

CAROLYN
YOUNG

TEAM

PURE ENERGY

SAMSON
PROPERTIES

 Direct: 703.297.8085

 www.carolynyoungteam.com

**RANKED TOP 35 LARGE TEAMS IN THE USA
OUT OF ALL BROKERAGES BY REAL TRENDS**



**#1 TEAM
VIRGINIA**

**#2 TEAM
MARYLAND**

**#1 TEAM
WEST VIRGINIA**

RANKED TOP TEAM BY REAL TRENDS

TOP 1%

OF ALL AGENTS & TEAMS NATIONWIDE

THE CAROLYN YOUNG TEAM



— REALTRENDS | TomFerry —

AMERICA'S BEST
REAL ESTATE PROFESSIONALS



E: CAROLYN@CAROLINYOUNGTEAM.COM

P: 703-297-8085

W: CAROLINYOUNGTEAM.COM

#THECAROLINYOUNGTEAM

DAAR TOP PRODUCING TEAM



Certificate of Recognition
is hereby granted to
Carolyn Young Team
In recognition of achievements in the
**2022 DAAR
Top Producing Team**

Amanda Brewer
Amanda Brewer
CEO, Dulles Area Association of REALTORS®



**CAROLYN
YOUNG TEAM**
P u r e E n e r g y

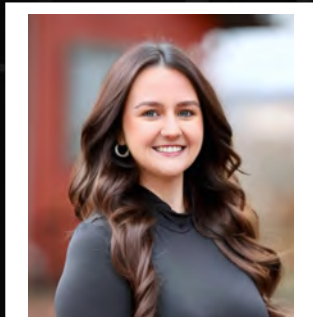
DAAR #1 TOP PRODUCING TEAM



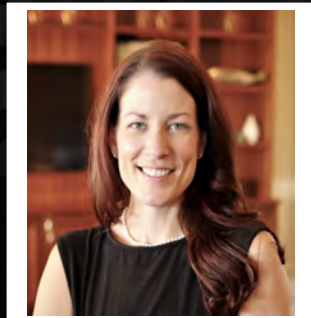
