



MISSION STATEMENT

We are committed to first-class service.

We believe that the purchase or sale of real estate should be a memorable, pleasant, profitable experience.

Our Team's goal is to have a satisfied customer at the end of the transaction.

To achieve that goal we continuously take further studies, so that our customers benefit from our knowledge and negotiating skills.

We work to earn the privilege of having you as a "Customer for Life."



PERFORMANCE CAMPAIGN

Our objective is to have as many qualified buyers as possible exposed to your property until it is SOLD! Furthermore, we will communicate the results of our activities to you on a regular basis. We will assist you in negotiating the highest dollar value for your property while advancing you toward settlement in a timely manner. To achieve these objectives we employ a three pronged approach to marketing.

WEB PRESENCE

99+ % OF HOME BUYERS SEARCH ONLINE

A hybrid of outsourcing our listings to dozens of consumer websites as well as generating and posting meaningful content to teamsurlis.com and various social media outlets has become an integral part of our marketing campaign.

COMMUNITY INVESTMENT

ALL TEAM SURLIS MEMBERS ARE LONGTIME
CROFTON RESIDENTS

The marketing philosophy at Team Surlis is fundamentally different than many other brokers in that we draw focus to the incredible benefit of the community overall and remind buyers they're not just buying a home, they're buying everything our town has to offer. We feel this personal commitment to our community inspires confidence in potential home-buyers.

TRADITIONAL MARKETING

35+ YEARS OF EXPERIENCE

Since 1977 Team Surlis has continued to employ and refine the core skills and marketing strategies that have been proven successful time after time, year after year.



WEB PRESENCE

TEAM SURLIS WILL MARKET YOUR HOME IN THE THREE MOST PROMINENT CONSUMER SITES:

REALTOR.COM

(Averages about 385 views during 60 day listing)

Team Surlis Ensures Your Home Receives Prominent Status With Premium Subscription & Max Photos

ZILLOW.COM

(Averages about 148 views during 60 day listing)

TRULIA.COM

(Averages about 94 views during 60 day listing)

figures above are approximations based on typical 2013 viewing activity on Team Surlis Listings

YOUR HOME WILL ALSO BE LISTED ON THESE SITES:

remax.com homes.com zillow.com homefinder.com guidancerealty.com
househunt.com therealestatebook.com realestatecentral.com realtytrac.com
adwerx.com realtystore.com buyerhomesite.com elookyloo.com
eppraisal.com findaplace4me.com esolist.com harmonhomes.com
homebidz.com homes&land.com homewinks.com lakehomesusa.com
newhomesource.com luxelighthouse.com propertypursuit.com
realquestexpress.com usagolfhome.com usalifestyle realestate.com vast.com
hometourconnect.com propertyshark.com sellerslane.com home2me.com

ORIGINAL WEB CONTENT

ORIGINAL AND UNIQUE CONTENT IS ONE OF THE PRIMARY REQUIREMENTS FOR ATTRACTING INTERNET BUYERS. SAMPLE OUR ORIGINAL CONTENT AT THE SITES BELOW:

teamsurlis.com

facebook.com/teamsurlis

youtube.com/teamsurlis



FOCUS ON COMMUNITY

TEAM SURLIS' COMMUNITY CONNECTIONS INCLUDE:

10+ Years as co-sponsor of the **Crofton 10K**; along with the Kiwanis Club of Crofton

Major Sponsorship of the year long **Crofton 50th Anniversary Celebration**

As local residents we are affiliated with several of the local sports teams and organizations

Sponsorship of **Seton Parish** through funding of the weekly bulletin as well as supporting the outreach project to Seton's sister Parish in Haiti.

TRADITIONAL MARKETING

TEAM SURLIS WILL:

Capitalize on the **Re/Max Brand** which has been recognized by JD Power for "The highest overall satisfaction for home sellers and home buyers among national full service real estate firms"

Have your home **professionally photographed** to stand out from the competition

Ensure your home benefits from the **tremendous signage** throughout the community due to our ongoing listing inventory-The agent who holds the current listing inventory holds the buyers!

Prepare a **full color, professionally published brochure**

Arrange to have all showings scheduled by **Centralized Showing Service (CSS)**

Make property information available to a constant pool of qualified buyers through our affiliation with **Lissadell Property Management, Inc.** (We have found that both investors and current renters are a strong source of potential buyers)

Notify all members of the Anne Arundel County **Masters Club**. Membership requires that Realtors sell at least \$6.5 Million of real estate annually. Masters Club members sell a huge percentage of all real estate business in Anne Arundel County. All members of Team Surlis are members; Aidan Jr. is the president.

Fully Utilize the Re/Max **Referral Network** & the Certified Residential Specialist (CRS) system

ADDITIONALLY, TEAM SURLIS ROUTINELY:

Invests in local advertising, including: a page in the Greater Crofton Chamber of Commerce Community Guide; monthly advertising in the Chamber of Commerce Newsletter, the back page of the Crofton Advocate, which is sent quarterly to every resident in the Crofton Triangle.

