



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 assist you in negotiating the highest dollar value for your property while advancing you towards settlement in a timely manner. To achieve these objectives we employ a three prong 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 the 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+ YEAR 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 realitytrac.com adwerx.com realtystore.com
buyerhomesite.com clookyloo.com eppraisal.com findaplace.me.com esolist.com
harmonhomes.com homebidz.com homes&land.com homewinks.com lakehomeusna.com
newhomesource.com luxclishome.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 ORIGINAL CONTENT AT THE SITES BELOW:

teamsurlis.com

facebook.com/teamsurlis

youtube.com/teamsurlis



FOCUS ON COMMUNITY

TEAM SURLIS'S COMMUNITY CONNECTIONS INCLUDE

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

Major Sponsorships o 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 ROUTINLEY:

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



TEAM 1
Surlis
of RE/MAX LEADING EDGE

TEAM SURLIS RESULTS

TEAM SURLIS:



Is **NUMBER ONE** in the Crofton sales since 1997, based on settled homes -
According to the AACAR- MRIS statistics



Averaged a home sold every **4.62** Days in 2018



Has sold over **\$780 Million** of real estate since 1977



Single family average days on market of **27** Days in 2018 compared to market average
of **54** Days



Our average sales price vs original list price was **98.40%** in 2018 compared to market
average of **97.40%** for Crofton Single Family homes

We sell more homes for a higher price in half the time than anyone else.

Let us go to work for you!!



IN 2018 TEAM SURLIS SOLD THE FOLLOWING PROPERTIES:

- | | | |
|---------------------------|----------------------------------|----------------------------------|
| *15813 Easthaven Court | *1400 Ivy Leaf | *12306 Manship Lane |
| *1601 Airy Hill Court | *2800 Erics Court | *2604 Barred Owl Way |
| *1625 Fendall Court | *1718 Reynolds Court | *1709 Remington Drive |
| *2044 Friendly Place | *1654 Wickham Way | *1905 Layton Street |
| *1638 Fallowfield Court | *1822 Rawlings Court | *1795 Rochester Street |
| *2604 Chapel Lake Drive | *1556 Eton Way | *2309 Fairhaven Lane |
| *2010 Peggy Stewart Way | *2300 Nantucket Drive | *1736 Dryden Way |
| *1954 Pawlet Drive | *1630 Eton Way | *938 Isaac Chaney Court |
| *1768 Dryden Way | *1570 Farlow Avenue | *2302 Dartmouth Lane |
| *1949 Pawlet Drive | *2130 Hallmark Drive | *918 Truro Lane |
| *13527 Youngwood Turn | *1704 Picadilly Road | *1730 Truro Road |
| *1684 Yorktown Court | *1542 Chapman Road | *1701A Bancroft Lane W |
| *907 Windwhisper Lane | *1808 Roxboro Place | *8609 Wintergreen Court |
| *2455 Bolton Lane | *1580 Eton Way | *214 Nashua Court |
| *1003 Shire Court | *1561 Farlow Avenue | *114 Summer Village Drive |
| *15203 Endicott Drive | *1706 Peartree Lane | *2408 Autumn Harvest Court |
| *2317 Westport Lane | *2812 Andy Court | *1198 Keeling Court |
| *1705 Dryden Way | *1502 Crofton Parkway | *2662 Pemaquid Court |
| *1012 Broderick Court | *1513 Elwyn Avenue | *1710 Tipton Drive |
| *1152 Ramblewood Drive | *1530 Ellsworth Avenue | *1028 Simsbury Court |
| *4512 Orangewood Lane | *2302 Montauk Drive | *1724 Swinburne Avenue |
| *1257 Pine Hill Drive | *1706 Tipton Drive | *1724 Stratton Road |
| *1706 Spring Green Avenue | *1530 Elwyn Avenue | *1528 Elwyn Avenue |
| *2196 Hallmark Court | *1066 Red Clover | *1454 Crofton Parkway |
| *1110 Fairlawn Court | *2726 Dragon Fly Way | *1754 Albemarle Drive |
| *682 Loch Haven Road | | |

[*Denotes a Property Where Team Surlis Was Realtor for the Buyer and Seller](#)