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LAUREL SETTLEMENT GROUP

A New Approach to Real Estate Closings

In the complex and often intricate world of real estate, having seasoned experts by your side can make all the difference. Jennifer Learn and Keith Nicola, at the helm of Laurel Settlement Group, lead a team of dedicated professionals, creating a one-stop shop for all things real estate.

This dynamic firm offers comprehensive services, including residential and commercial real estate closings, options on refinancing, as well as assistance with negotiations and documentation relating to a closing. Being a closing company and law firm allows them to handle every aspect of a transaction, making it convenient and timely for their clients. “If we have a deal that needs an easement, or any other type of agreement, we have the ability to keep everything in-house,” Jennifer explains. “Even after the deal is done, we are available for post closing questions as well as help with estate planning, opening a business, and any other legal matter.”

Jennifer, who is from Youngwood, Pennsylvania, earned an Associate degree in Legal Assisting and continued her educational pursuit at the University of Pittsburgh, where she achieved a Bachelor’s degree in Legal Studies. She initially started out with a small business working in paralegal services, offering her invaluable expertise to various attorney offices. Additionally, she performed title examinations and worked in the oil and gas industry on complex oil and gas abstracts. Yet, even in the midst of this diverse legal landscape, Jennifer found herself gravitating towards real estate. “That was always my focus.”

Keith, who grew up in Shaler, Pennsylvania, earned his degree in engineering from Lafayette College and began his career working in software sales. Seeking a new career path, he then decided to pursue a law degree and attended the

University of Dayton School of Law. Having worked in private practice since 1995, Keith brings specialized knowledge in real estate - estate planning, estate probate, and other legal matters.

It was after law school that Jennifer and Keith crossed paths and began working together. Their 25 year business relationship and friendship is explained by Jennifer, “We both decided that we loved real estate and our focus should be to run a closing company that was different from the rest... that’s when Laurel Settlement Group LLC was created.” She continues, “We knew we had the knowledge and expertise, but wanted to make sure our clients left the closing table having a great experience and knowing that they could come back to us post-closing for any other legal needs.”

Jennifer, Keith and the team at Laurel Settlement Group find immense fulfillment in their work. For them, it’s not just about transactions; it’s about the personal touch they bring to every deal. “I always say to our team, for the buyers and sellers in a transaction, it is both exciting and overwhelming.” In order to accomplish that, they strive to keep an open line of communication in order to keep their clients on track. Witnessing a young couple purchase their first home is a heartwarming experience, and Jennifer and Keith strive to make it a pleasurable and memorable journey for them. “I never want to lose the personal touch we have with our agents and their clients, both buyers and sellers,” Jennifer asserts.

Laurel Settlement Group’s edge in the industry is their wealth of experience. Each team member brings extensive knowledge to their respective roles. Jennifer and Keith have a seamless and intuitive working relationship where they understand each other’s thoughts and actions before they even communicate them.

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With their recent move into a brand-new building, renovated from the top down, the Laurel Settlement Group unveiled a new slogan that encapsulates their mission, “We are the key to your next real estate closing.” They embody this message by offering unmatched expertise and personal dedication to their clients.

Jennifer’s current passion is all about the personal touch. She believes in building lasting connections with clients, remembering their birthdays, congratulating them on special events, and taking that extra step to show that they genuinely care. To enhance



Jennifer Learn



Keith Nicola

their presence and connect with the community, Jennifer launched a podcast called “Wine and Title Wisdom with Jennifer.” This initiative has not only earned them recognition but also helped in their networking efforts and advertising. The firm maintains an active presence on social media, sharing their agents’ listings and connecting with clients on a personal level.

Laurel Settlement Group also offers a unique membership opportunity for qualifying agents. By becoming part of their team, agents can earn passive income and have first-hand help with negotiating agreements and answers to legal questions, reinforcing their commitment to fostering relationships within the real estate community.

Members also have use of an app called PalmAgent which was developed with the



help of the Laurel Settlement Group team. Agents import basic property information and the app calculates title and closing costs immediately. “PalmAgent is an awesome app for agents for quick access to calculations and comparisons, home reports, and interesting marketing ideas. We are happy to be able to bring this technology to our real estate agent family,” Jennifer says.

Beyond their professional commitments, Keith is an avid outdoorsman who enjoys hunting, fishing, and hiking. He and a group of life-long friends seek adventure every year, finding new places to visit. “I love to mountain climb and have summited almost 20 mountains with peaks over 14,000 feet including Mt. Rainier, Mr. Whitney and Longs Peak,” Keith says. Keith is also on the Board of Directors for the Vandergrift Improvement Program (VIP) helping with community projects and real estate improvements in this region.

Jennifer also enjoys a rich personal life. She has been married for 22 years to her husband, Scott, who is a dentist. Their son, Brandon, is a sophomore at Washington & Jefferson College and is a member of the President’s basketball team. Jennifer enjoys volunteering her time as a Court Appointed Special Advocate (CASA), working closely with children in the foster care system who are looking to be adopted. She is also on the Board of Directors of the Stoneybrook Foundation located in Acme, Pennsylvania, which helps children and adults with special needs through a therapeutic partnership with horses.

With Laurel Settlement Group, you get a team of experienced closing specialists who understand that buying or selling a home is a big deal. “We treat everyone with a personal touch. We keep up with trends and technology, as well as continued education for our team and our agent members,” Jennifer states. “We want buyers, sellers, agents and lenders all to walk away feeling they have had a great experience with us.”