

CAROLYN  
YOUNG  
TEAM  
PURE ENERGY



RE/MAX®

Direct: 703.297.8085

[www.carolynyounghomes.com](http://www.carolynyounghomes.com)

TOP 100 TEAM IN THE USA  
#1 RE/MAX Team in VA, MD, and WV



**#1 TEAM  
VIRGINIA**

**#1 TEAM  
MARYLAND**

**#1 TEAM  
WEST VIRGINIA**

CAROLYN  
Y O U N G  
TEAM  
PURE ENERGY

TOP TEAM  
REALTRENDS

TOP 1.5%

OF ALL AGENTS & TEAMS NATIONWIDE



REALTRENDS | TomFerry

AMERICA'S BEST  
REAL ESTATE PROFESSIONALS

#1

LARGE TEAM  
BY SALES VOLUME  
IN VIRGINIA

E: CAROLYN@CAROLYNYOUNGHOMES.COM

P: 540.454.1600

#THECAROLYNYOUNGTEAM



Direct: 703.297.8085

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# CAROLYN YOUNG TEAM

PURE ENERGY

## TOP PRODUCING TEAM

**Certificate of Recognition**  
is hereby granted to  
**Carolyn Young Team**

In recognition of achievements in the  
**2021 DAAR  
Top Producing Team**

*Amanda Brewer*  
Amanda Brewer  
CEO, Dulles Area Association

**DAAR**  
Dulles Area  
Association of REALTORS®

**CAROLYN  
YOUNG TEAM**  
Pure Energy

**DAAR #1 TOP PRODUCING TEAM**



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**CAROLYN**  
**Y O U N G**  
**TEAM**  
 P U R E E N E R G Y

# Carolyn Young Team Agent Partners



**Carolyn Young**  
 Team Leader



**Hans Schenk**  
 Agent Partner



**Melissa Donnelly**  
 Agent Partner



**Mona Botwick**  
 Agent Partner



**Heather Stauffer**  
 Agent Partner



**Bill Fowler**  
 Agent Partner



**TracyLynn Pater**  
 Agent Partner



**Lisa Bergman**  
 Agent Partner



**Tammi Tulloch**  
 Agent Partner



**Ruth Jacobsen**  
 Agent Partner



**Sara Phelps**  
 Agent Partner



**Joleen Haymaker**  
 Agent Partner



**Nick Zarou**  
 Agent Partner



**Maribel Duarte**  
 Agent Partner



**Leisa Rice**  
 Agent Partner

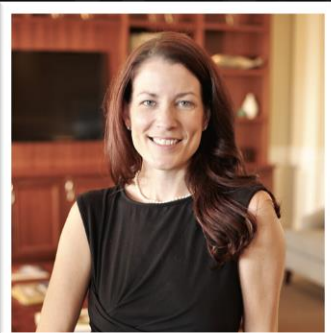


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**CAROLYN  
Y O U N G**  
TEAM  
PURE ENERGY

FULL TIME SUPPORT STAFF

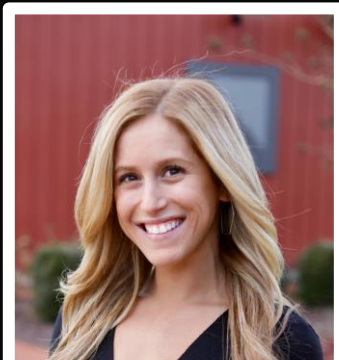


**Calissa Misiewicz**  
Listing Manager

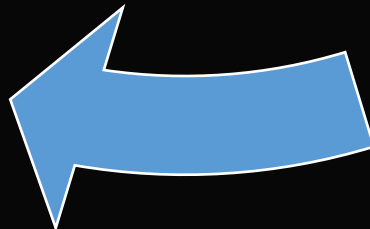


**Crystal Goetting**  
Marketing Manager

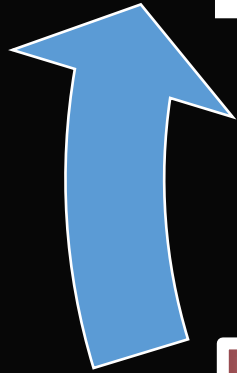
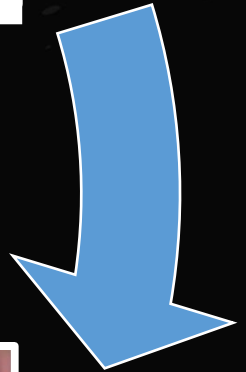
**Sold**



