

Kathleen Sullivan

ABR, CDPE, CLHMS, CRS, MBA, MS

Helped over 1,650 Clients Buy and Sell Real Estate



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

- Owner and Vice President of RE/MAX Advantage Real Estate, 1989 - Present
- Realtor, Top Sales Agent, 1985 - Present
- 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 - 2020
- RE/MAX 100% Club - RE/MAX award earned for annual production - 1988-1996, 2010
- 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, CRS, CSMA, CPCU, GRI, 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)
- Certified Distressed Property Expert (CDPE)
- Certified Social Media Agent (CSMA) Designation
- Advanced Broker/Owner Training Course

BACKGROUND

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

REAL ESTATE SPECIALTIES

- Residential- Houses, Condos, Investment - Multi-Unit
- Property Valuation - Teaches CMA classes
- Internet Marketing - Developer/Owner of iMax Web Solutions.com - 2000 to present
- 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