

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

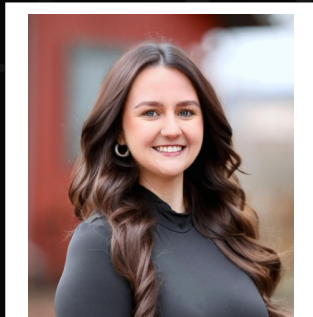
DAAR Dulles Area Association of REALTORS®

CAROLYN
Y O U N G
TEAM
PURE ENERGY

MEET THE TEAM



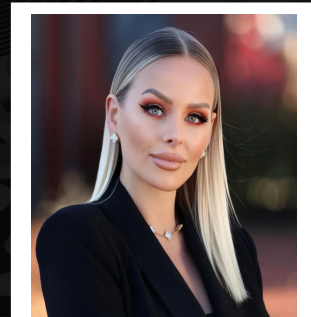
FULL TIME SUPPORT STAFF



Emily Lane
Client Care Coordinator



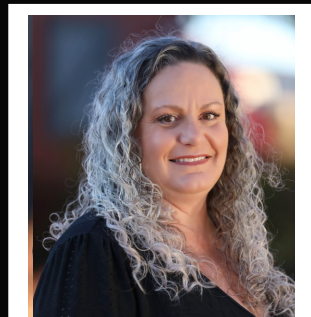
Calissa Misiewicz
Operations Manager



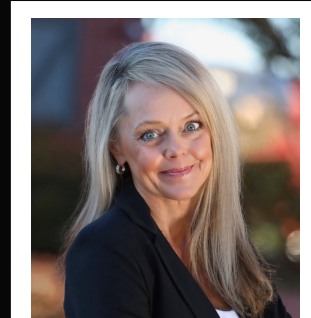
Crystal Goetting
Marketing Manager



Shayna Goldstein
Transaction Manager



Jessica Poltar
Listing Manager



Debbie Nasser
Sales/Lead Manager

SOLD

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



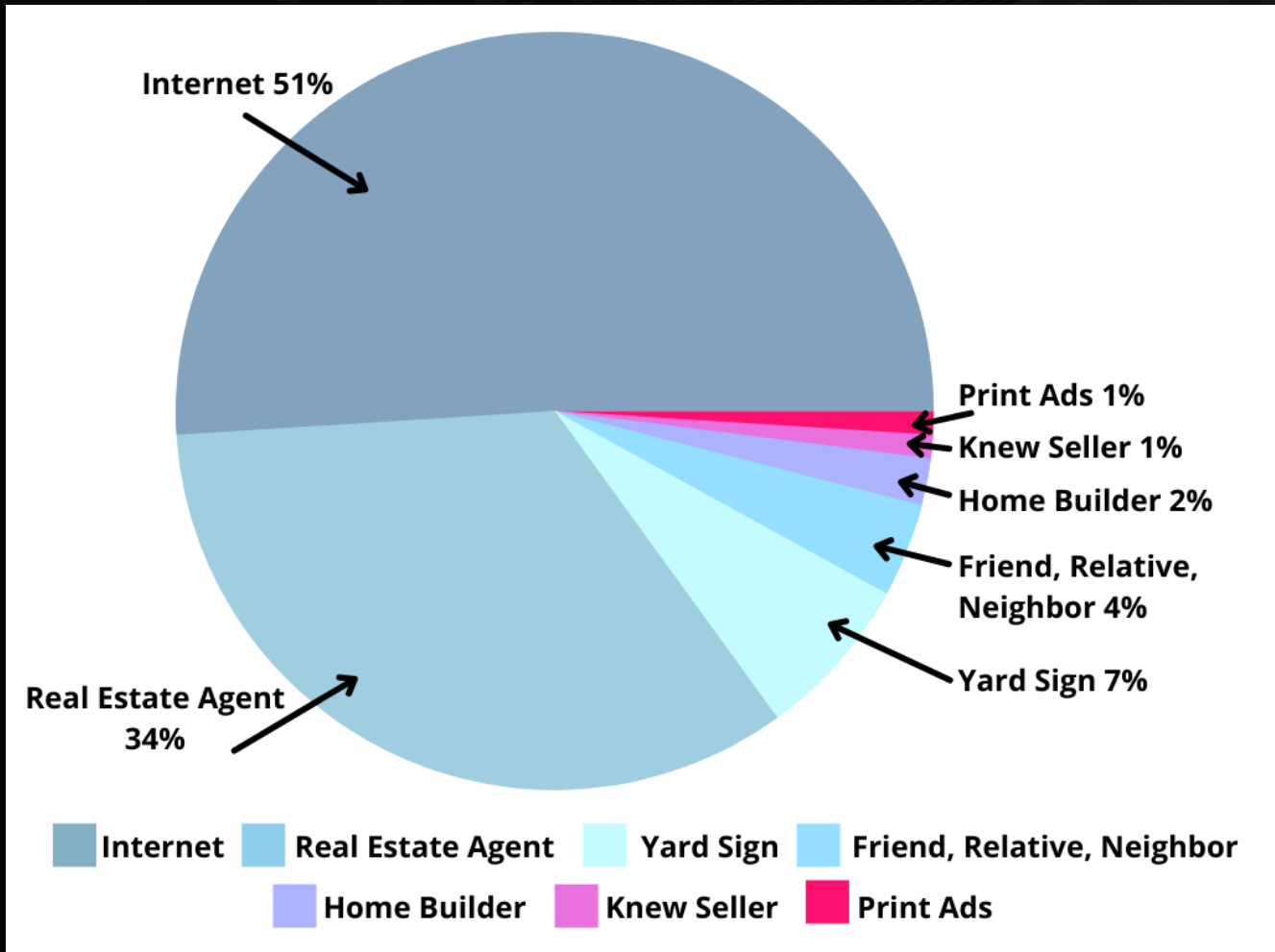
CAROLYN Y O U N G

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 ¹

★★★★★ 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 ★

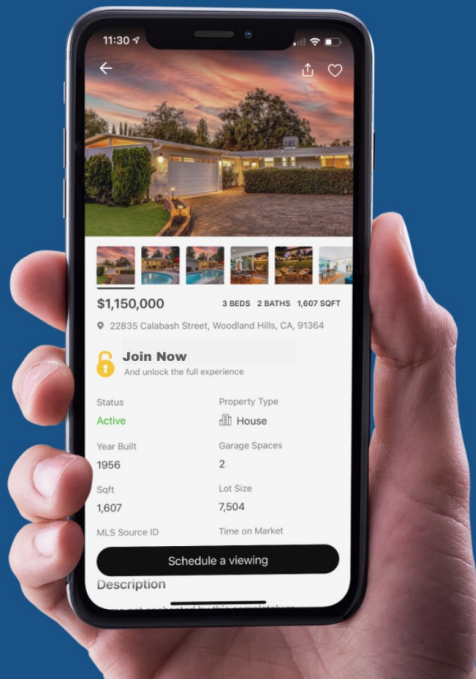
Sold a Single Family home in 2023 in Point of rocks, MD.

- ★★★★★ 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"