MEET THE TEAM



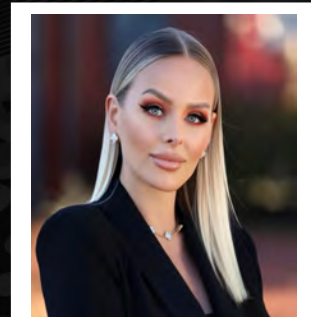
FULL TIME SUPPORT STAFF



Emily Lane
Client Care Coordinator



Calissa Misiewicz
Operations Manager

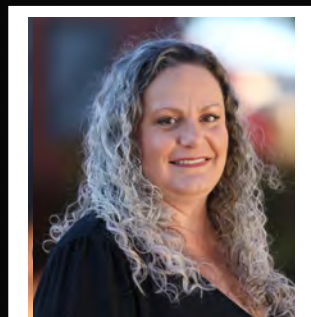


Crystal Goetting
Marketing Manager

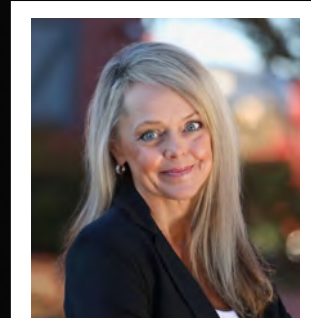
SOLD



Shayna Goldstein
Transaction Manager



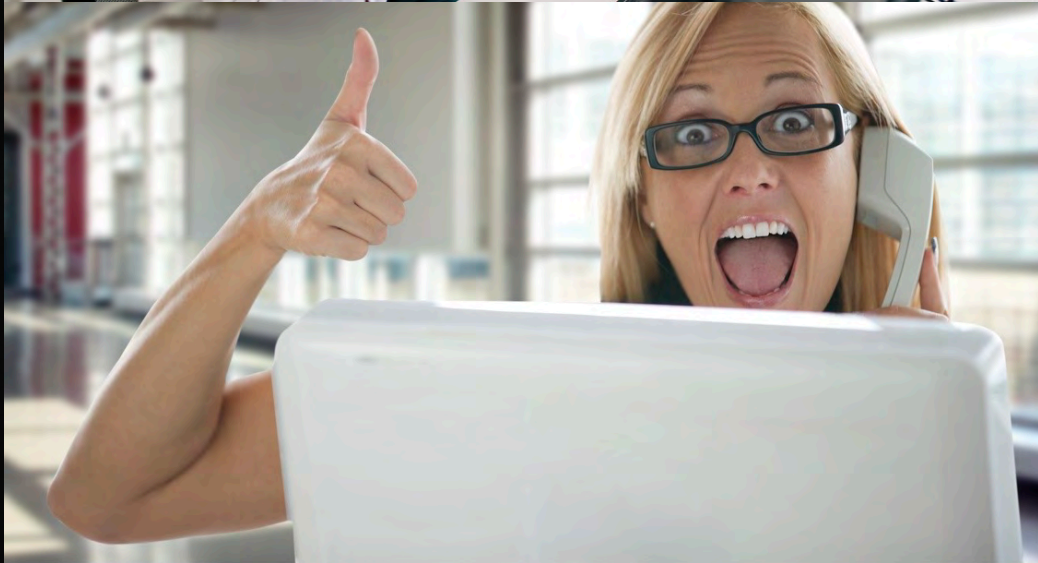
Jessica Poltar
Listing Manager



Debbie Nasser
Sales/Lead Manager

INSIDE SALES ASSOCIATES

WE DON'T WAIT FOR YOUR BUYERS –
WE FIND THEM!



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



WE ARE A PART OF THE TOM FERRY NETWORK, THE LARGEST
REAL ESTATE COACHING NETWORK IN THE COUNTRY.

☎ Direct: 703.297.8085

🌐 www.carolynyoungteam.com

PROFESSIONAL NEGOTIATOR VS CARRIER PIGEON



CAROLYN YOUNG TEAM

- Expert negotiator
- Negotiating 500+ contracts per year
- Extensive market knowledge
- Best terms for Seller
- Highest price guaranteed