**Shayna Goldstein**  
Transaction Manager



**Debbie Nasser**  
Sales/Lead Manager



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YOUNG**  
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Inside Sales Associates -  
WE DON'T WAIT FOR YOUR  
BUYERS - WE FIND THEM!



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# NATIONAL SPEAKER & TRAINER – REAL ESTATE INDUSTRY LEADER



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**CAROLYN**  
**Y O U N G**

**T E A M**

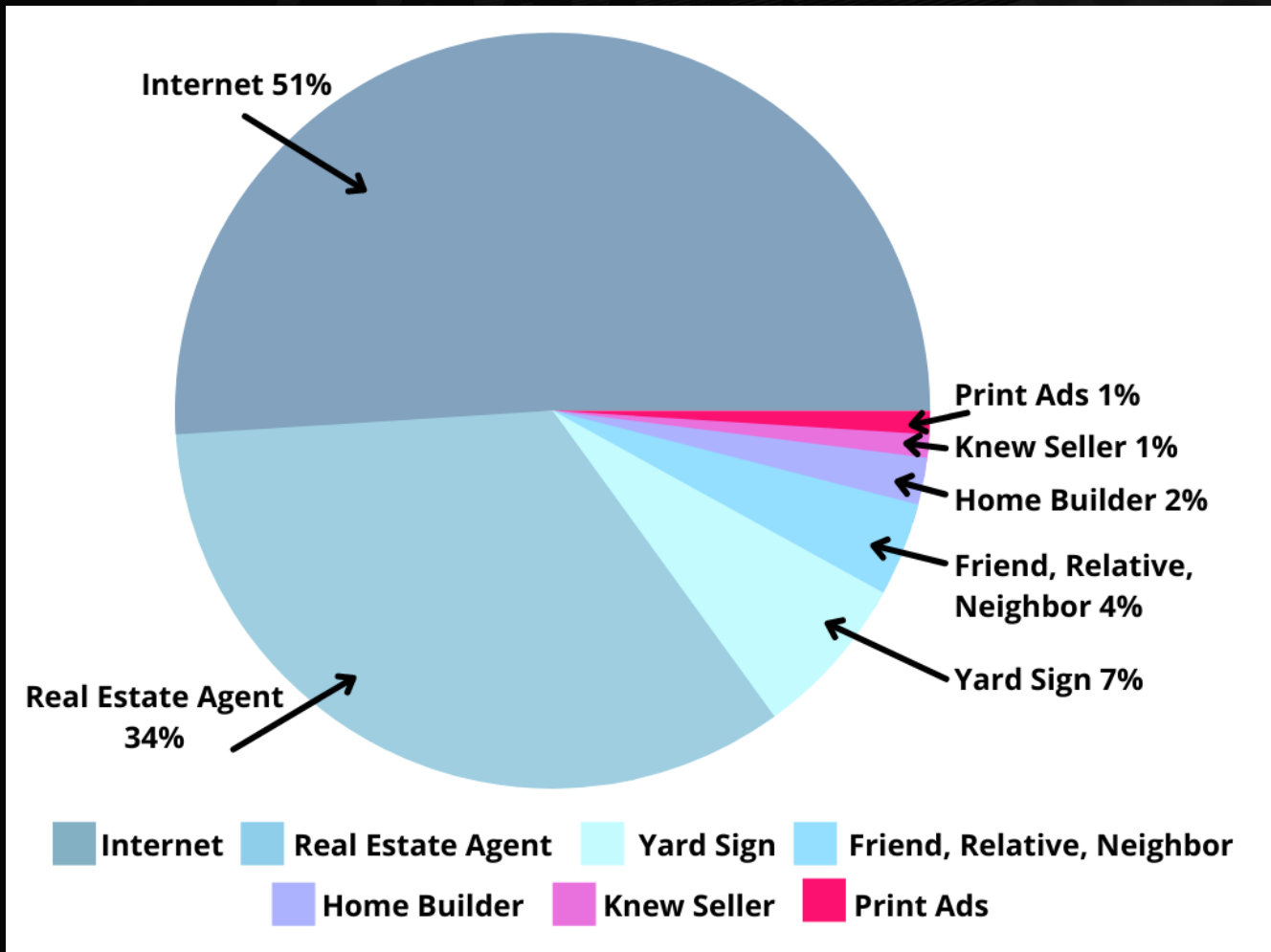
P U R E E N E R G Y

**You**  
**Tube**



**RE/MAX<sup>®</sup>**

# WHERE THE BUYERS COME FROM



# PREMIER PACKAGING

**PRESENTED BY:**



**PASSIVE REALTY**



**CAROLYN YOUNG TEAM**

# MODERN PROACTIVE MARKETING



Included Services	Carolyn Young Team	Passive Patti
Sign	✓	✓
Lockbox	✓	✓
Professional Photos	✓	✗
Paid Placement/Google Adwords	✓	✗
Demographic Marketing	✓	✗
Communication	✓	✗
Modern Proactive Marketing Plan	✓	✗

# PRE-MARKETING CAMPAIGN



**We sell on average 24% of our OWN listings!!**

INCLUDED SERVICES WITH THE CAROLYN YOUNG TEAM	
Private networking to 5500+ Agents	✓
Geofencing to Locate Potential Buyers	✓
Mapping Search	✓
Private Networking to 10,000+ Buyers	✓
In-House ISA calls to Buyers w/ matching criteria	✓
Google Ad-Words	✓

# WE ARE A ZILLOW PARTNER




Best of Zillow program is a way to acknowledge participating Zillow Premier Agents who have customer experience scores of 90+ and we are PROUD to receive this honor!

5 STAR ZILLOW  
AGENT PARTNER



Virginia - Leesburg - Carolyn Young
Manage your profile | Print page | Report a problem



Lead of Carolyn Young & Associates  
**Carolyn Young**  
ReMax Premier  
Zillow Premier Agent <sup>1</sup>  
★★★★★ 5.0 • 249 Reviews  
293 sales in the last 12 months

**Highly likely to recommend** | 5.0★ [Report a problem](#)

05/21/2022 - seasidesoapandspritz  
Sold a Single Family home in 2022 in Hagerstown, MD.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

AMAZING! This was the easiest real estate transaction we have ever been through. Carolyn and her team were quick to respond to any questions or issues. We were kept informed of the process and went from newly listed to the settlement table in no time. We look forward to having Carolyn and her team handle our real estate needs in the future. Outstanding service, outstanding people, outstanding results!

**Highly likely to recommend** | 5.0★ [Report a problem](#)

04/07/2022 - cyndyhuddleston7  
Sold a Single Family home in 2022 in Leesburg, VA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Carolyn Young helped us buy our home almost 20 years ago and we knew she was the first person we would call to sell it. She and her team always go above and beyond whether it was help determining what I did/didn't need to refresh before putting the house on the market to helping find a contractor to make requested repairs to generating 35+ (!) potential buyers who visited the first weekend it was on the market. She is so knowledgeable and a savvy negotiator. The house sold the first weekend well above our asking price. We could not be happier.

