



Phil Dyson got his start in real estate 15 years ago, after a successful turn working in Information Technology. He'd been exposed to the industry while providing IT support to a home loan company and instantly became intrigued by the limitless possibilities of the real estate world. After earning his license in 2003, Phil launched his own business, Lighthouse Real Estate Brokerage, just five years later. Today, he has carved out a steadfast reputation for professionalism, follow-through and utmost integrity.

Licensed throughout the State of Maryland, Phil primarily serves the Baltimore metro area, and has made inroads into Prince George's County, as well. He leads a capable, tight-knit team at his office based in Lutherville, and cultivates a robust 40% of his business from repeat and referral clientele. At the heart of his success, Phil cites honesty and high-quality service as the primary drivers of his professional philosophy. "I'm an honest and true professional. People know if you care and are focused on their needs. It's important to always do the right thing," he says. "In some situations, it may not be popular or benefit you monetarily, but you can't be shortsighted. If you do the right thing, it'll pay off in the long run."

What's more, Phil and his team at Lighthouse Real Estate Brokerage offer a range of services to meet all his clients' unique market needs. From full-service property management to experience in commercial resale and leasing options, clients of all kinds turn to Phil as a one-stop-shop for his real estate expertise. "I don't pigeonhole myself into just one area," he says. "People choose to work with us because they want to feel they're working with professionals. They're confident we'll be able to help them with their needs."

When it comes to growing his business, Phil's service

creates a lasting connection with clients, while empowering his sphere of influence. This not only accounts for his healthy rate of repeat and referral clientele, but also speaks to his ability to deliver hard results when it counts. "I recently closed a deal for a husband and wife, and less than two months later, I helped the wife's father buy a house, as well. Then, that led to working with his son and daughter-in-law," Phil explains. "If you're able to help people, your business will grow."

To market his business and garner new opportunities to serve others, Phil often partners with area mortgage professionals to host informational seminars and home buying events. Likewise, his natural affinity for his work and passion for people keeps business on an upswing. "I love seeing people get excited about finally doing what they thought they couldn't do, when they weren't sure they'd be able to get in the right position to buy or sell a home," Phil says. "When they realize it's possible, I love seeing their excitement and being the one to help guide them through that process. It reminds me of a verse from the Bible: 'All things are possible to them that believe.'"

To give back to his community, Phil is strongly bonded with his church family and supports his church's missionary efforts in Jamaica. He also mentors middle and high school students, sharing his experience and opportunities in STEM fields. In his remaining free hours, Phil most enjoys spending quality time with his wife and kids, traveling, and fellowshiping with his church family.

Looking ahead, Phil has plans to continue to grow his business and mindfully add to his team over time. His foremost goal is to maintain the high caliber service his clients have come to expect, while expanding his reach and ability to serve his community through the pursuit of homeownership. "I really have a driving motivation to help people," Phil reflects. "It's what keeps me going. I appreciate God every day for what He provides for me and what I'm able to share with others."

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