Re/Max Fit to Sell Checklist for Home Sellers

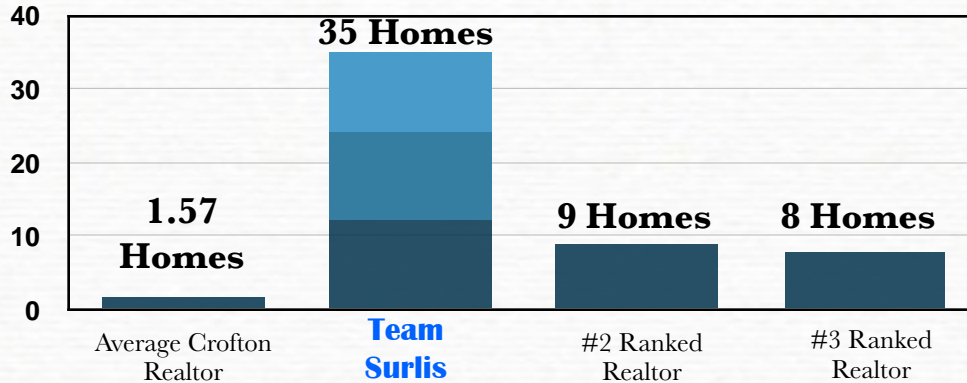
- What year was your house built? _____
- What condition is your plumbing in? _____
- Is your roof in good condition? _____
- Does each room in your house feel spacious? _____
- Decide where you can store your boxes and extra items _____
- What condition is your carpet in? _____
- What color is the carpet? _____
- Do you have carpet under the hardwood? _____
- What major repairs are needed? _____
- Maintain front, back and side yard _____
- Spruce up landscaping _____
- Do your walls need to be painted a neutral color? _____
- Do you have wallpaper? _____
- Remove all wallpaper and paint a neutral color _____
- Remove all personal and family photos? _____
- Remove any items that could be potentially offensive or disagreeable
- Cookies/ Fresh Flowers on kitchen counter

**For more information on preparing your home to sell, visit remax.com/c/real-estate-advice

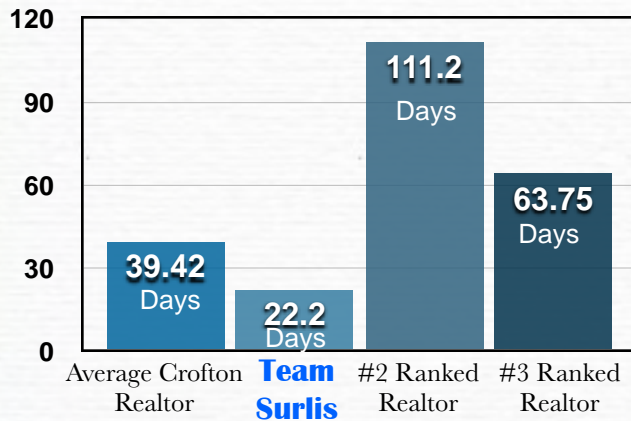


TEAM SURLIS RESULTS!!!

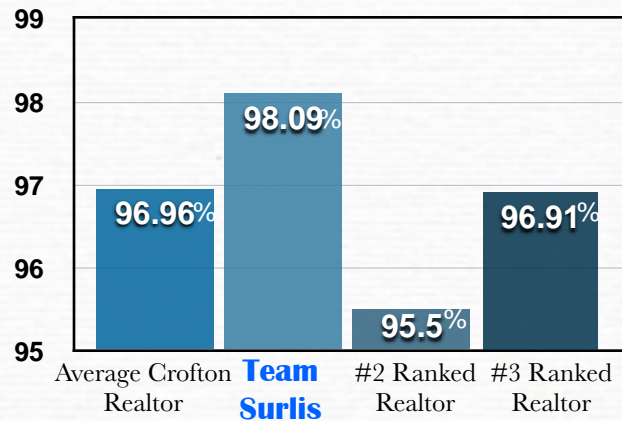
of Crofton Listings Sold 2013



Average Days on Market



Sales Price as % of List Price



Definition of Terms

*Average Crofton Realtor: Any Realtor who listed and sold a minimum of one home in the 21114 zip code during 2013. To determine # of listings sold by the average Crofton Realtor the total # of homes sold in Crofton was divided by the total # of Realtors who listed and sold at least one home in Crofton in 2013.

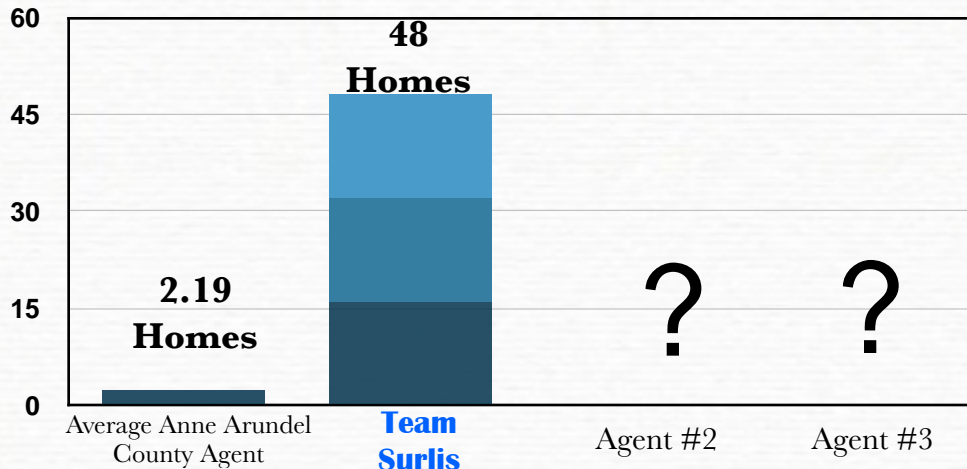
*Agent Rankings for all three graphs are based on the # of homes listed and sold in 21114 in 2013 by each Realtor

*Average Days on Market: Were determined by taking the sum of the total # of days on market for all of each Realtor's sold listings in 2013, then dividing by the # of listings that Realtor sold in 2013.