**Contact us**

Name

Phone

Email

Message (optional)

**Contact us**

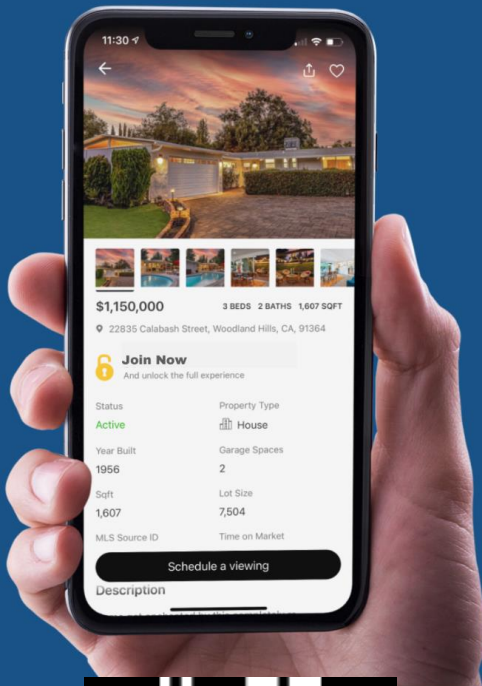
**Professional Information**

Broker address:	ReMax Premier 602 S King St # 202 Leesburg, VA 20175
Cell phone:	(703) 940-0686
Websites:	Website, Facebook, Twitter, LinkedIn
Screename:	Carolyn Young
Member since:	05/01/2011
Real Estate Licenses:	616833 (MD) SL3279622 (FL) WV0022361 (WV) 0225023781 (VA)

# CAROLYN YOUNG TEAM APP

Your Home Easily Available to Buyers on ALL their mobile devices!

MLS at your Fingertips



Download Free Today!



**Carolyn Young  
 Team**





## GEOFENCING

Targets An Ideal Buyer Audience directly on their mobile devices with relevant marketing specific to your home



YOUR HOME FOUND EASY  
WE DIRECT BUYERS TO YOUR HOME USING  
ONE OF THE NATION'S TOP GOOGLE  
ADWORD VENDORS – "PPC"



