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Iron Sharpens Iron

The principals of **Trish Dantis Real Estate Team of COMPASS RE** combine their talents to give homebuyers and sellers a competitive edge on the Main Line and beyond.

BY **BILL DONAHUE** | PHOTO BY **PLUSH IMAGE CORP.**

Some clients know them as “the two Trishes.” The mother-daughter tandem of Realtors who lead Trish Dantis Real Estate Team of COMPASS RE may share the same name—they refer to each other as Trish Sr. and Trish Jr., respectively—yet each possesses a unique skill set. With their combined areas of expertise, the two Trishes strive to give clients a distinct advantage in what has become a challenging real estate landscape.

Trish Sr., the team’s founder, has long been a top producer in local real estate; she has been named one of America’s Best Real Estate Professionals—a designation earned only by the top 1.5 percent out of 1.4 million U.S. real estate professionals. She attributes her lasting success to a strong work ethic, a tailored approach to meeting each client’s needs, and an intimate knowledge of the Main Line and surrounding neighborhoods in suburban Philadelphia.

“I am very fortunate to have made a lot of long-term relationships over the past 25 years,” says Trish Sr., a native of Cavan, Ireland, who fell in love with Philadelphia when she first came to the area on holiday. “It means a great deal when people contact me years after I helped them buy or sell a home; now many of them are referring their adult sons and daughters to me. You have to earn clients’ trust and provide results in order to succeed in this business. If you’re able to do that, people will remember you.”

Trish Jr. inherited her mother’s entrepreneurial nature and love of real estate. One might even say she started to learn by doing at an early age; as a child, Trish Jr. sometimes helped her mother create takeaway materials for clients’ open houses.

“Understanding the client’s needs is the foundation of what we do,” Trish Jr. says. “Whenever I meet with a new client, it’s almost like doing an interview; we spend a lot of time talking with them so we know exactly what the buyer or seller wants to accomplish. Helping someone reach their goal is the most meaningful and impactful part of this job.”

The two Trishes are near-perfect complements. Trish Sr., who is known as a master negotiator, has in-depth knowledge of the market distilled from more than two decades in the business. Trish Jr., meanwhile, has a particular talent for writing contracts, as well as developing custom marketing programs for properties.

In addition, each has invested the time and effort to acquire specialized expertise. Trish Sr. has earned several designations: Certified Residential Specialist (CRS), which is the highest credential awarded to residential sales agents, managers, and brokers; 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.

Besides the principals’ nearly 40 years of combined experience in local real estate, Trish Dantis Real Estate Team provides clients with a concierge-like client experience designed to net results. The team has also cultivated a network of trusted contractors and craftspeople who can help sellers prepare their homes for listing.

Their brokerage, COMPASS, offers a comprehensive platform of marketing tools and technology, all designed to give the two Trishes—and their clients—a competitive advantage. COMPASS Collections, for example, features artfully curated listings that include off-market Private Exclusives. Also, the COMPASS Concierge program empowers sellers to invest in vital home improvements without paying upfront costs or incurring interest.

Trish Dantis Real Estate Team has become intimately involved in the communities it serves. Trish Sr. does a lot of “quiet” philanthropic work behind the scenes, while Trish Jr.’s membership in the Rotary Club of Ardmore enables her to play a part in service projects and other initiatives to improve the lives of others at home and abroad. An annual Pancake Breakfast held the first week of October, for example, benefits the Merion Fire Company of Ardmore Firemen’s Equipment Fund. The volunteer-service organization has been hosting the event every year since 1984, with the proceeds used to purchase vital firefighting equipment not covered by municipal budgets.

“Each of us got into this business because we wanted to build communities by helping buyers and sellers achieve their goals,” says Trish Jr. “Whether by expanding our team or otherwise investing in our business, we’re always looking for new ways to evolve so we can help more people.” ■

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