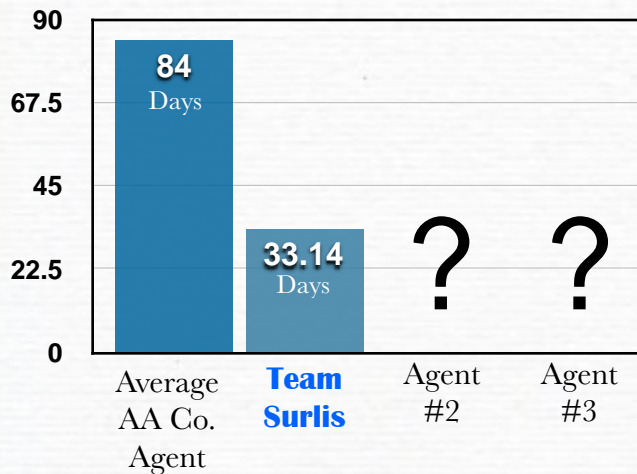
* Sales Price as % of List Price: Was determined by dividing the sum of all the "Closed" prices for each Realtor by the sum of all of that Realtor's "Original List Price"

TEAM SURLIS RESULTS!!!

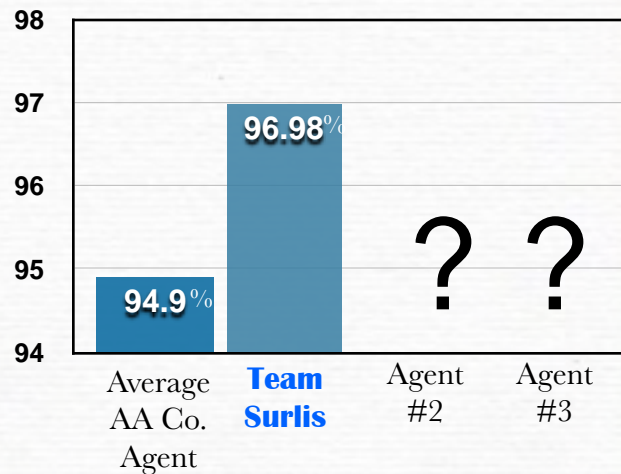
of Anne Arundel County Listings Sold 2013



Average Days on Market



Sales Price as % of List Price



Definition of Terms

*Average Anne Arundel County Realtor: There are 3,027 Active Realtors in Anne Arundel County. To determine # of listings sold by the average Anne Arundel County Realtor, the total # of homes sold in the county (6,638) was divided by the total # of Active Realtors (3,027) licensed in Anne Arundel County.

*Average Days on Market: Were determined by taking the sum of the total # of days on market for all of each Realtor's sold listings in 2013, then dividing by the # of listings that Realtor sold in 2013.

* Sales Price as % of List Price: Was determined by dividing the sum of all the "Closed" prices for each Realtor by the sum of all of that Realtor's "Original List Price"



IN 2103 TEAM SURLIS SOLD THE FOLLOWING PROPERTIES:

- | | | |
|----------------------------|-----------------------------|---------------------------|
| *1658 Albermarle Drive | *1622 Eton Way* | *1127 Mainsail Drive |
| *1720 Albermarle Drive | *1717 Fillmore Court | *3622 Majestic Lane |
| *2413 Arapaho Way | *8608 Fluttering Leaf Trail | *1853 Marlow Place |
| *8648 Aspen Grove Court | *2034 Forest Hill Lane | *15402 Neman Drive |
| *8730 Aspen Grove Court | *3721 Glebe Meadow Way | *1949 Pawlet Drive |
| *20 Bellemeade Trail | *244 Gray Fox Court | *1511 Pittsfield Road |
| *1526 Birdwood Court | *8184 Great Bend Road | *1309 Pleasant Meadow Rd. |
| *6902 Burch Hill Road | *3893 Greenmeadow Lane | *1322 Pleasant Meadow Rd. |
| *1268 Caddie Drive | *2157 Hallmark | *712 Quiet Pond Court |
| *1906 Cambridge Drive | *431 Hamlet Club Drive | *6601 Rapid Water Way |
| *1992 Cambridge Drive | *245 Harmony Way | *1815 Regents Park Road |
| *2019 Cambridge Drive | *202 Heatherbloom Trail | *1764 Rochester Street |
| *1623 Carnoustie Drive | *13904 Heatherstone Drive | *2525 Running Wolf Trail |
| *1907 Cavalier Court | *2104 Higher Court | *1828 Sharwood Place |
| *2645 Cedar Elm Drive | *329 Highland Drive | *2703 Sabra Court |
| *1553 Chapman Road | *623 Highland Farms Circle | *1723 Swineburne Avenue |
| *1121 Charing Cross Drive* | *648 Highland Farms Circle | *1864 Squire Court* |
| *7001 Copperwood Way | *1813 Hyman Lane | *1734 Tedbury Street |
| *1521 Crofton Parkway | *1115 Jasper Court | *1726 Torrington Place |
| *1615 Crofton Parkway | *1705 Jasper Lane | *9 Tremont Drive |
| *1720 Dana Street* | *2421 Jostaberry Way | *2514 Vineyard Lane |
| *1738 Dana Street | *2430 Killarney Terrace | *1605 Wayland Court |
| *1520 Danewood Court | *1804 Lang Drive | *1700 Wickham Way |
| *1544 Danewood Court | *2012 Laurance Court | *2616 Windy Oak Court |
| *3502 Deer Pass Lane | *1721 Leisure Way | *2582 Windy Oak Court |
| *1547 Ellsworth Avenue | *3391 Littleton Way | *2928 Winters Chase Way |
| *2809 Elsa Court | *2437 Lizbec Court | *2628 Worrell Court |
| *1500 Elwyn Avenue | *2089 Lower Court | *2306 229th Street |