# MEGA OPEN HOUSE

You're Invited Mega Open House



**WINE AND CHEESE  
 APPETIZER STATION**

**COFFEE BAR  
 SMOOTHIE BAR**

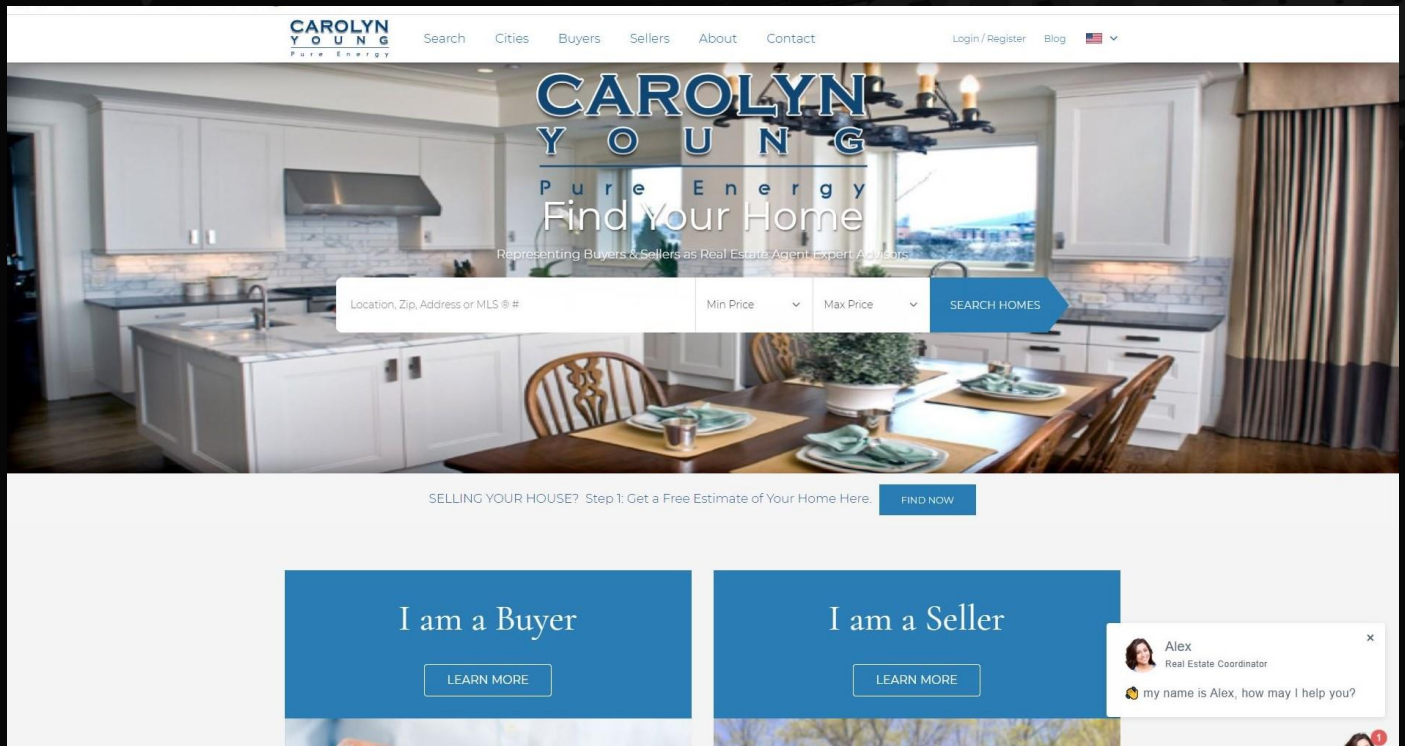


**Carolyn Young**  
**703.297.8085**  
**carolyn@carolynyounghomes.com**

