

TOP AGENT

MAGAZINE



**LESLIE M.
FITZPATRICK**



Leslie Fitzpatrick got her start in the real estate world twenty-five years ago, when she was recruited by a successful new-home builder to leave her career in the hotel industry. Since then, she has cultivated a masterful career driven by diligence, earned expertise, and a genuine investment in her clients' successes. Today, Leslie is an agent and the Vice President of Sales & Marketing with Michael Harris Homes/Streetscape Partners based in Rockville.

Primarily serving the Bethesda area, Leslie is part of a capable and tightknit team that

serves all manner of homebuyers and sellers. With a robust rate of repeat and referral clientele, Leslie leaves a lasting impression on those she serves, prioritizing accessibility and responsiveness throughout a transaction's entirety to instill a sense of confidence and calm in her clients. "My clients always believe and know that I'm looking out for their best interests," she reflects. "If a house or seller isn't a good fit, I never push it."

Applying a steady and seasoned hand to both the buying and selling processes, Leslie cites tried-and-true, quality customer service as



the driver of her success. What's more, she considers the relationships forged with her clients as one of the most satisfying aspects of her role as agent, taking great pride in playing a part in an individual or family's path to homeownership. "My favorite part of what I do is seeing my clients happy," she recounts. "I tell my clients all the time: a home is a home. Whether you are looking at twenty-five to forty-five different homes in the course of a week or over five years—it's about finding the house that gives you that feeling. When you walk in, you know." In combination with her multiple decades of

practical experience, Leslie's patience, positive outlook, and professional capacity serve her clients with distinction.

Twenty-five storied years in the industry have equipped Leslie with an expert's insight into the local inventory and market, but beyond her keen understanding of the real estate world's intricacies, Leslie still applies the daily diligence that fueled her swift rise to success. To market her listings, Leslie takes a holistic and considered approach that ensures each property she is responsible for receives maximum exposure. In addition to distributing properties across the full range of digital



listing platforms online, she also makes wise use of social media's vast footprint to create memorable impressions on potential buyers. To keep in touch with past clients, Leslie stays connected with her sizable network by sending e-mails and the occasional notecard, as well.

Applying her spirit of service toward her community, Leslie is involved in a range of charitable efforts and recreational events. In addition to her involvement in the Special Olympics, Leslie also partners with area designers and chefs to host at-home cooking demonstrations and other intriguing events to gather her fellow professionals together for

an afternoon or evening. In her leisure hours, Leslie enjoys getting out to the links for a round of golf, visiting the beach, and spending as much quality time as possible with her kids and loved ones.

As for the future, Leslie has plans to continue on her business's upward trajectory, with an interest in one day transitioning into a more significant role in homebuilding. Having earned twenty-five years of professional knowhow and a proven track record of success—along with an authentic commitment to her clients' best interests—the years still to come are sure to be auspicious for Leslie Fitzpatrick.





To learn more about
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