

The Sullivan Team Helped Over 1,765 Clients Buy and Sell North Shore Real Estate



Kathleen & Terrence Sullivan are top-selling, award-winning husband and wife team who list and sell all types of real estate on the North Shore of Boston since 1985. Kathy and Terry have been North Shore residents since 1982. Together they have more than 70 years of business and real estate experience, as well as three masters degrees in science and business administration. Kathy and Terry are skilled negotiators and are always focused on

continuing education i.e., CPRES - Certified Probate Real Estate Specialist, PSA-Pricing Strategy Advisor, ABR-Accredited Buyer Representative, CRS-Certified Residential Specialist, GRI-Graduate Real Estate Institute, CDPE- Certified Distressed Property Experts, CLHMS-Certified Luxury Home Marketing Specialist, CSMA-Certified Social Media Agent, and provide the highest level of service to their clients.

Kathy is a member of the Rules and Regulations Task Force of MLS Property Information Network. Terry is a member of the Finance Committee of the North Shore Association of Realtors. Kathy and Terry were the Founders of RE/MAX Advantage Real Estate in Beverly, Peabody, Salem, Marblehead and Gloucester, MA which they operated for 30 years, and Terry is a Broker. The Sullivans were awarded Broker Owners of the Year for RE/MAX of New England in 2007; RE/MAX Team Spirit Award in 2008 and 2009; the RE/MAX Howard Hayes Founders Award in 2009 and the RE/MAX Integra Founders Award in 2014 for contributions to the New England Region and fellow owners and agents.

The Sullivan Team is part of RE/MAX Beacon, a member of the RE/MAX International network of 144,000+ agents, 9,000+ offices in 110+ countries. The RE/MAX International Referral System is second to none in helping buyers and sellers reach their destination and homeownership goals around the world. RE/MAX is the most recognized real estate brand in the world. RE/MAX has been recognized by J.D. Powers & Associates for the "Highest Overall Consumer Satisfaction For Home Buyers And Home Sellers Among National Full Service Real Estate Firms".

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Kathleen Sullivan

ABR, CDPE, CLHMS, CRS, PSA, MBA, MS

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EDUCATION

- B.A. - Villanova University, Psychology and Science
- M.S. - Boston University, Occupational Therapy
- M.B.A. - Boston University, Management, Marketing and Finance
- Super Star Sales Retreat; and Advanced Broker/Owner Training Courses
- Numerous Sales Training Programs and Seminars including Education for Certified Residential Specialist

BACKGROUND

- Realtor, Top Sales Agent, 1985 - Present
- Owner and Vice President of RE/MAX Advantage Real Estate, 1989 - 2019
- Joined RE/MAX of New England, 1988
- Investor/Property Manager, 1983 - 1993
- Health Care Supervisor/Manager, 1977-1982
- Registered Occupational Therapist (OTR), 1975-1980, still licensed

REAL ESTATE SPECIALTIES

- Residential- Houses, Condominiums and Land
- Investment/ Income-Producing - Multi-Unit Residential and Mixed-Use (Specialty: 1985-1995)
- Foreclosures and Workouts (Specialty: 1990-1995)
- Certified Distress Property Expert (CDPE) Designation 2009

AFFILIATIONS and LEADERSHIP ROLES

- National Association of Realtors
- Massachusetts Association of Realtors
- North Shore Association of Realtors
- MLS Property Information Network, Inc
- North Shore Association of Realtors Leadership roles: Member of Grievance Committee, 1992 and 1993
Chairman of Grievance Committee, 1994, Chairman of Membership Committee, 1995
Member of Bylaws and Forms Committee, 1996
Member of Professional Standards Committee, 1995 - 2010
Member of Government Affairs Committee, 1997, 1998
NSAR Board of Directors, 1998, 1999, 2000, 2001
Massachusetts Association of Realtors - Director 2001
- MLS Property Information Network, Inc. - Director 2003-2012
Shareholder since 1999

SALES AWARDS & ACCOMPLISHMENTS

- RE/MAX Lifetime Achievement Award, Inducted in 2003
- RE/MAX Chairman's Award - Highest award earned for annual production-2002 - 2006
- RE/MAX Hall of Fame -Inducted in 1994.
- RE/MAX Platinum Club Award - High RE/MAX Award earned for annual production in 1997-2001, 2007-09, 2011 - 2024
- RE/MAX 100% Club - RE/MAX award earned for annual production - 1988-1996, 2010, 2023
- Top Producer for RE/MAX of New England - 1988
- Top Residential Producer, Vernon Martin, Inc., Salem Office - 1986
- Broker/Owner of the Year - 2007
- RE/MAX Team Spirit Award - 2008 & 2009
- Howard Hayes Founders Award for contributions to the Region and fellow owners - 2009

Terrence Sullivan

ABR, CDPE, CPRES, CRS, CSMA, CPCU, GRI, PSA, MBA
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EDUCATION

- B.A. - Georgetown University, Economics
- MBA - Babson College, Finance & Accounting
- Graduate Real Estate Institute (GRI)
- Charter Property and Casualty Underwriter (CPCU)
- Certified Residential Specialist (CRS)
- Accredited Buyers Representative (ABR)
- Pricing Strategy Advisor (PSA)
- Certified Distressed Property Expert (CDPE)
- Certified Social Media Agent (CSMA) Designation
- Certified Probate Real Estate Specialist
- Advanced Broker/Owner Training Course

BACKGROUND

- Real Estate Broker, 1980 - Present
- Broker RE/MAX Advantage Real Estate, 1989-2019
- Real Estate Investor & Property Manager
- Insurance Broker, Insurance Advisor and Risk Manager 1972-1984
- Lieutenant, US Army, Jan 1969 - Jan 1973

REAL ESTATE SPECIALTIES

- Residential- Houses, Condos, Investment - Multi-Unit
- Property Valuation - Teaches CMA classes and PSA 2024
- Internet Marketing - Developer/Owner of iMax Web Solutions.com - 2000 to 2023
- Certified Distressed Property Expert (CDPE) Designation 2009
- Certified Social Media Agent (CSMA) Designation 2012

AFFILIATIONS

- National Association of Realtors
- Massachusetts Association of Realtors
- North Shore Associations of Realtors
- North Shore Association of Realtors Finance Committee, 1993 to present
- Board of Directors of MLSPIN - 1999-2004 and various task force

AWARDS

- RE/MAX 100% Club
- RE/MAX NE Broker Owner Of The Year 2007
- RE/MAX NE Team Spirit Award - 2008 & 2009
- RE/MAX NE Howard Hayes Founders Award - 2009
- North Shore Association of Realtors Life Time Member Award 2012
- RE/MAX Integra Founders Award and RE/MAX International Hall of Fame 2014