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Our Personal Website Connecting Buyers  
to Your Property



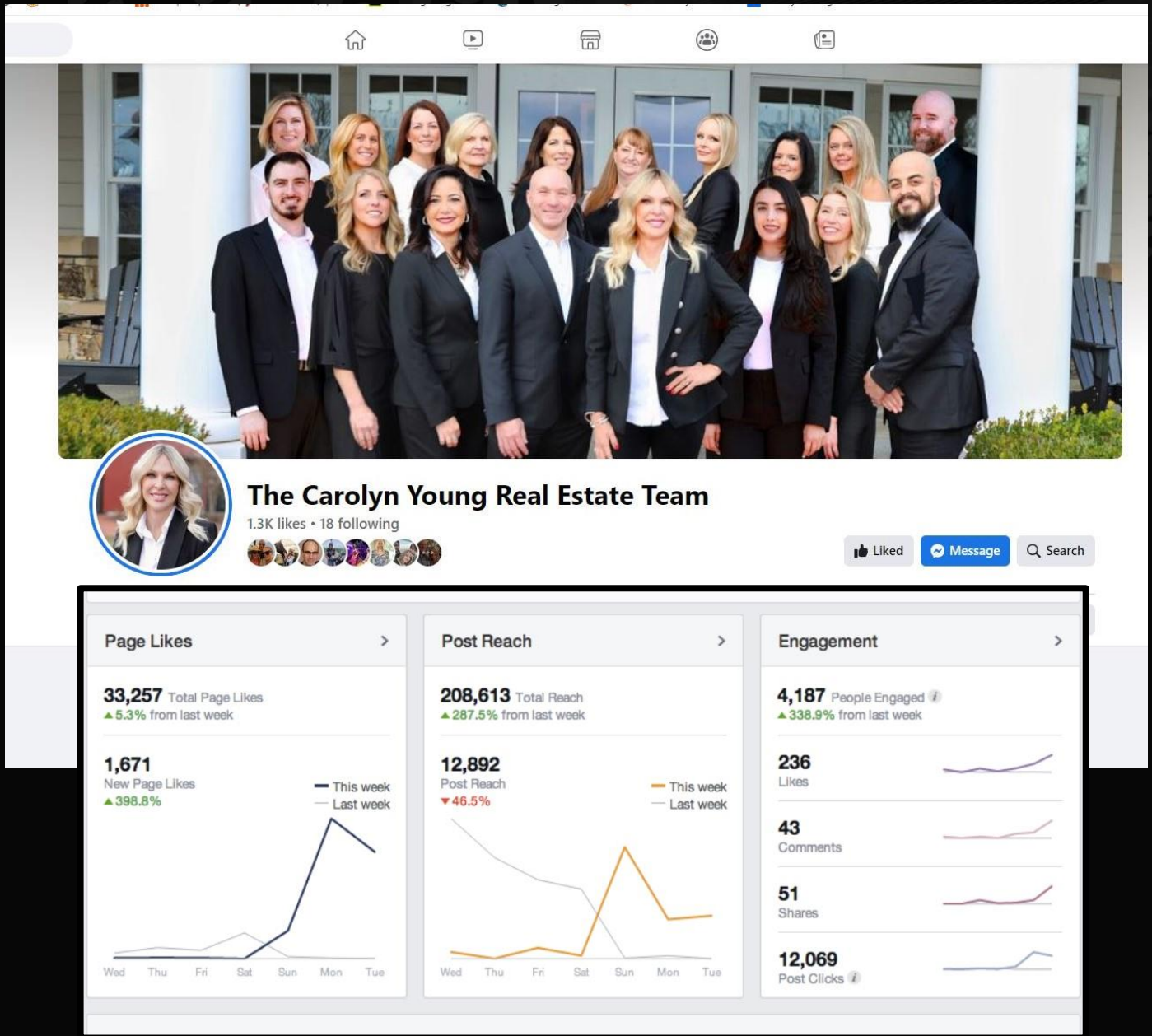
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# F A C E B O O K