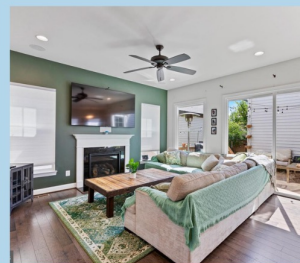
MEGA OPEN HOUSE

OPEN HOUSE

AUGUST 12 @ 12-2PM



OFFERED AT
\$999,990



ABOUT THE PROPERTY

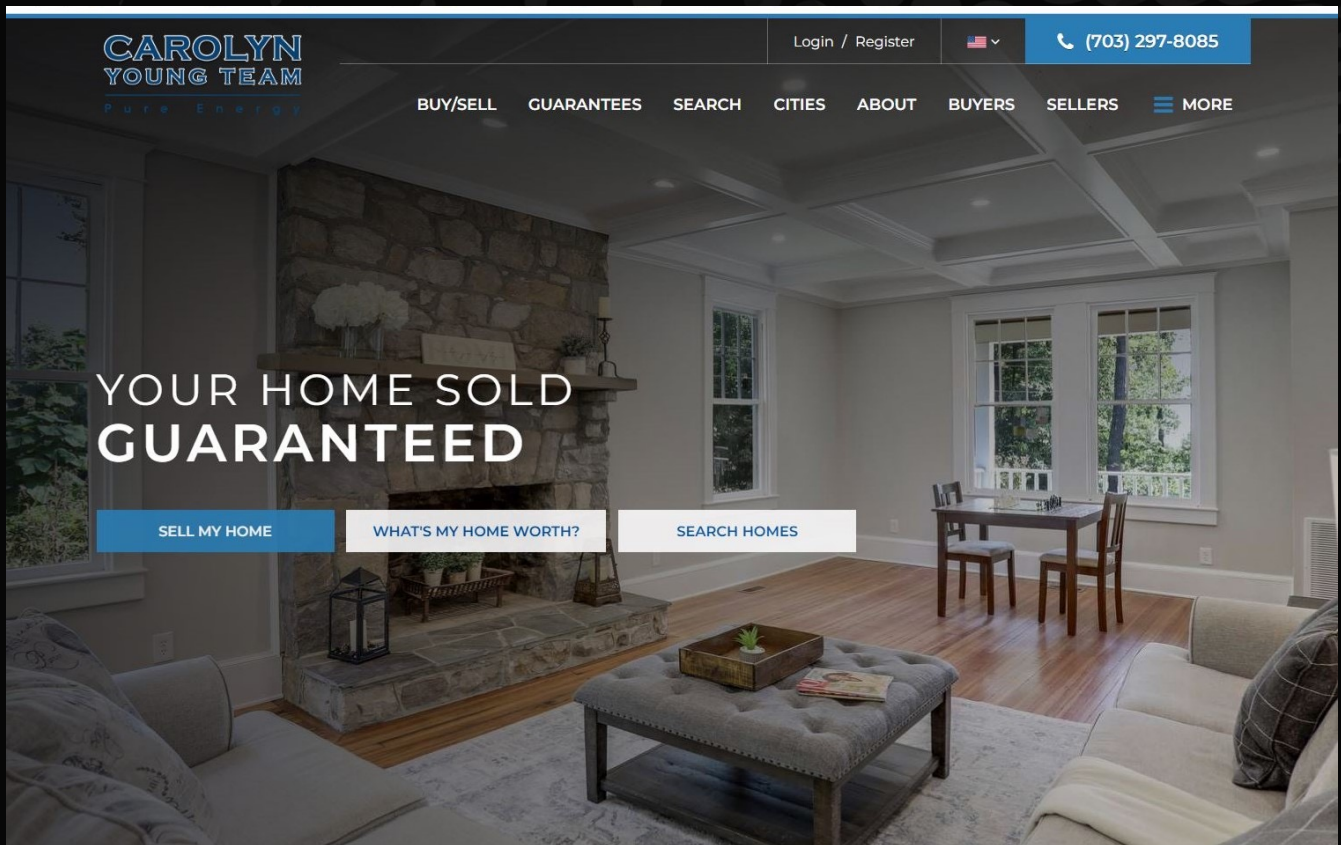
Welcome to your dream home in the highly sought-after community! This exquisite property boasts 4 bedrooms and 3.5 baths, providing ample space for comfortable living and entertaining. Yours will be the best equipped home on the block with upgrades galore. This incredible property that blends luxury,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

OUR PERSONAL WEBSITE CONNECTING
BUYERS TO YOUR PROPERTY



INSTAGRAM

USING ANALYTICS TO TARGET YOUR BUYER MARKET



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

POSTS
REELS
TAGGED


1:58

Audience


Last 7 Days

| Age Group | Percentage |
|-----------|------------|
| 18-24 | 4.3% |
| 25-34 | 24.5% |
| 35-44 | 31.7% |
| 45-54 | 20.3% |
| 55-64 | 12.9% |
| 65+ | 5.8% |

