

Lisa Giannetto Santilli, Recognized by BestAgents.us as a 2024 Top Agent

Lisa Giannetto Santilli: A Leading Realtor in the North of Boston Region



New York City, New York Oct 11, 2024 ([IssueWire.com](https://www.issuewire.com)) - Lisa Giannetto Santilli, a prominent figure in the real estate industry, has been consistently recognized for her outstanding performance and dedication since her debut in the field in 2002. Named Rookie of the Year in her first year, Lisa has maintained her status as a top-producing realtor, consistently ranking in the top 10% nationally. Affiliated with Classified Realty Group, she has a wealth of experience and expertise specializing in homes, condominiums, land, and investment properties in the cities and towns north of Boston.

As a longtime resident of North Reading and a recent transplant to Middleton, Lisa brings an intimate knowledge of the local market that benefits her clients immensely. Licensed in both Massachusetts and New Hampshire, she is dedicated to guiding buyers and sellers through every step of their real estate transactions. Lisa ensures her clients' best interests are represented, from negotiations to contract execution, showcasing her commitment to exceptional service.

Local Expertise and Community Involvement

Having been born and raised in Middleton, Lisa possesses a deep-rooted understanding of the community and its surroundings. Middleton is known for its fantastic location, with easy access to beautiful beaches, lakes, rivers, and top-notch schools. Lisa appreciates the strong sense of community present in Middleton, making her an invaluable resource for clients looking to buy or sell in the area. Her familiarity with local neighborhoods and market dynamics allows her to provide informed guidance, whether for first-time homebuyers or seasoned investors.

Lisa's professional journey began after graduating from Boston University Questrom School of Business, where she worked as a financial analyst and accountant at Fidelity Investments. Her analytical background serves her well in real estate, where she meticulously studies pricing trends and analyzes recent sales and market data. This thorough understanding ensures that her seller clients price their homes correctly from the start, while her buyer clients are equipped to avoid overpaying.

A Passionate Advocate for Clients

After a decade as a stay-at-home mom, Lisa made the transition into real estate when her youngest child entered first grade. Inspired by the agent who sold her own home, she immersed herself in this new career path with enthusiasm. Lisa's passion for helping people navigate the complexities of real estate transactions shines through in her approach to client relationships. Known for her friendly, caring, compassionate, and honest demeanor, Lisa listens attentively to her clients' needs and goals, guiding them throughout the buying and selling process.

Her strong work ethic and attention to detail ensure that each real estate experience is efficient and well-organized. Whether representing a seller or a buyer, Lisa structures transactions to her clients' best advantage. Her comprehensive grasp of contract negotiations, current market information, and state-of-the-art marketing strategies, combined with a full-service team, provides a significant advantage for her clients.

Commitment to Professional Excellence

In her pursuit of excellence, Lisa maintains active memberships in several local and national referral groups composed of highly successful real estate agents. She is a member of the National Association of Realtors, the Massachusetts Association of Realtors, the Greater Boston Real Estate Board, the Residential Real Estate Council, the Institute for Luxury Home Marketing, the Senior Real Estate Specialist Council, MLS Property Information Network (Greater Boston MLS), and New England Real Estate Network (New Hampshire MLS).

Lisa understands the importance of ongoing education and networking to remain informed about matters affecting real estate. To differentiate herself from the competition, she has earned numerous specialty designations and certifications, including Certified Residential Specialist (CRS), Certified Luxury Home Marketing Specialist (CLHMS), Seniors Real Estate Specialist (SRES), Certified Negotiation Expert (CNE), Certified Buyer Representative (CBR), and At Home with Diversity® (AHWD). Additionally, as a Notary Public, she offers complimentary notarizing services upon request.

Community Engagement and Personal Life

Affectionately known as the “number cruncher” in her office, Lisa’s keen interest in market trends and data analysis allows her to navigate shifts in the real estate landscape effectively. Her approachable demeanor and patience have earned her high praise from clients, who appreciate her genuine desire to help. Recently, Lisa was selected as a preferred vendor for the Brooksby MA Community, focusing on assisting residents transitioning from independent to assisted living.

Above all, Lisa attributes her success to her unwavering dedication, hard work, and kindness. Her belief in the “Know, Like, and Trust” philosophy empowers her to connect deeply with clients, fostering lasting relationships built on trust.

On a personal note, Lisa is married to Mike Santilli and is the proud mother of two adult children, Michael and Lauren. She is also a mother-in-law to Courtney and a doting “Nonna” to her grandchildren, Brayden and Mason. While residing in Middleton, Lisa and Mike enjoy their second home in Wells, Maine, where they spend quality time together and with family. In her free time, Lisa enjoys participating in clubs, reading for pleasure, and cherishing moments with her grandchildren.

Learn More about Lisa Giannetto Santilli:

Through her Best Agent’s profile, <https://bestagents.us/profile?agent=2123008>, through Classified Realty Group, <https://www.classifiedrealtygroup.com/lisa-giannetto-santilli/> or through her website, <https://www.lisasantilli.realtor/>

About Best Agents

Best Agents recognizes the top real estate professionals across the nation to help buyers, sellers, and investors match with the most qualified agents in their area. Best Agent's comprehensive database of real estate professionals features agents by local expertise, verified licenses, transaction history and specializations to make sure that consumers are provided with the highest level of knowledge, seamless end-to-end service and transparency in the buying and selling process.

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