Home-Seller Service Providers

General Contractors

Buck Rhuling, Buck Savers

m: (443) 386-1035; e: saverbucks@aol.com

Larry Wiles, Wiles Construction

m: (410) 977-0781 b: (410) 255-6793

Structural Engineer

David Wallace

m: (410) 991-4446 e: wefly4u@comcast.net

Plumbers

Andrew Hawley, Hawley Plumbing

m: (410) 956-1512

Mike Cocolin

m: (410) 868-6714

Electricians

Bausum & Duckett

b: (800) 624-8887

John Sommer, Amperage Electric

b: (443) 336-3167 e: cls_amperage@verizon.net

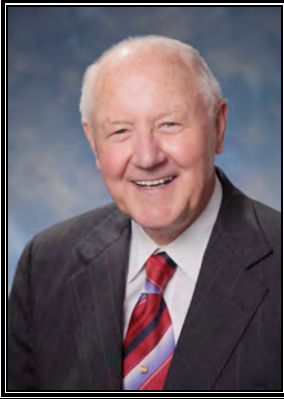
Movers

Perry Movers

b: (301) 362-5600 e: info@perrymoving.com

Jim Rielley, Liberty Movers

m: (301) 607-8231



Aidan Surlis

aidan@teamsurlis.com

- Associate Broker, GRI
- Re/Max Lifetime Achievement Award
- Re/Max International Hall of Fame
- Masters Club (Highest Sales Club in Anne Arundel County, membership based on settled volume), Lifetime Member
- Re/Max Platinum Club
- Anne Arundel County Distinguished Sales Club, Lifetime Member
- Crofton Kiwanian
- Social Justice Committee, Seton Parish
- Married to Catherine, Grandfather of nine: Jack, Tom, Kate, Benjamin, Penelope, Sean, Nora, Paul & Adele



Cathy Surlis Gress

cathy@teamsurlis.com

- Associate Broker, GRI, CRS
- Marketing Representative
- Special Events Coordinator
- Masters Club (Highest Sales Club in Anne Arundel County, membership based on settled volume), Lifetime Member
- Re/Max Platinum Club
- Anne Arundel County Distinguished Sales Club, Lifetime Member
- Rutgers University, MA; College of Notre Dame of Maryland, BA
- Married to Chris; 3 children: Jack, Tom and Kate
- Member of Seton Parish



Aidan Surlis, Jr.

aidan@teamsurlis.com

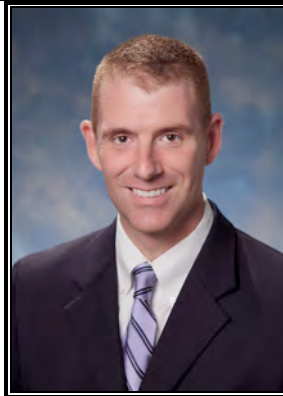
- Associate Broker, GRI
- Re/Max International Hall of Fame
- President of Masters Club (Highest Sales Club in Anne Arundel County, membership based on settled volume), Lifetime Member
- St. Mary's College of Maryland, BA
- Re/Max Platinum Club
- Anne Arundel County Distinguished Sales Club, Lifetime Member, Board of Directors (2002-2004)
- Eagle Scout from Troop 758
- Crofton Youth Soccer Coach
- Married to Mandy; three children: Benjamin, Penelope & Sean



Tim Kelly

tim@teamsurlis.com

- Associate Broker, GRI
- Masters Club (Highest Sales Club in Anne Arundel County, membership based on settled volume), Lifetime Member
- Anne Arundel County Distinguished Sales Club, Lifetime Member
- Johns Hopkins University, MA
- St. Mary's College of Maryland, BA
- Former Baltimore City School Teacher, DC Firefighter & Staff Sergeant, US Army Reserve
- Completed Deployments to Bosnia and Iraq
- Crofton Kiwanian
- Married to Tara; three children: Nora, Paul & Adele
- Dog: Jake



Chris Gress

chris@teamsurlis.com

- Associate Broker, GRI
- Masters Club (Highest Sales Club in Anne Arundel County, membership based on settled volume), Lifetime Member
- Johns Hopkins University, MA
- College of Notre Dame of Maryland, MA
- St. Mary's College of Maryland, BA
- Former Assistant Principal, Baltimore City Public Schools
- Assistant Lacrosse Coach Old Mill High School 1999-2010
- Crofton Youth Sports Coach-Soccer, Basketball & Lacrosse
- Married to Cathy - three children, Jack, Tom & Kate