OTHER AGENTS

- Deliver Buyer's response
- Results in unfavorable Seller terms



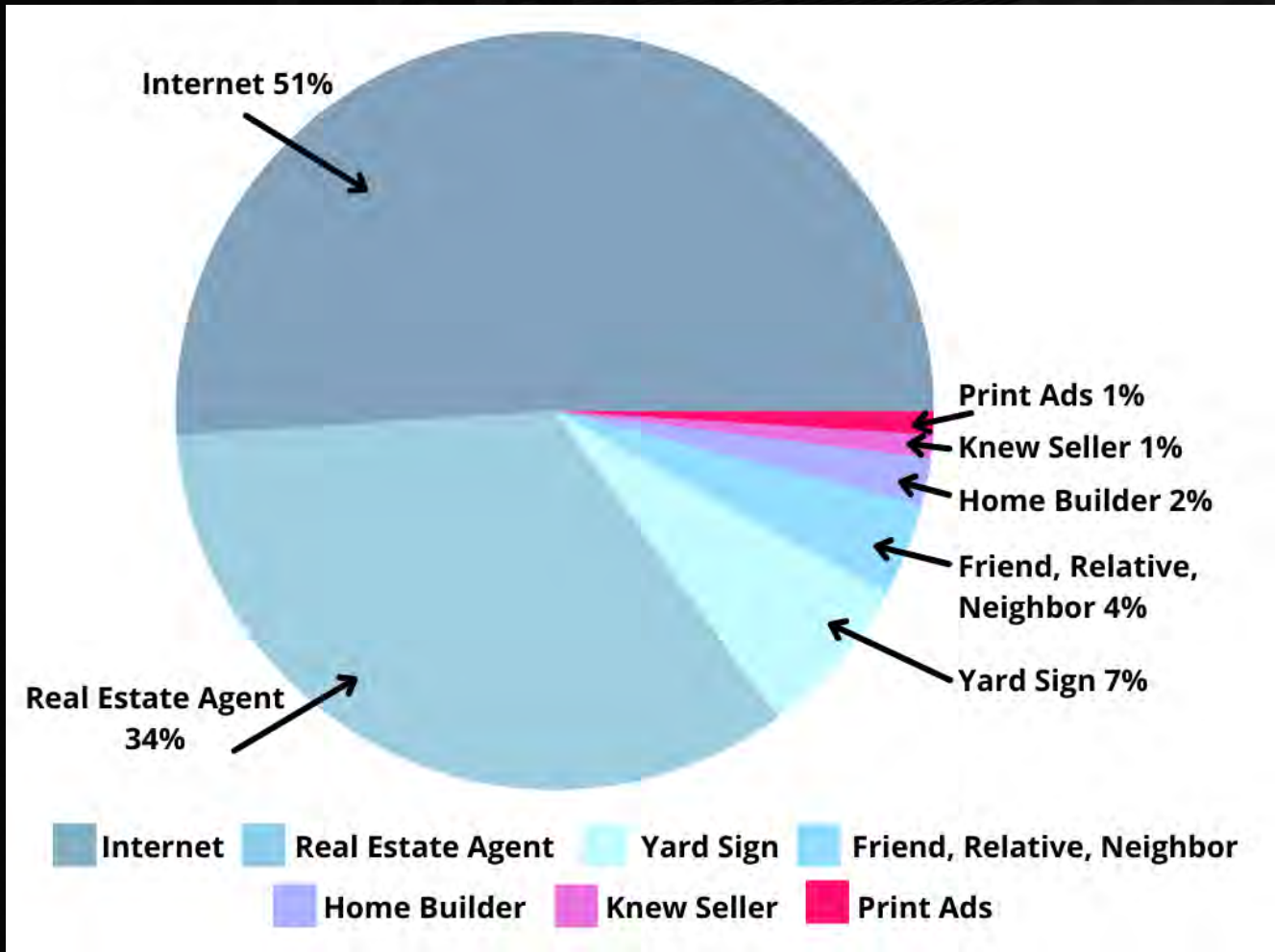
CAROLYN Y O U N G

TEAM

P U R E E N E R G Y



WHERE THE BUYERS COME FROM



PREMIER PACKAGING

PRESENTED BY:



PASSIVE REALTY



CAROLYN YOUNG TEAM

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



The 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



Lead of Carolyn Young & Associates

Carolyn Young

Zillow Premier Agent

★★★★★ 5.0 • 417 Reviews

361 sales in the last 12 months

Highly likely to recommend 5.0★

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★

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.

Highly likely to recommend 5.0★

Sold a Townhouse home in 2023 in Reston, VA.

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

Carolyn and her team did an excellent job selling my home. They were friendly, knowledgeable, responsive and on top of all the necessary tasks from pre-marketing to settlement. I'd highly recommend this team for your real estate needs!

Highly likely to recommend 5.0★

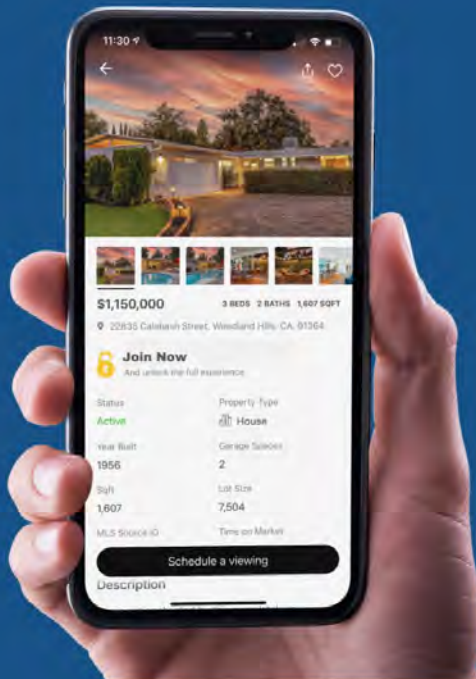
Sold a Single Family home in 2023 in Point of rocks, MD.