## Maximum Social Media Exposure



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# CAROLYN YOUNG TEAM PURE ENERGY

LET US CONNECT YOUR LISTING  
NATIONALLY AND GLOBALLY  
MORE DEMAND = MORE OFFERS



An international network of over 120,000+ agents operating in over 100+ countries is part of what makes RE/MAX the industry's most productive network.

**RE/MAX.com has over 110 million visitors a year year**



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**WE MAY HAVE YOUR BUYER!!  
OUR PERSONAL DATABASE HAS  
10,000+ BUYER LEADS**

1-100 of 10751

Manage Leads | Assigned Leads | Pond Leads

All Leads | Recruit | WV/MD Recruit | Reassigned 7 Days | Last Active 0/45 Days | reg with/in 45 days - 14 no contact | Sean RG | Zillow - To SISU | Buyer Set - Not Met | Flex - Rejected | Flex Connections | Vulcan 7 | Flex - Future | Advanced Search

Bulk Actions with selected | All Statuses | All Agents | Registered (Newest) | 1-100 of 10751

Status	Lead Information	Phone Status	Email Status	Visits	Registered	Listings	Alerts	Agent Action	Tasks / Activities
New	AV + Add Short Summary	0 Calls 1 Text 18 minutes ago	1 Email 23 minutes ago	0 Visits n/a	29 mins. ago 3rd Party Service Zillow.com	1 View \$595k	1 e-Alerts 0 Unsub. 0 Mkt Rpts 0 Unsub.	14 minutes ago by Carolyn Young Donna Kiester	Email Today Thank You for Yo... GGMS - Direc...
New	SM + Add Short Summary	0 Calls 1 Text 14 hours ago	1 Email 14 hours ago	0 Visits n/a	A day ago 3rd Party Service Zillow.com	1 View \$895k	1 e-Alerts 0 Unsub. 0 Mkt Rpts 0 Unsub.	4 minutes ago by Carolyn Young Donna Kiester	Email Today I tried reaching o... GGMS - Direc...
Prime	MD Appointment set with mdavis.md1...	0 Calls 1 Text 15 hours ago	2 Emails An hour ago	0 Visits n/a	A day ago 3rd Party Service Trulia.com	1 View \$445k	1 e-Alerts 0 Unsub. 0 Mkt Rpts 0 Unsub.	An hour ago by Sierra System Kerry Stagman	Phone Call In a day Phone Call GGMS - Gene...
New	SD (1152) 3429-1301 + Add Short Summary	0 Calls 1 Text 16 hours ago	2 Emails 16 hours ago	0 Visits n/a	A day ago 3rd Party Service Zillow.com	1 View \$250k	0 e-Alerts 0 Unsub. 0 Mkt Rpts 0 Unsub.	16 hours ago by Sierra System Ruth Jacobsen	Email Today I tried reaching o... GGMS - Direc...
New	AV Asha Vincent	0 Calls 0 Texts	2 Emails 17 hours ago	0 Visits n/a	A day ago 3rd Party Service Zillow.com	1 View \$510k	0 e-Alerts 0 Unsub. 0 Mkt Rpts 0 Unsub.	An hour ago by Sierra System Donna Kiester	Email Today I tried reaching o... GGMS - Direc...