Tara Surlis Kelly

tara@teamsurlis.com

- Associate Broker, GRI
- Re/Max International Hall of Fame
- Masters Club (Highest Sales Club in Anne Arundel County, membership based on settled volume), Lifetime Member
- Masters Club, Vice President
- Re/Max Platinum Club
- Anne Arundel County Distinguished Sales Club, Lifetime Member
- Ran D.C Marathon
- Graduate of and played college lacrosse & soccer at College of Notre Dame, MD
- Married to Tim; three children: Nora, Paul and Adele
- Dog: Jake
- ***Currently on Family Leave***
- *** BabyDue in April***

Aidan Surlis



EDUCATION

Kiltegan College County Wicklow, Ireland
BA Philosophy 1959

Manhattan College, New York
MA Theology 1969

WORK HISTORY

Famine Relief, Kenya, Africa 1959-68
High School Teacher, Bishop Ford & Trinity High 1969-73
Case Worker, Society for Prevention of Cruelty to Children, Queens, NY 1973-77
Full-time Real Estate Associate Broker, 1977-present

REAL ESTATE EXPERIENCE

Ranked #12 out of all Re/Max Teams in the State of Maryland
Recipient of the Re/Max Lifetime Achievement Award
Recipient of the Re/Max Hall of Fame Club Award
Recipient of the Platinum Club Award
Lifetime member of the Masters Club
Lifetime member of the Distinguished Sales Club of Anne Arundel County
Graduate of Real Estate Institute, GRI
Certified Residential Specialist, CRS
Accredited Buyer Representative, ABR

PERSONAL

Born and Raised in County Sligo, Ireland
Twin, one of ten children
Married to Catherine
Three Children: Cathy, Aidan Jr. and Tara who all work as full-time Realtors
Nine Grandchildren: Jack, Tom, Kate, Benjamin, Penelope, Sean, Nora, Paul & Adele!
Crofton resident since 1977
Member of the Kiwanis Club
Parishioner of St. Elizabeth Ann Seton
Peace & Justice Committee at Seton Parish

Aidan Surlis Jr.



EDUCATION

St. Mary's College of Maryland
BA Philosophy

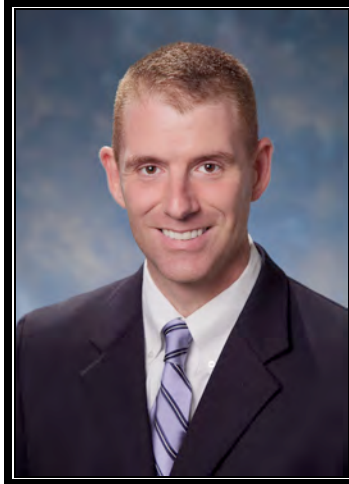
REAL ESTATE EXPERIENCE

Graduate of Real Estate Institute (GRI)
(GRI designation is held by only 13% of Realtors)
Associate Broker
Lifetime member of the Masters Club; Anne Arundel County's highest sales club
Lifetime member of the Distinguished Sales Club
Masters Club President (Current)
Masters Club Board of Directors (2002-2004)
Active member of Anne Arundel County Association of Realtors
Recipient of Re/Max Hall of Fame Award
Recipient of the Re/Max Platinum Club Award

PERSONAL

Anne Arundel County resident since 1977
Attended public schools in Anne Arundel County
Eagle Scout, Boy Scout Troop 758
Played lacrosse for four years while at St. Mary's College
Crofton Youth Soccer Coach
Three children: Ben, Penny and Sean

Chris Gress



EDUCATION

St. Mary's College of Maryland
BA History Cum Laude

College of Notre Dame, Maryland
M.A. Leadership in Teaching

Johns Hopkins University, Maryland
M.A. Education

WORK HISTORY

Assistant Principal, Baltimore City Public Schools
*Pre-kindergarten – sixth grade elementary school
Teacher, Baltimore City Public Schools & Anne Arundel County Public Schools
*Grades 1, 4, & 6

REAL ESTATE EXPERIENCE

Graduate of Real Estate Institute (GRI)
(*GRI designation is held by only 13% of Realtors)
Associate Broker
Lifetime Member of Masters Club; Anne Arundel County's highest sales club
Lifetime Member of Distinguished Sales Club

PERSONAL

Raised in Harford County (Jarrettsville)
Anne Arundel County resident since being married to Cathy Surlis Gress
Old Mill High School - Head Assistant for Varsity Lacrosse Team (1999-2010)
Played Lacrosse while at St. Mary's College
Parishioner, St. Elizabeth Ann Seton
Annually Runs Crofton Kiwanis Club/Team Surlis 10k
Three children: Jack, Tom and Kate

Tim Kelly



EDUCATION

St. Mary's College of Maryland
BA History

Johns Hopkins University, Maryland
MA Education

WORK HISTORY

Former Staff Sergeant, US Army Reserve
Completed deployments to: Bosnia & Iraq
Teacher, Baltimore City Public Schools
Taught 3rd and 5th grade (5 years)
Firefighter, Washington D.C. (5 Years)

