

by Bill Donahue

The Ady and Megan McGowan Team delivers the knowledge, expertise, and hands-on client experience needed to help Main Line homebuyers and sellers achieve their goals.

The Ady and Megan McGowan Team includes (clockwise from upper left) George Bittles, Amy Croce, Debbie Van Dusen, Megan McGowan, and Ady McGowan. Not pictured: Richard Downes.

Driven by Results

Megan McGowan was 10 years old when her mother, Ady McGowan, embarked on a new career as a Realtor serving the Main Line and other parts of Chester, Delaware, and Montgomery counties. Megan saw Ady devote her heart and soul to helping members of the community achieve their real estate goals, and a parade of accolades and satisfied clients followed.

"Ady has been a force in Main Line real estate for almost 40 years," Megan says. "She's been a top producer from the very beginning; she won the 'Rookie of the Year' award in her first year. When you meet her, you see she just has a remarkable way with people. I've learned a lot by watching and working with her, and we complement each other very well."

The mother-daughter partners co-lead the Ady and Megan McGowan Team of Berkshire Hathaway HomeServices Fox & Roach Realtors. Given their 60 years of combined experience (38 for Ady, 22 for Megan), Ady and Megan truly live up to their team's official tagline: "Expert Knowledge. Unparalleled Experience. Proven Results." Together they guide a team of Realtors devoted to providing a memorable experience for every client.

"In order to do well in this business, you have to eat, drink, and sleep real estate, but what we do involves much more than selling homes," Ady says. "Building relationships is the heart of what we do. We spend so much time with our clients that we become part of their lives, and we stay in touch with them after the transaction."

For sellers, Ady and Megan pride themselves on their efforts to thoroughly prepare each new

listing for market, complete with effective staging and customized marketing plans. As a result, the McGowan Team has amassed a long list of rave reviews; more than 80 percent of their business comes from referrals and repeat clients. Ady says she's now working with the third and fourth generations of clients' families.

"We enjoy what we do," Megan adds. "We're particularly well known for our negotiation skills. It feels good to help people and to know you got the best outcome for your client. Ady and I both like to win."

Megan's competitive spirit dates back to her youth. She was an elite athlete who played multiple sports, most notably basketball and field hockey, for the Academy of Notre Dame de Namur and then Lafayette College. Having studied economics and business in college, she pursued a career path far removed from real estate. She was working for a hedge fund in California when she decided to "come home" in the aftermath of the Sept. 11, 2001, terrorist attacks. After earning her real estate license, she began learning the business from the ground up.

All members of the McGowan Team exemplify each of Berkshire Hathaway HomeServices' foundational values: trust, integrity, stability, and longevity. Ady adds another core tenet to the list: loyalty. She began her career with Merrill Lynch, which was later sold to Prudential, which in turn joined the Berkshire Hathaway family in 2013. Essentially, she's been with the same organization since the inception of her career.

While Megan has taken more of a leadership



The Ady and Megan McGowan Team of Berkshire Hathaway HomeServices Fox & Roach Realtors

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role in their partnership, Ady has no intention of stepping away anytime soon. She enjoys it too much, and she still has too many people to help. As Megan says, "She doesn't know how *not* to work. She's busy 24/7, and that's the way she likes it."

The McGowan Team has earned the BHHS Chairman's Circle Diamond Award for exceeding the highest levels of sales and services, an achievement attained by less than half of 1 percent of Realtors in the nation. In addition, the McGowan Team was the first to win the Legend Award for 25 consecutive years of attaining the prestigious Chairman's Circle Award.

While some Realtors will try to represent clients no matter where they want to move, the McGowan Team focuses its attention squarely on the historic Main Line towns and neighborhoods they know so well, along with other swaths of Chester, Delaware, and Montgomery counties. Whether it's a first-time homebuyer, a growing family looking to move into a larger home, or an older adult who intends to downsize from their long-time luxury property, the McGowan Team is prepared to provide a hands-on experience that delivers results. ■