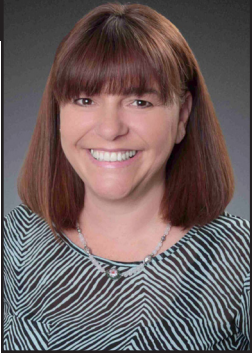


# TOP AGENT MAGAZINE

## THE SIMON TEAM



Andrea and Mark Simon have achieved a level of success some only dream about. They were ERA's number one listing team in Brevard County from 2008-2009, selling 125+ properties each year. In 2008, they ranked ERA Top 10 Nationally and ERA Top 25 Nationally in 2009. Also in 2009, they were ranked 71 for units sold nationwide by Wall Street Journal. For the past two years, they've received the International President's Premier Award from their brokerage, Coldwell Banker Residential, and ranked in the top 1% of Coldwell Banker agents nationally. They specialize in helping clients sell their home or condo, whether it is bank owned or individually owned, but they are eager to help anyone and everyone with their real estate needs.

Andrea was the first of the two to step into the industry, and as her business quickly gained steam, Mark signed on to help. Today, they are an unstoppable team, bringing out one another's strengths. Mark's detail-oriented nature ensures all the background essentials are handled quickly and seamlessly, while Andrea's leadership skills make her the ideal spokeswoman for the team. Combined, their talents guarantee each and every client feels well taken care of.

Serving Central and North Brevard County in Florida, The Simon Team is incredibly knowledgeable about their community. When it comes to marketing, clients can rest assured they are being represented by the right team. "We send out postcards, fliers, and also advertise on 725 websites through Coldwell Banker," Andrea explains. "Our listings receive broad exposure."

Both buyers and sellers receive impeccable service from The Simon Team, as they always put their clients first. "We believe in quality and taking care of our customers. We want to make sure the transaction is smooth," Andrea says. The key to this superior service includes direct communication. "Communication is very important. The goal is to treat people the way we want to be treated. We treat them as family."

Because they go that extra step, clients continually return and refer them to others. One client said, "Andrea has been our REALTOR® since 2004. She helped my

husband and I buy/sell our first home, and then helped us buy our current home. She is very knowledgeable about the area and a consummate professional. We have recommended her to our friends and family and will continue to recommend her in the future."

Although The Simon Team works constantly to help clients achieve their goals, they also make time for important community issues. Through the Coldwell Banker Residential Real Estate CARES program, they've supported local charities and have sponsored many organizations, including Habitat for Humanity. In Andrea's free-time, her favorite hobby is gardening, while the family also likes to visit the beach, take cruises and travel. Mark also enjoys playing golf, and was in the PGA Apprentice program prior to joining Andrea in real estate.

Looking towards the future, The Simon Team is eager to continue building their business, helping others, and learning as much as they can. "I always feel like education is really important. I'm learning new things on a day to day basis, and that's what I really enjoy," Andrea explains. They're also excited to share this knowledge with other agents. "We love to help other agents build their businesses."

But their main focus will always be the client. "We don't want to be 'numbers agents,' we want to always have that personal touch. That's what our clients really appreciate."



For more information about The Simon Team,  
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