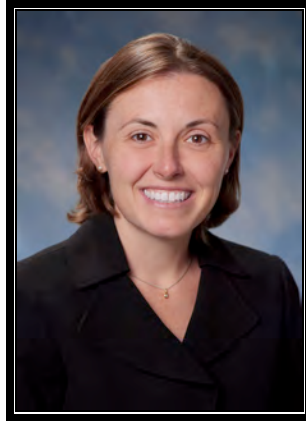
PERSONAL

Three Children: Nora, Paul, Adele
Crofton resident since 1988
Played Lacrosse while at St. Mary's College
Hobbies: Running, Splitting Firewood
Dog: Jake

REAL ESTATE EXPERIENCE

Associate Broker
Lifetime Member of Masters Club; Anne Arundel County's highest sales achievement club
Lifetime Member of Anne Arundel County Distinguished Sales Club
Graduate of the Realtor Institute (GRI)
(GRI designation is held by only 13% of Realtors)

Tara Surlis Kelly



EDUCATION

College of Notre Dame of Maryland, Baltimore
BA English Major; Math Minor Summa Cum Laude

REAL ESTATE EXPERIENCE

Graduate of Real Estate Institute (GRI)
(GRI designation is held by only 13% of Realtors)
Associate Broker
Lifetime member of Masters Club; Anne Arundel County's highest sales achievement club
Board of Directors for the Masters Club (2007-2008)
Vice President of the Masters Club (2008- 2009)
Lifetime member of Anne Arundel County Distinguished Sales Club
Recipient of the Re/Max Hall of Fame Club Award (2007)
Recipient of the Re/Max Platinum Club Award

PERSONAL

Completed the Washington D.C. Marathon (March 2002)
Anne Arundel County resident since 1977
Attended public schools in Anne Arundel County
Graduate of Arundel High School; Class President, 1992-95
Four years varsity soccer, College of Notre Dame
2nd Team Regional All-American for Lacrosse, College of Notre Dame
Annually runs: Crofton Kiwanis Club/Team Surlis 10K
Married to Tim Kelly
Three children: Nora, Paul and Adele
Dog: Jake

*****Currently on Family Leave*****
*****Baby Due in April*****

Cathy Surlis Gress



EDUCATION

College of Notre Dame of Maryland, Baltimore
BA English Magna Cum Laude

Rutgers University, New Jersey
MA Sociology

REAL ESTATE EXPERIENCE

Graduate of Real Estate Institute (GRI)
(GRI designation is held by only 13% of Realtors)
Certified Residential Specialist (CRS)
(Highest designation awarded by National Association of Realtors)
Associate Broker
Lifetime member of the Masters Club; Anne Arundel County's highest sales achievement club
Lifetime member of Anne Arundel County's Distinguished Sales Club
Awarded Short Sales & Foreclosure Resource (SFR) Certification (2010)
Active member of Anne Arundel County Association of Realtors
Recipient of Re/Max Hall of Fame Club Award
Recipient of Re/Max Platinum Club Award

PERSONAL

Anne Arundel County resident since 1977
Room Mother, Crofton Elementary School
Annually Runs Crofton Kiwanis Club/Team Surlis 10k
Attended public schools in Anne Arundel County
Parishioner, St. Elizabeth Ann Seton
Three children: Jack, Tom and Kate



TEAM 1.
Surlis

A FAMILY BUSINESS, RUN WITH FAMILY PRIDE

PAST CLIENT TESTIMONIALS

The following clients happily agreed to share their experience with "Team Surlis":

"Aidan we truly appreciate all you have done. As always you came through! That is why we picked and trusted that you would see this through for us. You are the best and we will continue to refer our friends and family to you. Thanks again" *-Steve and Theresa Baker*

"Thanks to Team Surlis of Remax Leading Edge in Crofton for doing a great job in getting my house sold! Aidan Surlis, Jr., along with his team of sales associates, was spot on when it came to making improvements to the home, marketing the home, and finding the perfect buyers. Their professional approach and extensive knowledge of the market resulted in a smooth and seamless process from our first meeting until closing day. It was absolutely a joy working with Team Surlis and I would highly recommend them to anyone searching for a home in the Crofton area." *- Cynthia Scanlon*

"As 20+ year Crofton residents, we were well aware of Team Surlis' reputation and knew we wanted them to represent us as sellers. Unbelievably, the team exceeded our every expectation. Their service is extraordinary. From the first meeting with Tim Kelly until the closing itself, Tim went above and beyond with his attention to detail, communication and commitment to service. At our first meeting, Tim came prepared with applicable market data to help us make an informed decision. He listened to our opinions and answered all of our questions. Within a few days, our house was listed with photos, video and a YouTube presence. We were out of town for most of the process but that never hindered the sale. Tim and his team coordinated all of the necessary inspection and repair appointments. The process was flawless. We recommend Tim and the Surlis Team to anyone thinking about selling their home. You will not find a more knowledgeable, professional and caring group of people."

-Rose and Jim Gattuso

"Team Surlis not only sold our house in less than a week, but they also found our future house before it even went on the market! We couldn't be happier about our new house and our new neighborhood. We owe that to Team Surlis!" *-Jake and Drew Schmitter*

"Team Surlis listed our townhome for sale and gave us great advice throughout the sale. They also helped us to find our dream home and negotiated a great price for us. We are very happy with the entire process!"

