**Hellloooooo friends!**

There is always much for which to be thankful if one is looking!  Ups and downs, wins and losses, happy and sad times – we are here to recount them all.  Let’s count our blessings for that!  We choose to look back at 2022, feeling blessed for connections with our friends and families and with a deeper appreciation for every life moment. I continue to be so grateful for your support and encouragement in our company’s purpose of bringing forth real estate experiences that transform people’s lives.

As is my annual tradition, I want to be honest and forthright with you so that we can enter 2023 together with fresh, clean conversations. At the same time, I feel some regret about missteps I have made, and I would like to ask you to forgive me…

***Please forgive me for:***

* **Unreplied or late emails or texts.** We strive to respond to every email that comes in, but we’re not always successful. Sometimes, we’re terribly late and sometimes we don’t even get to it. If that happened to you, I’m truly sorry.
* **Closing dates that changed and changed.** No matter why it happened, I apologize. We’re control freaks, too, and when things change outside of our control we understand that it’s painful, especially when it’s new construction and we can’t fix that supply chain!
* **Misspelling your name, company, or anything else.** I hate spelling and grammatical mistakes! Ouch!
* **Failing to serve you in any way.** You may have asked for something and I or my team simply didn’t provide it. If we disappointed or discouraged you in any way, please let us know so we can make things right.

Having said that, I am so grateful to you for your outpouring of love, support, and encouragement. You inspire me, you inspire my team, and that keeps us moving forward in our journey of excellence!

***Now, I would like to say, “Thank you”:***

* **To our extraordinary clients.** We’ve had the honor of serving XX clients with their properties in 2022. Thank you for the opportunity to represent you!
* **To our team members.** You have done a phenomenal job serving and empowering our clients to reach their real estate goals.
* **For recommending us to your friends and family.** We have appreciated connecting with all of your trusted friends, associates, colleagues, and mentors. Our deepest THANK YOU!
* **For our giving communities.** We’ve been delighted to support Habitat for Humanity in Cabarrus County and the Realtors® Relief Foundation with substantial financial gifts and are grateful to each of you who joined us in that mission.

Again, to you, the person reading this email — thank you for being a part of our Leigh Brown & Associates community. Whether that’s reading an email in the quiet moments of your day, spending a day out looking at homes or high-fiving us and celebrating at the closing table, it’s been a pleasure and honor connecting with you this year.

I look forward to connecting again this year with you and with your colleagues who desire a professional real estate experience. May all of your dreams, hopes, and wishes for 2023 come true.

***With love, joy, and appreciation,***

*~ Leigh and your One Community Real Estate® team:*

*Team names listed if you choose, Name, Name, Name, Name, and Name*