Gender



68.8%
Women



31.2%
Men

Most Active Times

Hours Days

Thursdays

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

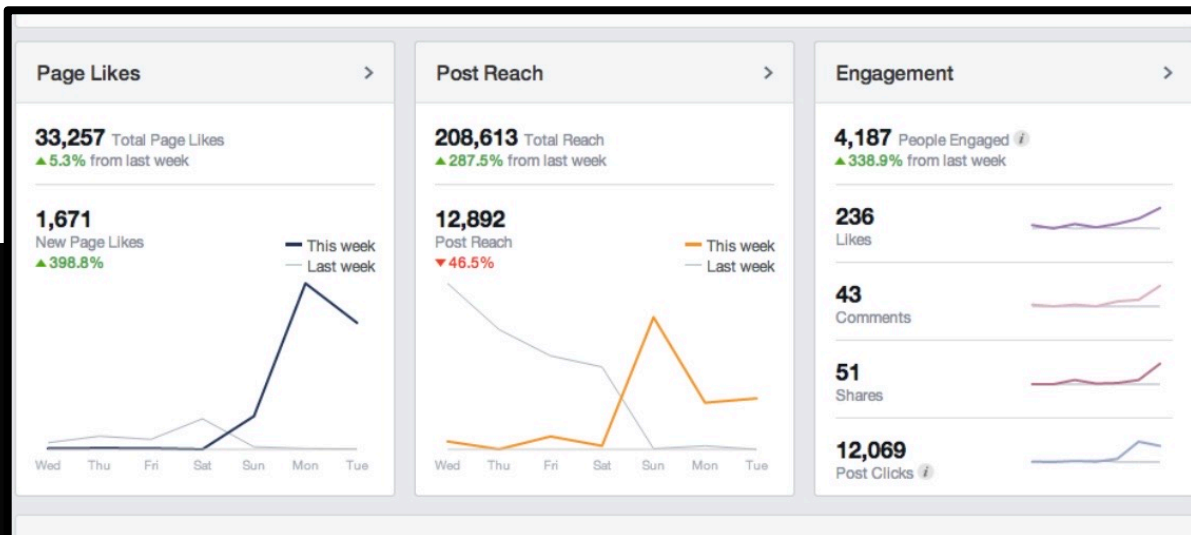
FACEBOOK

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 Kiester | 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 Kiester | 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 Kiester | 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!



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



...After!

Before...



CAROLYN
YOUNG TEAM
Pure Energy



...After!

Before...

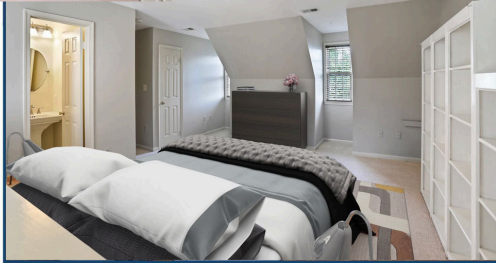


CAROLYN
YOUNG TEAM
Pure Energy



...After!

Before...



CAROLYN
YOUNG TEAM
Pure Energy



...After!

Before...



