appraisal. I know how to look at real estate documents with a keen eye. I have been helping people buy and sell real estate for years, albeit from a legal perspective, so earning the title of Realtor seemed like a natural addition to my career in law."

Goldberg, who graduated with honors from Temple University School of Law in Philadelphia, leads her own Doylestown-based firm, The Law Office & Mediation

Services of Elissa C. Goldberg, LLC. While she has been practicing law for nearly 30 years, her foray into the world of real estate is more recent. Her careers in realty and law operate in wholly distinct silos to avoid conflicts of interest, though all of her clients benefit from Goldberg's organizational skills, in-depth research abilities, and ebullient nature.

Perhaps most notably, Goldberg's negotiating acumen helps clients in both areas of her expertise achieve their distinct goals.

"In law and in real estate, you have to be organized, efficient, and able to read complex contracts," Goldberg says. "You have to be comfortable reading statutes and be able to consider all issues surrounding a transaction."

Having worked with individuals in finance, real estate, law, and more, Goldberg is able to connect clients with trusted resources who can address concerns and answer questions in a timely manner.

Collaboration is a big part of her legal career. As a trained mediator, Goldberg has long been a firm believer in the power of thoughtful conversations. Such interaction ultimately allows clients to feel more comfortable, and in control of their lives.

"Mediation is a peaceful way to deal with a bad situation," she says. "It's private, confidential, and generally less expensive. People end up much happier because they're making their own decisions, as opposed to a judge telling them how to divide their assets and debts, or where their child should live."

An Artist's Eye

In addition to the worlds of law and real estate, Goldberg excels in the visual arts. Her work in her chosen medium, pastels, hangs in numerous galleries throughout the region. (Check out her Instagram @fineart-byelissa or visit theupstairsgallery.com to see highlights of her recent work.)

Even with the demands of dual professions, Goldberg makes time to give back to the arts world as a board member with The AOY Art Center, and as a local art instructor. She teaches at the Tyler Park Center for the Arts in Richboro, and starting in November she will host a six-week seminar, "Exploring Pastels," at the ArtWRKD exhibition space in Newtown.

Her zeal for aesthetic beauty is a source of inspiration in her realty pursuits as well.

"It's enjoyable to go into a house with prospective buyers and help them envision the possibilities," she says. "Having an artistic eye allows me to see a home that's in disrepair and envision what could be. In a house that needs to be refurbished, changing the layout or moving a sink can make a big difference. It's rewarding to help people envision their dreams."

Whether it's helping someone achieve the dream of homeownership, stewarding a legal client down a new life path, or selling her artwork, Goldberg's focus remains constant: "My goal is to create a positive transformation for clients that leads to happiness and wellness." ■

THE LAW OFFICE & MEDIATION SERVICES OF ELISSA C. GOLDBERG, LLC

107 N. Broad St, Suite 211
Doylestown, PA 18901
(215) 345-5259 | ecgoldberglaw.com

COLDWELL BANKER - HEARTHSIDE

100 Brandywine Boulevard, Suite 302
Newtown, PA 18940
Cell: (267) 987-3807
Office: (267) 350-5555
elissagoldberg.cbhre.com