https://client10.sierrainteractivedev.com/leads.aspx# Add Short Summary

Each day our agents prospect for 3+ hours with thousands of active leads to find the right buyer for your home!



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# YOUTUBE CHANNEL

## Featuring A Private Tour of Your Home

**YouTube** Search

**CAROLYN YOUNG**  
PURE ENERGY

**Just Listed!**  
18360 Mid Ocean Pl  
Leesburg VA  
Offered at \$925,000

0:00 / 3:06

New Listing! 18360 Mid Ocean Pl., Leesburg, VA  
11 views · Mar 7, 2021

DISLIKE SHARE SAVE

- From Carolyn Young RE/MAX ...
- 20124 Creekspring Ct Purcellville VA  
Carolyn Young RE/MAX Premier & R...  
46 views · 1 year ago
- Why a move could bring you more happiness this year  
Carolyn Young RE/MAX Premier & R...  
25 views · 1 month ago
- Carolyn Young Team Client Pie Party 2020  
Carolyn Young RE/MAX Premier & R...  
109 views · 1 year ago
- Success in a multiple offer market  
Carolyn Young RE/MAX Premier & R...  
32 views · 3 weeks ago
- Carolyn Young Team Client Testimonials  
Carolyn Young RE/MAX Premier & R...  
29 views · 5 months ago
- STUNNING ELEGANT LUXURY MODEL HOME TOUR NEAR...  
NavaRealtyGroup  
9.2K views · 18 hours ago
- Congratulations to Mona's clients who landed this...  
Carolyn Young RE/MAX Premier & R...  
24 views · 7 months ago
- Why You Should Sell Before the Spring



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 IMAGES/VIDEOGRAPHY**



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COMMUNITY HIGHLIGHTS ON  
HOME LISTINGS



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# VIRTUAL HOME STAGING COORDINATION



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# PERSONAL HOME STAGING COORDINATION



Better Condition = HIGHER Sales Price  
Let Us Help with OUR Contractor/ Handyman  
Services!!!



IT IS ALL IN THE PRESENTATION  
 Let Us Help Make Your Home SPARKLE  
 with our available Maid Services



# First Impressions Matter! Landscaping Services Available



We Want to Take The Stress out of Your Move, Let Us Connect You to our Preferred Moving Vendors with Exclusive Discounts!



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**CAROLYN YOUNG TEAM VS THE INDUSTRY**

<b>Transactions Per Year: 450</b>	<b>Transactions Per Year 4</b>
<b>Strength of a Team</b>	<b>Single Agent</b>
<b>High Attention to Detail</b>	<b>Low Relationship</b>
<b>Professional Negotiation</b>	<b>Carrier Pigeon</b>
<b>Anticipates</b>	<b>Reacts</b>
<b>Modern Marketing</b>	<b>Dated Marketing</b>
<b>Owns the Results</b>	<b>Does the Task</b>