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

Carolyn came highly recommended and was a pleasure to work with. She provided us with the information and advice we needed to sell our home quickly and at a good price. She and her team made the selling process clear and stress free. They answered every question we had and guided us every step of the way through our online closing. They're patience, knowledge and expertise well exceeded our expectations. We were confident that we were in good hands and highly recommend Carolyn and her team to take care of your real estate needs.

CAROLYN YOUNG TEAM APP YOUR HOME EASILY AVAILABLE TO BUYERS ON ALL THEIR MOBILE DEVICES!

MLS at your Fingertips



POWERED BY
HomeStack

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

OPEN HOUSE

AUGUST 12 @ 12-2PM



OFFERED AT
\$999,990



ABOUT THE PROPERTY

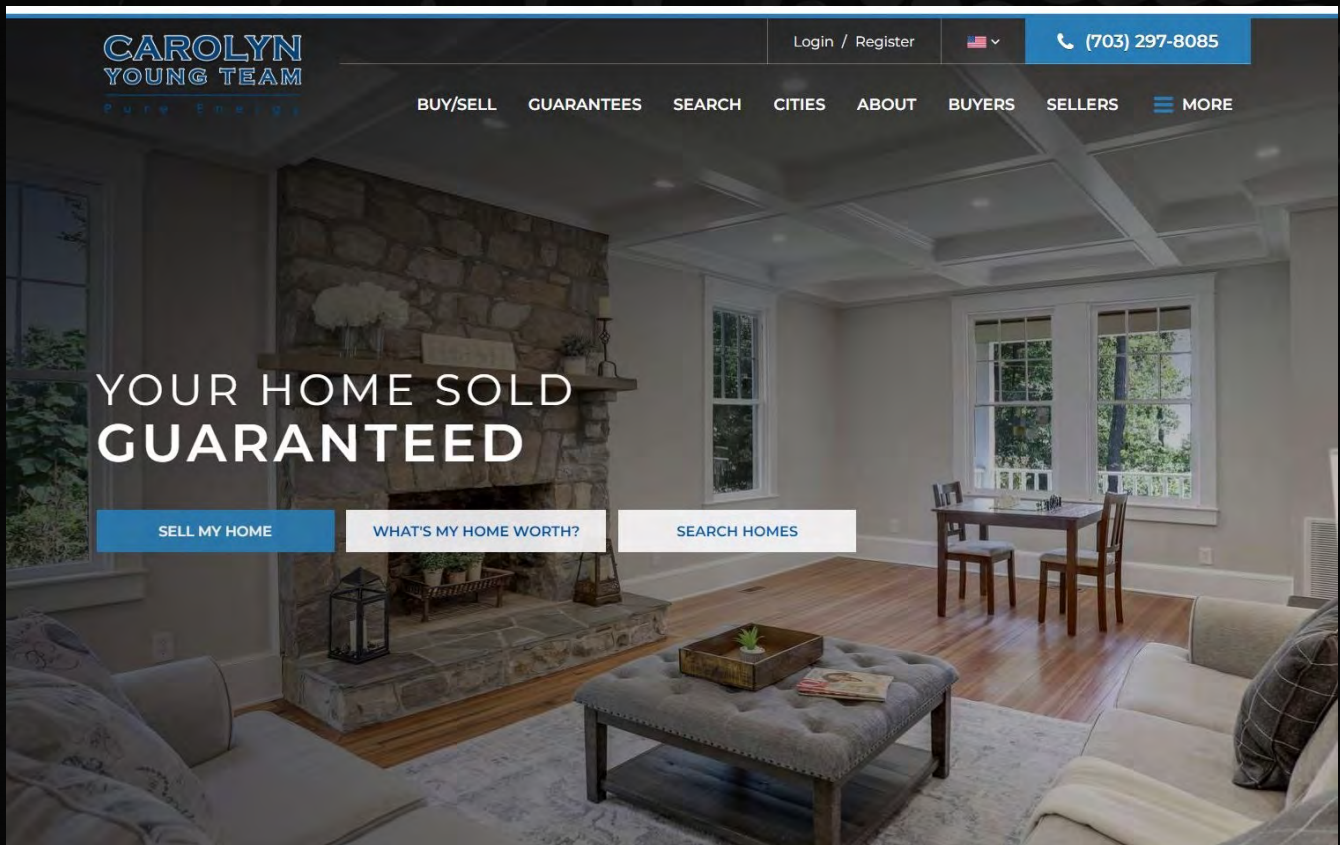
Welcome to your dream home in the highly sought-after community! This exquisite property boasts 4 bedrooms and 3.5 baths, providing ample space for comfortable living and entertaining. Yours will be the best equipped home on the block with upgrades galore, this incredible property that blends luxury, functionality, and lifestyle while being in a great location!