CAROLYN
YOUNG TEAM
Pure Energy

PERSONAL HOME STAGING COORDINATION

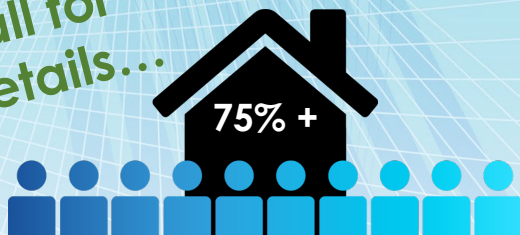


GUARANTEED BUY PROGRAM

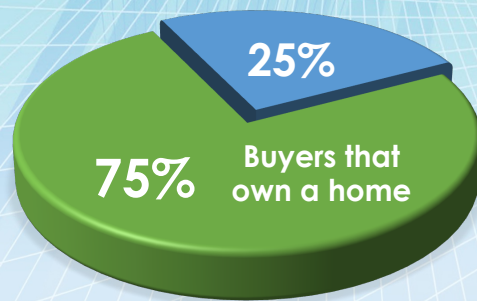
Guaranteed Sale & Upgrade Program

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

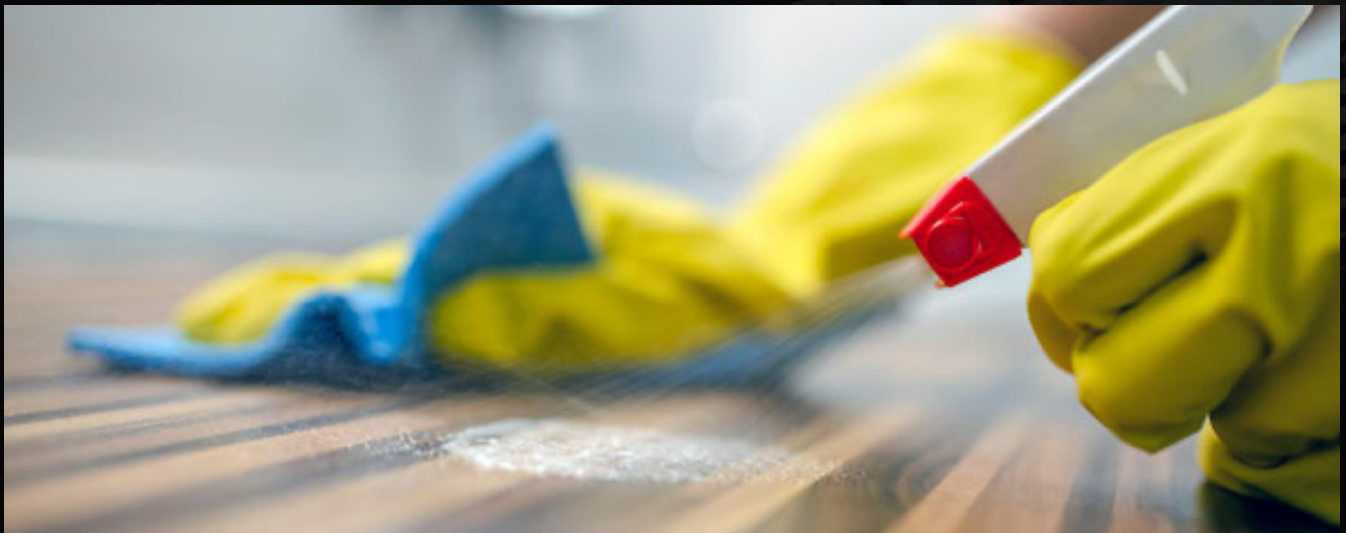
Carolyn@carolynyoungteam.com

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 |

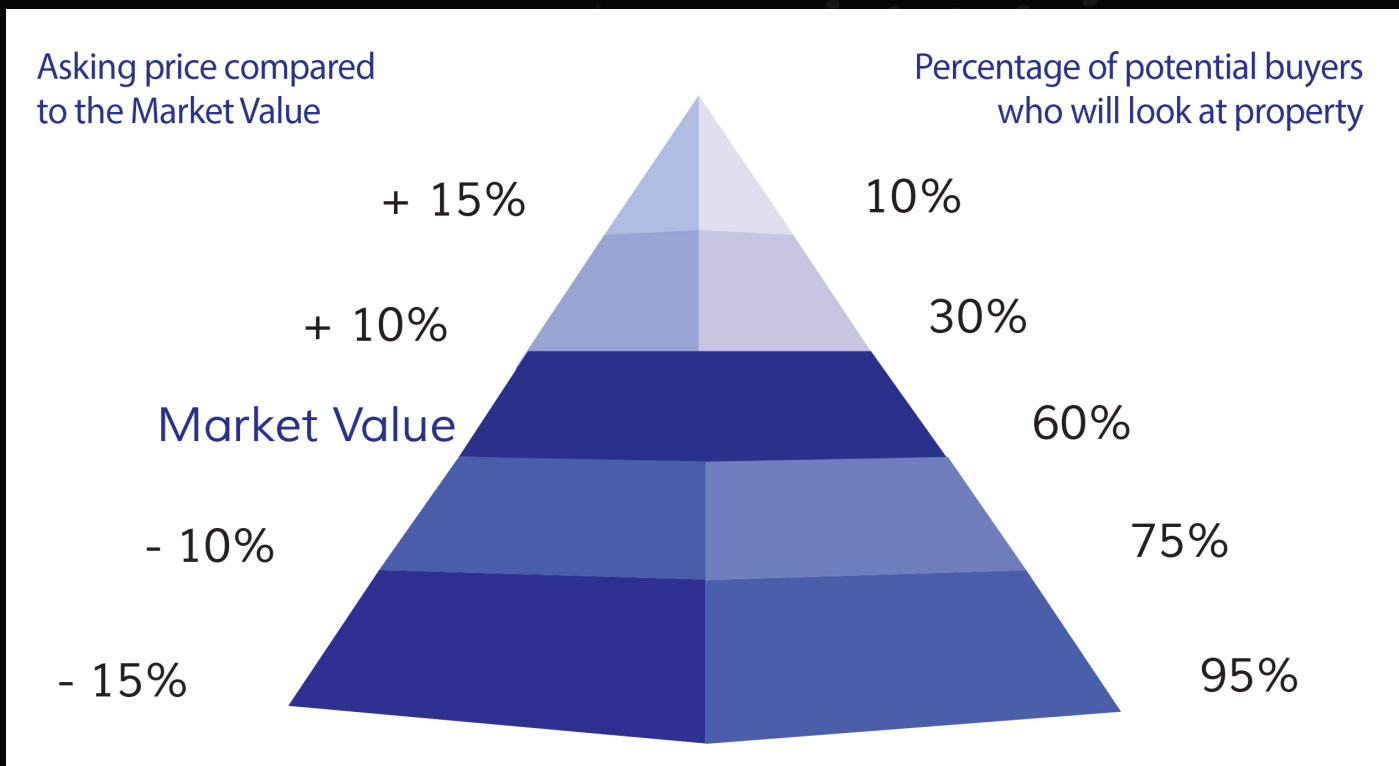
PRICING YOUR PROPERTY

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