-Matt and Jennifer Trott

Team Surlis - Client Testimonials (continued):

“We had been referred to the Surlis family from our friends who worked with them in the past, and we cannot say enough about the professionalism they exhibited throughout the transaction...we would recommend them very highly” –*Mr. and Mrs. Baicar*

“The Surlis’ helped us to sell our home when we moved from Crofton several years ago and we looked forward to working with them again upon our return to the area” –*Mr. and Mrs. Roberts*

“We were preparing to move out of state and felt confident that we could focus our attention elsewhere because Team Surlis was taking care of the sale of our home...” –*Howard and Gail Levo*

“From the very first moment we met, until the last hug after closing, you and all of your team are the best professionals my wife and I have ever encountered. The listing presentation was excellent. The brochures and pictures of our house were done in a very positive format. The only sales contract we needed was handled expertly while we were out of town. Your specialist, Cheryl was available for questions and ensuring we were able to perform the required contract requirements timely. You showed up for the appraisal and home inspection. Cheryl called frequently to check in. You were there at the closing and even caught an oversight the closing attorney missed. If prospective home buyers or sellers meet with you and do not use your professional team and staff, I feel they have significantly disadvantaged themselves against the rest of the real estate market. I oughtta know – I enjoyed ten years in the mortgage/real estate business and have been an investor since 1978. Thank you ever so much for helping us sell our home so we could buy our dream house in the beautiful mountains.”

– *Steve and Walda*

“Cathy Surlis Gress worked tirelessly to ensure that the sale of our current home took place in order to facilitate the move into our new home. There were several variables that had to be kept straight, and she always looked out for our interests.” –*Steve and Randi Bulla*

“An associate from work had used the Surlis team before and recommended them to us. We worked with them to sell our current house and buy our new home and couldn’t be happier. Richard Swartz of Team Surlis listened to what was important to us and helped us find our perfect home. We have already referred another.”

– *Sarah and Everett Hamilton*

“Thank you for helping us to sell our home and taking care of all of the details. Our home is very important to us and we always felt the Surlis group treated it as important to themselves as well.” – *Rick and Jean Conner*

“From the first day they came to help us sell our home to the day after closing, Team Surlis was the best. Their professional and friendly attitude made us feel like we were not only their most important client but a part of their “family”. We thank you so much!!” – *Linda and Jim Engleman*

“All of the Surlis’ were available to us throughout the sale of our home. Thanks to their extreme attention to detail everything went smoothly from start to finish. We recommend Team Surlis to anyone in the market to buy or sell their home.” –*Ted and Joan Michel*

“After abysmal previous experiences with other realtors, the Surlis Team exceeded our expectations during every step of the way from the sale of our old home and the purchase of our new one. THANK YOU!”

– *Tom and Ragnhild Erdely*

“Tara provided my husband and I with excellent service. We never thought our home could be sold so quickly after a bad experience with another real estate company. Thanks Tara!!” –*Monica and Lake Lewis*

Team Surlis - Client Testimonials (continued):

“When we learned that we were moving to the area we knew that it was vital to assemble an all-star team to help us. Facing the challenges of having a newborn baby, a multi-state move, and being first-time homebuyers, we were understandably nervous. From the start, Aidan of Team Surlis and Pat Kane of George Mason Mortgage provided expert guidance and made us feel comfortable throughout the entire process. Without their help and close coordination we would have never been able to find the perfect house for our new family and at a price that will help us grow into the future. They were so responsive to our questions (and we had a lot) and so supportive of finding the house that worked best for us that it seemed almost easy since it was so smooth from beginning to end. We had heard horror stories from other homebuyers about missing closing dates and hidden fees and any number of other pitfalls, but our story was a fairy tale after all the work Aidan and Pat put into it. We would not hesitate to work with these consummate professionals again in the future.” -*Dave and Kristen Ruhlig*

“A quick “Thank You” is not adequate. The Surlis Team surpassed our expectations on what to expect from professionals in the real estate industry. Your professionalism and expertise, as well as your extensive community knowledge, is surpassed only by your dedication to your clients. Your entire team was there for us. Whenever we had a question, you promptly returned our calls...your negotiating skills proved valuable during contract time...your attention to unforeseen problems, and your entire team’s uplifting attitude proved vital to us as settlement approached. Realtors sell houses – Team Surlis was entrusted with selling our home. We will recommend you highly to friends and associates.” - *Ken and Daryl Brown*

“Aidan, Cathy and Tara – A job well done! We continually felt your support and always felt you were working in our best interest. When we initially met, prior to listing our home with you, we stated that integrity was a trait we valued and looked for in people and in business. We were not disappointed.” - *Sandy and Hal Morton*

“Thank you very much for helping me to sell my home. You were with me every step of the way and you [Tara] and Team Surlis took the time to answer all of my questions. Someone was always available to talk to and your staff kept me informed of the scheduled showings. From start to finish, Team Surlis was friendly, courteous, prompt, thoughtful and professional. I will miss having worked with such a great team.” - *Diane Reid*

“From the 1st day to the last, Aidan took time for us! Aidan won our business and we will be recommending him highly”. - *Josh & Lauren Shirlen*

“The service we received from Team Surlis was Outstanding!! - I told a neighbor who is thinking of selling how great Cathy and Team Surlis is.” - *Anita Rizek*