OUR PROPERTY FEATURES

- Living Room
- Dining Room
- 4 Bedrooms
- 3.5 Bathrooms
- Office
- Finished Basement
- Rear Deck
- Garage

WWW.CAROLYNYOUNGTEAM.COM

OUR PERSONAL WEBSITE CONNECTING
BUYERS TO YOUR PROPERTY



INSTAGRAM

USING ANALYTICS TO TARGET YOUR BUYER MARKET

The image shows a screenshot of the Carolyn Young Team Instagram profile and its audience analytics. The profile page includes the team's name, a bio identifying them as digital creators and realtors in VA, MD, and WV, and a list of five featured posts: Phil Jones/TF, IWD Panel, Elite Retreat, IHeartRadio, and ACM Panel. The audience analytics overlay shows data for the last 7 days, including age group distribution, gender split, and most active times.

carolynyoungteam
1,217 posts 4,617 followers 3,034 following

Carolyn Young Team
Digital creator
VA, MD & WV Realtors
Top 1% of Teams Nationwide
703-297-8085
CarolynYoungTeam.com
linktr.ee/carolynyoung

Followed by frankruizrealtygroup, beauty_mission_beauties, ...

Phil Jones/TF **IWD Panel** **Elite Retreat** **IHeartRadio** **ACM Panel**

Audience
Last 7 Days

Age Group	Percentage
13-17	0.0%
18-24	0.0%
25-34	24.5%
35-44	31.7%
45-54	20.3%
55-64	12.9%
65+	8.6%

Gender

Gender	Percentage
Women	68.8%
Men	31.2%

Most Active Times
Hours Days

Thursday

Time	Activity Level
12a	Low
3a	Low
6a	Medium
9a	High
12p	High
3p	Medium
6p	Medium
9p	Low

