

# Susan Leach

## Putting It All Together

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Clients who make their way through a real estate transaction count on you to apply your vast experience and knowledge to their needs.

Susan Leach relishes fulfilling that role, as well. As a REALTOR®, she is adept at putting it all together for those she serves.

Susan Leach's story is a testament to the power of hard work, integrity, and a

passion for helping others. Born in the small town of Meyersdale, Pennsylvania, and raised in Somerset and Shanksville, Susan grew up in a community deeply rooted in values of dedication and resilience. These principles would guide her through a lifelong career of service, first in nursing and later as a successful REALTOR®.

Reflecting on her upbringing, Susan recalls her father's

influence: "My dad instilled a strong work ethic in me, and I have never shied away from work. Most of my life, I had two jobs at the same time, and I've been working since I was 12 years old." This sense of purpose, coupled with the ability to face challenges head-on, has been a driving force in both her personal and professional life.

**Commitment to Service**  
Before stepping into the world of real estate, Susan

built an impressive career in nursing. After earning her bachelor's degree in 1976 and her master's in 1981 from the University of Pittsburgh, she embarked on her professional journey at Yale University Medical Center, working in medical and intensive care units. Her passion for leadership quickly became evident, leading to management roles including VP of Nursing at Somerset Hospital, where she spent 15 years.

Susan's dedication to education was equally inspiring. She played an instrumental role in establishing a community college in her area and later taught in the nursing program at Allegany College of Maryland. Even after moving to North Carolina in 2008, she continued to influence healthcare as part of Novant Health's corporate education department, teaching leadership and management across the organization.

Though nursing had been her life's work, Susan's interest in real estate was always present. "My brother, Jim Spangler, is a land developer and contractor in Nashville, TN, and we always loved to talk real estate," she says. During the COVID-19 pandemic, a conversation with her builder and fellow REALTOR®, Jeff Satterwhite, sparked the idea to take a leap into a new career. "Jeff told me he thought I'd be great at selling real estate. Always having an interest in this, that was all I needed to complete the program," Susan shares.

**Opening a New Chapter**  
Susan earned her real estate license in 2022, bringing



with her a lifetime of skills honed in healthcare. “As a nurse, I learned patience, ethical behavior, and good communication skills, along with core values of compassion, integrity, and honesty,” she explains. These same traits became invaluable in real estate. However, the transition was not without its challenges. “The biggest challenge was learning a whole new language and set of rules, but the people skills are the same,” Susan says.

After starting out with her friend, Jeff Satterwhite, Susan recognized the need for more formal training, leading her to Coldwell Banker Seacoast Advantage, where she participated in their comprehensive new agent program. In 2023, she found her home at St. James Properties, a natural fit since she had lived in the St. James community for 16 years. “I’ve seen the community grow significantly in that time, and I really know it well,” she says with pride.

Her real estate career has blossomed since then. After nothing in the first year, she reached \$3 million in sales volume in her second year, followed by three times that in her third year so far. She continues to move forward with her certification as a Senior Real Estate Specialist (SRES) and Pricing Strategy Advisor (PSA).

**A People-Centered Approach to Real Estate**

For Susan, real estate is all about relationships. “I’m a people person, and relationships are the most important part of my job,” she says. Many of her clients have become her friends,

and she finds joy in helping people through one of the most important transactions of their lives. “Helping people buy or sell a home is one of the biggest challenges or investments in their life, and I enjoy helping them meet that goal.”

Susan’s background in nursing gave her the empathy and communication skills that set her apart. “I’m not sure I am different, just my approach is different in how I deal with people,” she reflects. She credits much of her success to the team at St. James Properties. “I work with a fabulous team of REALTORS® and staff because it takes a village to be a great team. I have learned so much from my peers, and I really respect every one of them.”

Susan also has benefitted from her involvement in sales with the kitchen and product leader—Pampered Chef.

“In a very rural area of western PA with a low median income, I was fortunate enough in sales to be in the top 2% in the company nationwide for several years in a row,” Susan says. “This was my second job besides healthcare and I learned so much about sales during those years and have used those same skills in selling real estate – two very different products, but again, similar skill sets.”

**Balancing Life, Work, and Passion**

Outside of work, Susan has a full life. Married to her “rock,” Dave, she shares how he has been her constant support, from previewing homes with her to taking on







any task she needs help with. “He’s been there to clean out homes, change lightbulbs, powerwash—you name it, if I ask, he never says no,” she says with admiration. Between them, they have 12 grandchildren, ranging

in age from 4 to 31, and though they don’t get to see them often due to their busy schedules, Susan cherishes every moment with them. In her downtime, Susan loves to travel, especially

to Europe. She also enjoys creating handmade cards, a hobby that turned into a small business when she began selling them in a local pharmacy. Golf is another passion she’s trying to make more time for, balancing

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#### A Legacy of Integrity and Giving Back

Susan’s career is built on honesty and integrity—values she holds close both personally and professionally. “Honesty and integrity and the desire to do right by my clients allow me to sleep at night,” she says. She is also passionate about giving back, supporting causes such as Communities in Schools, Habitat for Humanity, and Relay for Life in honor of her parents, both of whom had cancer.

For Susan, success isn’t measured by personal accolades but by the happiness of her clients. “If my clients are happy, I’m happy. It’s not about me, it’s about them,” she says. Her advice to new agents is simple yet powerful: “Stay the course—it’s not easy to get established in this business, especially with so much competition. But if you are friendly, helpful, and kind to others, it will come back to you tenfold.”

Congratulations to Susan Leach for the tireless effort she puts forth on a daily basis to put all of the pieces of transactions together for those around her.



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