

# TOP AGENT

MAGAZINE



*Beth Dickerson*



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Being able to do what one loves is the goal for many. Unfortunately, that goal is easier said than done for most. In the case of real estate agent Beth Dickerson, she is one of the exceptions to the rule.

“I love my job,” professes Beth. “I love going to work and interacting with people. I love finding and bringing joy to people and making them happy. It’s something different everyday.”

While in college studying business in the late 80’s, Beth began doing rentals to generate extra income. “I decided to stay with it as my success was good,” she says. Turned out Beth was so good that by her second year she became one of the top brokers. In 1986, she decided to go full time, thus starting her love affair with real estate.

With 26 years of industry experience under her belt, Beth and her team at Dickerson Real Estate have merged with Gibson Sotheby’s International Realty and have built a strong presence serving the Downtown Boston, Brookline, Beacon Hill, the Back Bay and South End neighborhoods.

“I cover it all,” says Beth, who over the years has listed and sold over 700 properties totaling nearly 1 billion dollars in sales. “I work with listing agents, buyers, and agent relocation. I list, sell and rent luxury homes, condos, townhouses and brownstones. (There’s) a lot of high end luxury rentals.”

Living in downtown Boston for as long as Beth has gives her an advantage over other agents in her area. “I’m very loyal to the area,” she says. Available seven days a week to do



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whatever it is that is needed of her, Beth's clients say she is not only hard working, but quickly boast of her honesty and integrity.

"Beth Dickerson is on top of her game," says Chris and Beth Madison, two of her former clients. "Her experience, knowledge of the market, and integrity make her the best REALTOR® with whom we have worked. She is honest, never pushy, and always looked after our best interest."

"Beth Dickerson has assisted in our last five real estate transactions - the purchase and sale of two homes, as well as the sale of a parking space," testify Amy and Paul Harden. "Each of these transactions went smoothly, which is a testament to Beth's professionalism, knowledge of the market and her thorough approach."

When it comes to negotiating the deal, Beth gets high marks from Mark and Maribeth Brostowski. "Beth negotiated tirelessly for our home, never losing sight of our objectives. Beth is hardworking, bright and full of integrity."

In 2012 alone, Beth was responsible for \$130 million in sales, ranking her 27th in the country according to the Wall Street Journal. While she has her own fan page, LinkedIn and website, [www.bethdickerson.com](http://www.bethdickerson.com), where she lists homes and blogs, she still relies heavily on person-to-person contract and referrals to build her business.

"If you keep popping up in searches and on listings people will contact you, but a lot of times people don't say where they found you," says Beth. "I think it (social media) serves a



purpose but I'm not sure of the total impact on our business model."

Something that has made a definite impact is Beth's philanthropy work. For over 10 years she has been a Co-chair and Committee member for the Massachusetts General Pediatric Hospital for Children, while also serving as a member for the Perkins School for the Blind, Emerald Necklace Park Conservancy, Community Music Center of Boston, and the Boys & Girls Club of Boston. Beth also makes charitable contributions to dozens of other organizations throughout the Boston area, in addition to being President of the Downtown Council of the Greater Boston Real Estate Board.

Whether she is taking care of her community, her clients or her two children, for Beth it's all about living by the Golden Rule. "Treat everyone with respect and how you would like to be treated no matter who they are or what they do, business and personal," she says.

Not only is philanthropy good for the soul and the community, but Beth says for new agents just starting out, getting into it is also good for meeting people. "You can't wait for the phone to ring," she advises. "You got to get out and get yourself known. Don't be afraid to ask for referrals."

As Gibson Sotheby's International Realty's No. 1 agent and with all the referrals one could want, there's not much more Beth can accomplish that she hasn't already. When it comes to her five year plan, it all comes back to love.

"To love what I do is a big enough goal for me," she states. "I'm just thankful that I love what I do."

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