


Did you know that Psychologists make the best negotiators because knowing how people think is a real advantage?

To my mind, the measure of an exceptional agent is NOT the number of listings they have, but rather how skilled they are at selling them AND, most especially, what their clients say about them after the transaction.

For Testimonials from our Past Clients and colleagues, visit **GoAngie.com**

Scan this QR code to learn what we do for homeowners interested in selling their home.



“Angie is that extraordinary kind of person you can trust with your biggest investment because she is not only knowledgeable and experienced, but she is also kind, hardworking, and cares deeply about the people with whom she works. She takes her responsibilities as a Realtor very seriously and truly enjoys helping people navigate the process of buying or selling a home and making it a pleasurable experience for her clients. I feel privileged to have such an honest and smart real estate professional as part of the Fairfax Realty family.”

~ Dave Michalski
Founder of Fairfax Realty, Inc.

Angie Willson-Quayle, Ph.D.

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Meet Angie Willson-Quayle and the GoAngie Realty Team



Thank you for letting me tell you a little about myself and my Team...

We are licensed real estate professionals who strive to provide excellent service through neighborhood expertise, cutting-edge technology, data analysis, understanding of contracts, knowledge of the negotiation process, AND listening to our clients' needs.

In July 2016, I moved my Associate Broker license and Team to **Fairfax Realty** and we love it there. *This was a smart business decision for my Team and our Clients!*

I started my real estate career at **Long & Foster** in 2007 - just before the country realized the real estate bubble had burst. Great timing! Right? Regardless, I learned my trade under the tutelage of some talented managing brokers and stumbled through some early transactions. In time, my confidence grew as my business expanded and I was invited onto the Vienna **Keller Williams Realty** Agent Leadership Committee as a top producer. In October 2015, I earned my *Broker's License*. In the biz, this is a huge deal because it means the State trusts you to run your own real estate firm and let you loose on the public! More recently, I obtained a *Real Estate Teaching License*.

I live in Vienna with my wonderful husband, James, our two lovely daughters, Emily and Sophie, and our cute little dog, Chloe. James



and I came to Northern Virginia back in 1994, so he could continue his college-teaching career and I could earn my doctorate in Developmental Psychology.

We love it here so much that we decided to stay and Vienna captivated us because of the sense of community we feel. Our girls attend Fairfax County Public Schools and we enjoy all the wonderful parks, trails, shopping, entertainment and restaurants the area offers. The proximity to DC makes us feel part of the political and historic center.

James and I are both transplants to Northern Virginia - he perhaps less so than I. He was born in Long Beach, CA and grew up in San Francisco. I was born in London, England and grew up there and in southeastern Spain. The English-Spanish connection comes from my English Dad and Spanish Mom.

I like to think we have a bit of an international "flavor" about us, and love to tell the story about how I met James. We were both students on different sides of the world when our paths crossed. I took a tour to Russia with a girlfriend and he was on the same trip with his grandma. Six months later, he moved to London to join me and start his doctorate in Political Science. A few years later, we married and, in the early 1990s, I followed James back to the USA. "The rest is history", as we like to tell our girls 😊

Real estate was always in my blood. Long before getting my license or affording a home, James and I visited Open Houses for fun and to learn about home design, architecture, neighborhoods, and price. For years, I poured over home plan magazines that James' Dad collected and compiled scrapbooks of home magazine cuttings for design ideas.

When Emily was born, my professional focus shifted entirely. As a new mom, I realized that I was an entrepreneur at heart and that greater work flexibility was now a priority. Seeking more control over my workday, I took stock. I guess real estate was a natural choice because my Dad was a real estate attorney and I loved homes and was a people-person.

When I have time, I love to cook and go for long walks. I like to make things like jewelry, cards and clothes, though I'm not very good at it. I like curling up with a good book on rainy days. I delight in watching classic movies and playing board games with my girls. I recently went to a paint class. I hope to try my hand at writing fiction some day... I love to learn and that penchant has never gone away.

Our mantra is:
"PROVIDE EXCELLENCE IN SERVICE AND SUCCESS WILL INEVITABLY FOLLOW..."

