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INDUSTRY ICONS

LOCAL LEGENDS PAVING THE WAY

DECEMBER 2021

wayne davis

▶▶ industry icons

By Molly Lauryssens



Maryland Photography Inc.

Broker/Owner of United Real Estate Executives 26 years of service

BRP: What is the biggest risk you have ever taken?

Wayne: The biggest risk was deciding to get into real estate in 1995 with no savings, a 4-year-old, and no clients! I think I made \$7k my first year and I literally starved, but I stuck with it and each year got better.

BRP: When was a time in your past when you faced something that required a quick pivot or rapid change to persevere?

Wayne: In 2017, I decided to reinvent myself in order to compete in the market. I was comfortable with my business but I was stagnant. I wanted to go to the next level. That’s when I went out on a limb and purchased a franchise and then opened a new location.

BRP: Who do you look up to for inspiration and leadership?

Wayne: I look up to God first and foremost. I also love listening to inspirational speakers (no one in particular) when I need them.

BRP: What are you learning about yourself as a leader right now? And/or how are you showing up for your people and your clients that gives you a sense of pride?

Wayne: In 2001, I decided to wear suits and ties every day. People

would ask me if I was an attorney because they had never seen a realtor wear suits. I noticed when I changed my look and mindset towards real estate as a career, my business soared.

BRP: What are you most proud of in your career (or life in general)?

Wayne: The proudest moment of my career was purchasing my United Franchise, which was the first in Maryland.

BRP: What has been your best asset or trait in finding success?

Wayne: I believe it’s my calm demeanor that allows me to become the “voice of reason” in many situations. I love being a problem solver.

BRP: How do you continue to grow and develop as a leader?

Wayne: I believe in leading by example! I still sell and I’m in the office every day including weekends, so I’m visible to the agents. I also have a “do it now” attitude.

BRP: What is your recipe for staying sane and taking care of yourself?

Wayne: I go to the gym three times a week with a personal trainer. I also started cycling during the pandemic, which I really enjoy. This keeps the stress down for me.



what others say:

BRP: What makes Wayne a true icon?

Wanda Honeyblue: He represents professionalism, expertise, accountability, and availability.
Rosa Vasquez-Davis: Wayne is well-known to be true to his craft and is a reliable resource.
Kevin Jackson: He’s dedicated to providing superior service.
Lisa M. Jones: Wayne is such an amazing leader with great integrity and wisdom.
Brenda Leigh Wells: Wayne has an impeccable work ethic and genuine concern for his clients, community, brokerage affiliates, and industry colleagues. He always strives for excellence in his accomplishments. He continues to pursue ways of personal and professional development and encourages the real estate professionals that he leads to do the same.
Linda Davis: During a contentious sale, Wayne was able to provide the professional and calm assistance needed. He is a genuinely kind and understanding man.

BRP: What do you appreciate most about Wayne?

Wanda: His wealth of knowledge, persistence, and improvisation.
Kevin: He’s sincere and honest. Wayne is motivated to find a good resolution to have his deals end up well.
Rosa: He always makes himself available and is easy to communicate with—it’s rare to have to speak to his voicemail or office manager.
Brenda: Wayne’s spirits of diligence and discipline as well as his sense of style. I also love that he leads by example. He makes himself available to agents.
Lisa: His ability to communicate and educate.

BRP: In what ways has Wayne impacted your life?

Linda: I can always call on him! We are not related but I consider Wayne part of my family.
Brenda: Through his guidance, I have grown to become a better associate broker, a purposeful office manager, and a more productive person.
Rosa: His encouragement makes me believe that anything is possible if we really want it. He’s one of the most personable people that I know and brings positive energy to every space.
Kevin: I can connect and communicate with Wayne about anything. He has been a wonderful colleague and friend for over 20 years. His friendship value is awesome.

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