

suburban life

THE BIRDS'
MAGICAL SEASON

pg.
24



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investing
in 2025,
and more

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page 46



Conquering a New World

Jamie Adler, the leader of **The Jamie Adler Team** at COMPASS Real Estate, has honed a team of Realtors eager to help clients achieve their goals in an ever-changing market.

Jamie Adler has spent the past 20-plus years honing her skills as a Realtor and building her brand. Her career took a dramatic turn in 2022, when she found “a new home” at COMPASS Real Estate. The change presented boundless opportunities—including the chance to form a team of fellow real estate professionals excited to benefit from her wisdom and experience.

“I love being a mentor to [my team] and helping them learn the business and build it the right way,” says Adler, the leader of The Jamie Adler Team of COMPASS Real Estate. “Honestly, the opportunity to grow has come from agents talking to me more than I have devoted my time to actively building it. I literally have [other Realtors] calling me all the time wanting to be part of the team.”

Relationship building comes naturally to Adler. While she’s happy to continue in her role as a leading agent—she netted more than \$44 million in sales in 2024—she enjoys showing the industry’s next generation how to follow in her footsteps.

“I try hard to give the right guidance,” she says. “Maybe there are transactions they didn’t have the opportunity to see before, or different ways to help clients achieve certain goals, or just a way of handling themselves in certain situations. ... It’s my pleasure to help them, and they have helped me, too.”

Her current team consists solely of females, though Adler says gender is not a defining characteristic; rather, they have a shared desire for flexibility, growth, and success.

“I look for women who want to build their business and are willing to work, but there’s no pressure on them,” she says. “I say, ‘Do you want to build your business? If so, come with me.’”

As part of the COMPASS family, Adler and

her team have boundless resources available to them. She cites “above and beyond” programs such as COMPASS Concierge and COMPASS Private Exclusives; the former enables sellers to invest in important home improvements without paying upfront costs or incurring interest, and the latter includes curated listings of off-market properties accessible only to COMPASS agents and their buyers.

“I have access to all these tools, including an app we use to communicate with any COMPASS agent across the country,” she adds. “If you have a client who needs a Realtor in Texas, I can use the app to find someone who works best for my client. I’ve never had a CRM (customer relationship management) platform available to me that I didn’t have to pay for my own, so I feel like I have a huge advantage.”

“COMPASS is also big on collaboration, both formally and informally,” she continues. “We have these 30-minute livestream sessions called MOMENTum Monday, and you get as many as 25,000 agents across the country on those calls; there’s a different topic each week, and you have 30 minutes to engage with other agents from around the country to see how they run their business. Even for an experienced agent like me, I’m always learning.”

Great achievement comes with its share of challenges. At present, Adler sees the greatest challenge as limited inventory, or too few houses on the market.

“In places like Lower Gwynedd, Blue Bell, and Lafayette Hill, we see very few listings,” she says. “We had 28 buyers at one of our open houses over a recent weekend. That said, the bidding wars aren’t what they were a few years ago, so I think it’s a good time for new buyers to get out there.”

Whether she’s representing a buyer or a seller, Adler never wavers on her commitment to the Golden Rule: treating others the way she would want to be treated.

“I could be working with 10 people at the same time, but none of them would ever know it because I give them my full attention,” she says. “I just worked with one young client who required a lot of time and attention, and at the end he told me, ‘You always made time for me.’”

And she always will make time, be it for a buyer or seller looking to make a move, or a team member eager to move up in the world by learning from her example.

“I tell all my clients that I’m available when they want me to be available; it’s about them, not me,” she adds. “It’s their story to tell, and my goal is to listen and help them get to the finish line.” ■

The Jamie Adler Team at COMPASS Real Estate

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