“Aidan and Cathy were excellent. They were prompt, professional and provided us with outstanding service. We are thrilled to recommend them to anyone who is thinking of selling their home.” - *Scott & Lynette Summerill*

“Tara and Aidan gave us professional and very personal service. The experience was painless and so much different than the stereotypical selling experience. We actually looked forward to hearing from the realtor office.” - *Paul & LeeAnn Smith*

“Absolutely the “Best”. Professional and expert from beginning to end! Surlis’s nailed the appraisal and handled the sale with the utmost skill and respect for both seller and buyer!” - *Ian Tracy*

“Dear Cathy and Team Surlis: John and I just wanted to thank you so much for your help with selling our home and buying a new one. Your professionalism, honesty and genuine kindness is something you don’t find everyday....Thank you again. We really feel like we are “Home” in Crofton.” - *John, Jane Ann & Colleen Reilly*

Team Surlis - Client Testimonials (continued):

“It’s difficult to avoid the use of hyperbole when talking about Tara Surlis and her father, Aidan; somehow all the usual superlatives...outstanding, wonderful, superb, etc., don’t quite convey just what it is that makes these people so special. Let’s put it this way: very few things in life are perfect; dealing the Surlis team was definitely one of those things. My husband and I cannot imagine the existence of any realtor better organized, more responsive, forthright and reliable than these folks. Settling the estate of a recently deceased, out-of-state, family member is not one of life’s more pleasant moments. Please believe that no one, anywhere, could have done it better than Tara and Aidan.” - *Elaine Schick*

“I was constantly impressed by the professionalism, knowledge, confidence and kindness exhibited by the Surlis’s as they carefully guided me through the sometimes scary and complicated intricacies of selling my property. They are really “Special” people. - *Genny Bello*

“Tara and Team Surlis are the hardest working realtors and the most brilliant team. I would be honored to employ their services again; I would highly recommend them. Tara Surlis was wonderful to work with and having the rest of the Surlis Team behind her helped make things much smoother. Just dedicated professionals!!! and caring, wonderful people. They know the market and they know how to get things done. - *John Inak*

“Dear Cathy: Thank you for making our house selling and buying experience so wonderful. We are so impressed with Team Surlis and the personal attention you gave us, that we haven’t hesitated to brag to everyone how wonderful our realtors are!” - *Adrienne & Kevron Gottlieb*

“Aidan Surlis, Sr. and Aidan Surlis, Jr. were our realtors. Our service was the BEST we have ever received from a realtor! After all of the expert services we received selling our home...we were more than a bit sad to relocate and leave. We cannot say enough complimentary things about the representation of the Surlis family/team through Re/Max. Since we have relocated...our only hope is that we can convince our “former Crofton neighborhood” not to hesitate upon using their services for any real estate needs.” - *Ralph and Bonnie Whitley*

“The Surlis Team was professional, thoughtful, and extremely knowledgeable from our first meeting to settlement. Selling a home and, in our case, moving to another state, is very stressful. From the moment we met Aidan Sr., Aidan, Jr., Tara and Cathy was like dealing with members of our family. Their knowledge, thoughtfulness and communication relieved the stress from this process. They did an excellent job marketing our home and it sold in three days. They are a great family and truly outstanding real estate professionals.” - *Frank and Debbie Ziembra*

“Team Surlis went above and beyond even my very high expectations. I’ve used them in a prior transaction in 1999, and was completely satisfied enough to search them out from out-of-town and re-establish contact.” - *Chad Bentley*

“Aidan Surlis, Jr., far exceeded our very optimistic expectations! The entire Surlis team was outstanding.”
- *Clayton and Pamela Traylor*

“The entire group with “Team Surlis” made our family feel comfortable at all time. We never felt pressured and we felt that they truly had our best interests at hand. It was a pleasure working with them.” - *Andrea & Ryan Brewer*

“Someone is always available, and phone calls or e-mails are always returned promptly! All of the people in Team Surlis treat you like you are the only client and like friends/family. At the same time, they are very professional. I have been comfortable with everyone from the start. They are caring people who want to do their best for you. They are by far the best realtors I have ever worked with.” - *Teresa Fox*

“Cathy Surlis was our realtor. We received top-notch service! Cathy was always available when needed, and readily and efficiently handled any situation or problem that arose.” - *Jim & Jackie Segeda*

Team Surlis - Client Testimonials (continued):

“Team Surlis and Tara Surlis were excellent, fabulous, lifesavers. No question, I wish there were others like them.” - *Anna and Michael Scully*

“We thoroughly enjoyed working with Team Surlis. Thank you for the excellent job.” - *Jim and Diana Merkel*

“The Surlis Team was professional, extremely helpful and a pleasure to deal with. Thanks to all, but especially Aidan and Cathy.” - *David Chambers*

“Team Surlis and Tara were always available and supportive through the whole selling and buying process. We really enjoyed working with them and will continue to recommend them to family and friends.” - *Kathleen and Larry Wans*

“Tara Surlis Kelly was outstanding! Always got back to us in a timely manner. Impeccable services! One of the best we’ve ever worked with!” - *Kim Oakes*

“Aidan Surlis, Jr. and Team Surlis were The Best!” - *Walt and Cece Bodaczewski*

“I have used Team Surlis since 1985, to buy or sell.” - *Joseph F. Marino*

“We loved Team Surlis!!” - *Bonnie and Mike Drew*