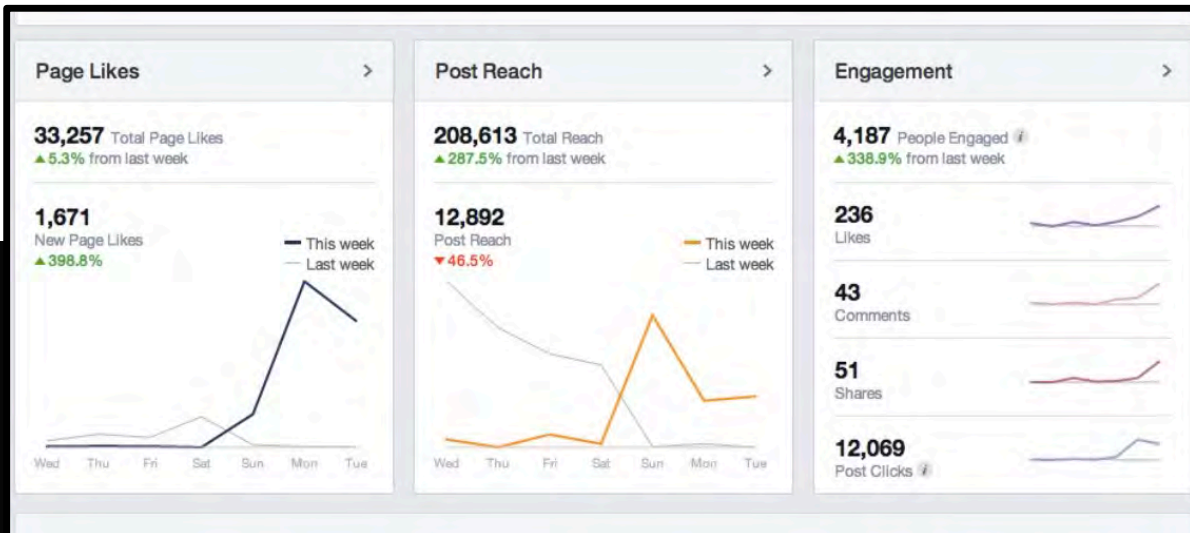
FACEBOOK

MAXIMUM SOCIAL MEDIA EXPOSURE



Carolyn Young Homes

1.4K likes · 1.5K followers



☎ Direct: 703.297.8085

🌐 www.carolynyoungteam.com

WE MAY HAVE YOUR BUYER

OUR PERSONAL DATABASE HAS 10,000+ BUYER LEADS

1-100 of 10751

Status	Lead Information	Phone Status	Email Status	Visits	Registered	Listings	Alerts	Agent Action	Tasks / Activities
New	AV	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 Kiesler	Email Today Thank You for Yo... GGMS - Gene...
New	SM	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 \$899k	1 e-Alerts 0 Unsub. 0 Mkt Rpts 0 Unsub.	4 minutes ago by Carolyn Young Donna Kiesler	Email Today I tried reaching o... GGMS - Direc...
Prime	MD	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 \$443k	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	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	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 Carolyn Young Donna Kiesler	Email Today I tried reaching o... GGMS - Direc...

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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PREMIUM PHOTOGRAPHY AERIAL IMAGES AND VIDEOGRAPHY



PREMIUM PHOTOGRAPHY AERIAL IMAGES AND VIDEOGRAPHY



PREMIUM PHOTOGRAPHY AERIAL IMAGES AND VIDEOGRAPHY



COMMUNITY HIGHLIGHTS ON HOME LISTINGS



VIRTUAL HOME STAGING COORDINATION



PERSONAL HOME STAGING COORDINATION

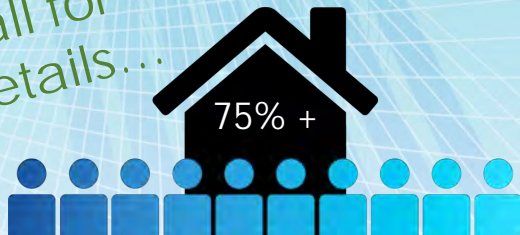


GUARANTEED BUY PROGRAM

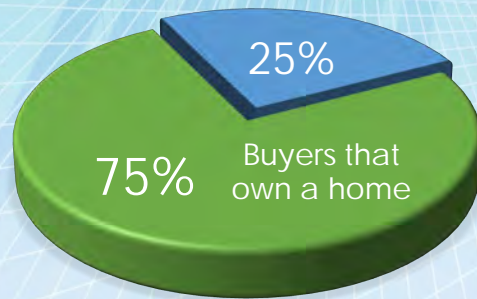
Guaranteed Sale & Upgrade Program

PROBLEM: REAL ESTATE CATCH 22

Call for
Details...



Of buyers looking for a home need to sell their home before they can buy.



Our guaranteed sale solves the dilemma!

