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LEE LAMONT

Achieving the Dream

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The destinies each of us have in life can always use support. Your clients who have their sights set on their real estate goals rely on your expertise to get there.

Lee Lamont is someone who has a drive for doing that.

As a professional real estate agent with eXp Realty, Lee gives his all to help those around him achieve their dreams.

“In this current hot market, when I think about what we do, there’s a lot of job satisfaction in winning deals for your clients,” Lee says. “And on the listing side, I focus on always delivering on my promise: be honest, be direct, and promote my client’s home in a light that is becoming of that property. It’s satisfying when other people see that value.”

**COMPETITIVE SPARK.
DEDICATED SUCCESS.**

For the past 18 years, Lee has made a direct impact on the lives of others through real estate. But, his story really took shape growing up in England.

Lee was born and raised in Leeds, England by a teenage single mom. Living in government housing and having little to no money, Lee was used to disappointment and let downs. But with a supportive mother and the directive to dream big, Lee turned many negatives into positives.

“Like almost every young boy in England, what I aspired toward was being a professional football (not soccer as us Americans call the beautiful game) player,” he remembers with a smile.



In time, Lee turned those aspirations into realty, signing a professional contract at the young age of 17 with the Doncaster Rovers after representing his City of Leeds and County of Yorkshire at all youth levels. He would go on to play in the F.A. Youth Cup Final against Arsenal.

THE START OF A NEW CHAPTER

After a few years and battling injuries, and the realization he was no longer good enough, Lee left soccer to begin the next chapter of life.

“Soccer had been something that I pursued very heavily since I was a

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Happy New Year from Your Park Cities Team

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boy. What came out of that experience for me was the fact that it's not always talent that gets you results. You have to be dedicated, disciplined, and often fortunate to be successful. I still have many close friendships today from that time and the idea of comradery, teamwork, and hard work translated very well into sales and service."

That's the course that Lee took. For a number of years, he had a very successful sales career in the technology sector in the U.K. From there, he transferred with his job to Sidney, Australia. Then, to Toronto, Canada.

"Along the way, I met a girl and fell in love. Kelly and I were engaged to be married and put down roots in Dallas where we bought our first home," Lee remembers. "We were about to get married in 2002, and the company I worked for in Allen, Daisytek Inc. filed bankruptcy. As an immigrant whose Visa was associated with the company, I couldn't leave, because I wasn't sure if I could come back into the U.S."

REAL ESTATE REWARDS

Faced with a sudden change of circumstance, Lee and Kelly moved forward with belief.

"Kelly was a teacher at the time, and I got my real estate license while waiting on my new immigration status - unable to legally work. She married me with no job. But, I knew I could succeed in real estate based

on my previous dedication and sales experience," Lee says. "I had \$10,000 left in savings, and then I ended up deciding to spend \$9,000 on a local advertising campaign promoting me as a REALTOR®. It was a radio campaign that unfortunately bombed. I had zero results and was backed into a corner with a wife and new baby, and I thought, 'I can't fail. I have a family to support.'"

Lee doubled down on his real estate future. He got business cards, knocked on doors in his M Street neighborhood, and put his services out there on a daily basis.

SIGNS OF SUCCESS

His efforts paid off.

"Whenever I talked with people, I asked them for their business and asked them to consider me," he remembers.

During his first year in the business, Lee earned Rookie of the Year honors in the Lakewood office of Coldwell Banker. For the next 18 years, Lee kept learning and growing his business. In fact, he ranked as the top agent for Coldwell Banker across Texas for five years running.

Last year, he recorded \$50 million in sales volume with the valuable support of one assistant.

In 2021, Lee moved to become part of the eXp Realty.

"With eXp Realty, there was a business model that allowed me to have an exit plan," Lee says "Plus, eXp Realty is a technologically advanced brokerage ... with a cloud-based approach, a 100 percent commission structure, as well as a fantastic collaboration and rewards program that allows agents to share in revenue and stock ownership in the company (NASDAQ: EXPI)."

Lee puts his tireless work ethic into action each day in the Dallas, White Rock Lake, and Lakewood areas.

FAMILY HIGHLIGHTS

Away from work, Lee's world is made richer by his family, including his wife, Kelly, and their three children — Grace, Luke, and Hope.

"Kelly is our moral compass and keeps us all grounded; she is a fantastic partner in life," Lee says with a smile.

When you talk with Lee, it's easy to see why he continues to build on his reputation for results.

"I'm definitely loyal to my clients and hard working. I want to do whatever I can to get the job done for them ... to find the solutions they need to get them across the finish line," Lee emphasizes.

Congratulations to Lee Lamont for his dedication, expertise, and grit in helping those around him achieve their dreams.



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JULIET DOMINO Director of Business Development
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