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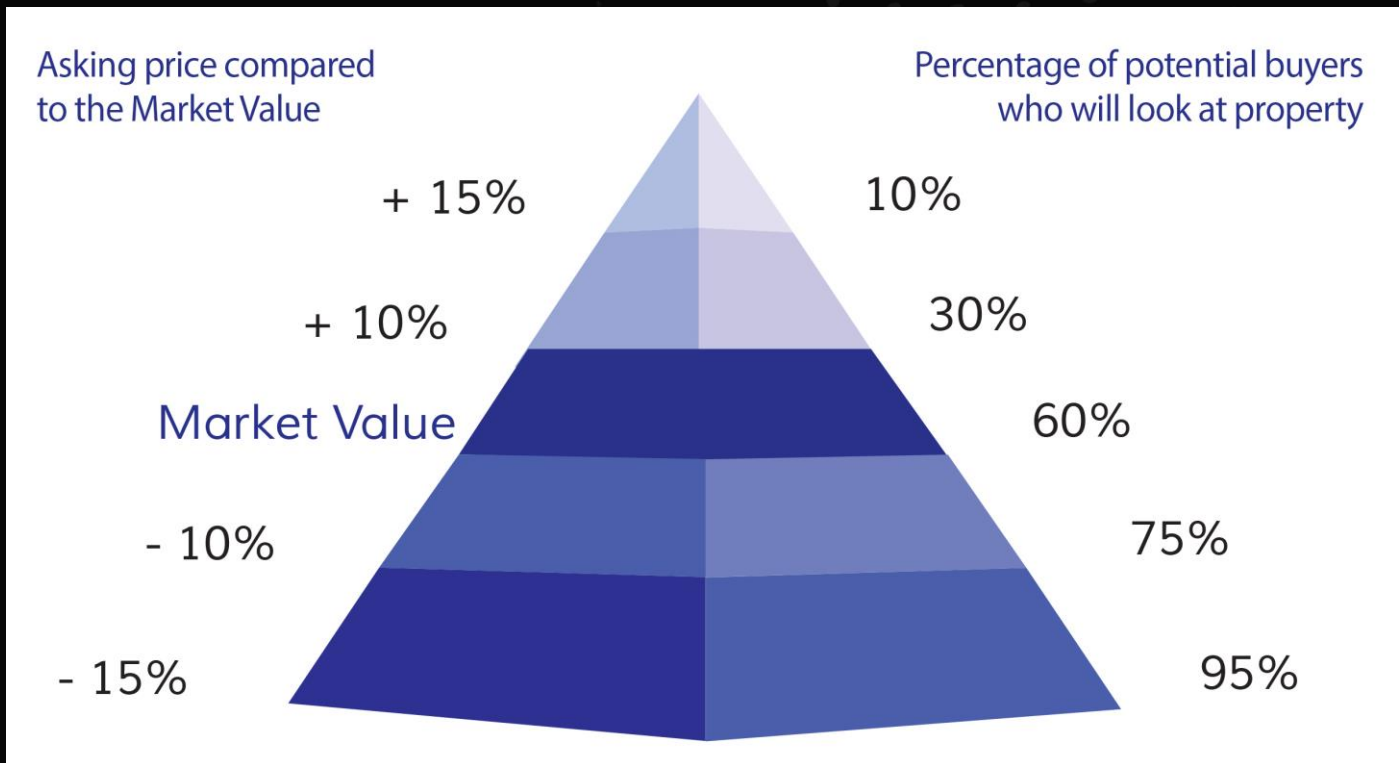
# PRICING YOUR PROPERTY

## COMPARABLE MARKET ANALYSIS

We will look at similar properties that fall into the following categories:

- Recently Sold
- Currently For Sale

**TOGETHER** we will determine the current market price



## COMMUNICATION MATTERS

- The number one complaint from every seller is communication
- I want you to be comfortable throughout the process
- You will always be in the loop as our team has a high level of communication with our clients.
- We will provide you with your home's performance in the market: showing feedback and market changes.
- When it comes to communication, the best compliment we can receive is from our valued clients:

Carolyn Young Team [📍](#)

Store code: 2-129940388

4090 Lafayette Center Drive Ste B, Suite 202, Chantilly, VA 20151



Cyndy Huddleston

★★★★★ 15 weeks ago

Carolyn Young is incredibly professional and knowledgeable. She made selling our home a quick and easy process. Her staff provided timelines and suggestions to insure everything that needed to happen was completed on time. Carolyn was very responsive to all my questions and concerns. I always felt well- informed, respected and confident that we were in the best possible hands.



(owner)

14 weeks ago

*I appreciate the kind words. I'm so glad I could help you. Please don't hesitate to reach out if you need anything else.*



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