Your Home Sold Highest Price **GUARANTEED!**

Carolyn Young

Samson Properties

540-454-1600

Carolyn@carolynyoungteam.com

BETTER CONDITION = HIGHER SALES PRICE
LET US HELP YOU WITH OUR CONTRACTOR/HANDYMAN SERVICES



IT IS ALL IN THE PRESENTATION

LET US HELP MAKE YOUR HOMES 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



CAROLYN YOUNG TEAM VS AVERAGE AGENT

High Volume=Experience	Low Volume=Less Experience
Highly Skilled Professionals	Average Professionals
High Attention to Detail	Unpleasant Surprises
Professional Negotiation	Carrier Pigeon
Anticipates	Reacts
Maximum Exposure	Low Exposure
Owens the Results	Does the Task

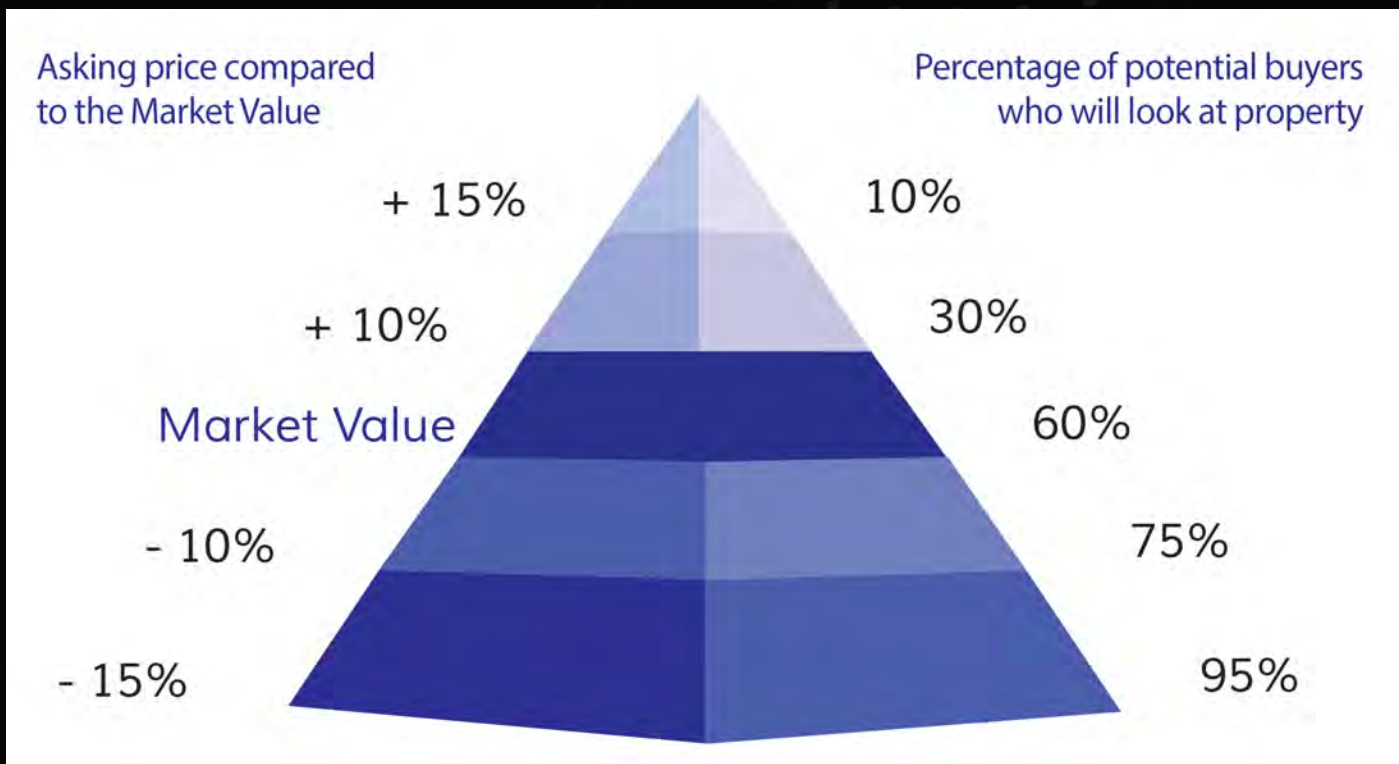
PRICING YOUR PROPERTY

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



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.



Direct: 703.297.8085



www.carolynyoungteam.com