



# PAM PRICE: *A Tenacity to Serve*

story by **SUSAN BRITTINGHAM**  
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As an industry standard, real estate agents are passionate and hardworking. The last 12 months in real estate have not been a breeze. Agents around the county had to push past barriers including wavering interest rates and tapering inventory. But, Pam Price, Team Leader and Associate Broker of RE/MAX Advantage Realty, has always gone above and beyond that standard for her business and her clients — and this past year was no different.

## *The Year In Review*

As per usual, the real estate market still ebbs and flows with the changing times. Interest rates have recently taken an upswing, but that hasn't stopped the desire to buy. Inventory is at historic lows, but the demand is still high for the nation.

In the last 12 months, she was up 30% in sales. Even when the market and other agents have experienced ups and downs in the

last year, Pam's on the upswing. So, what's the key to her success? "Consistency ... that's where I find my success comes from. I'm consistent in my service to my clients, in my work with the community and in my marketing," said Pam.

Pam's work in the community over the last year didn't stop either, even with the addition of a new office and the market fluctuations. Her tree campaign had another successful run this past December, as did her work with the Delmar Police Department. They are up to 16 officers total now with one going into the academy and one to be hired by January. There is one new full time dispatcher with another part time dispatcher on the way. Even in the midst of growth, Pam and her team kept the goal in focus — serving. Whether giving back, buying or selling, or opening another location to serve the area better.

# SOLD



**Berlin, MD**

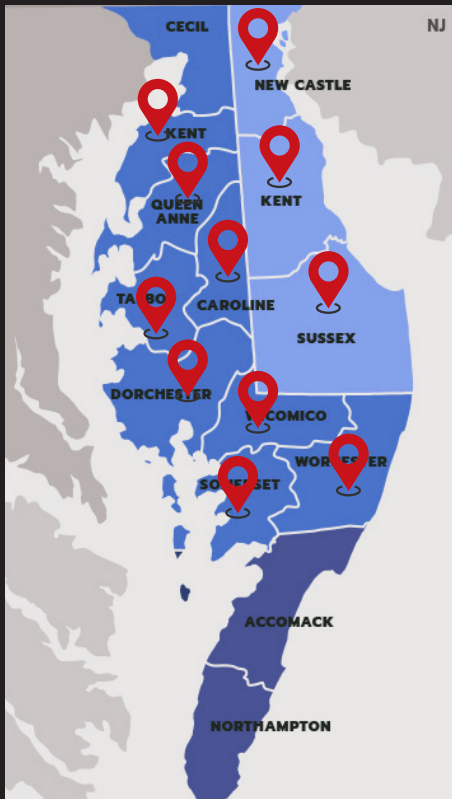


**Millsboro, DE**



## Two Locations, One Dedicated Team

When deciding on how and where to expand the RE/MAX and Pam Price brand on the Eastern Shore, Pam's ultimate goal was to reach more of Delmarva. "I wanted people to know that we aren't just Laurel," said Pam. "We serve eleven counties on Delmarva including Sussex, Worcester, Wicomico, Somerset and Dorchester," she continued.



This new business structure allows Pam to focus more on business, whilst still succeeding in the real estate industry serving her clients. It has definitely been an adjustment, but one that she has thrived in. She's a hard worker that grinds tirelessly for each of her clients and her staff. She strives for success in everything she does, and she has instilled that in the character of her team as well. It is not always easy, but it is always worth it when a client is satisfied.

Currently, RE/MAX Advantage Realty, formerly Coast & Country, has two locations — Laurel, Del. and Millsboro, Del. — and ten agents — Pam Price, Jason Morris, Tommy Burdett, Michelle Lewis, Chad Herr, Amy Herr, Tyrell Proffit, Doug Megee and Carly Welch. Licenced assistants Erin Demone and Alyssa Holston, and the newest addition, Sydney Price.

## Like Mother, Like Daughter

With Pam as a role model for business, it's covetable to gain her skillset and knowledge for oneself. But, having her as a mother and a business role model is a power-packed duo. It's no surprise that one would take on some of her same characteristics ... warm-hearted, diligent and driven.

Pam's youngest daughter Sydney is the newest addition to the RE/MAX Advantage Realty family. She graduated from Sussex Tech in June 2023 and is already completing her real estate course and will be the tenth licensed agent on her team. She is excited to continue to learn from her mom and to

learn more about the real estate industry.

Pam is unmistakably thrilled to have Sydney on her team. "She is already so knowledgeable about the industry, having grown up in it and studied it. She will be helpful in business, as it's booming into the next generation," said Price. And, like mother, like daughter, Sydney always has a heart to serve and give back to the community. She's been a part of the community work since the beginning and there's only growth from here.

# CURRENT LISTINGS



**Bridgeville, DE Heritage Shores**  
**MLS# DESU2041962**  
**Agent- Pam Price**



**Ocean City, MD Montego Bay**  
**MLS # MDWO2014086**  
**Agent- Tommy Burdett**

"Ever since I can remember, real estate has always been a major part of our family's lives. I saw how much effort and time my mom devoted to her clients and questioned whether I wanted that responsibility and commitment. But deep down I knew that the busyness of real estate was my norm and no other job would allow me to help guide clients to their perfect home like I've seen my mom do countless times. I can't wait to see what this mom/daughter dream team has in store!"

*- Sydney Price*



**Laurel, DE**



**Seaford, DE**

## *In the Community*

Pam has always been a hands-on person. It's an admirable trait of hers that people adore, including her daughter and team members. She's always willing to put "boots on the ground" for the community, which she is highly respected for. Pam and her team are always stepping up to the plate for the needs of the community. Whether it's a benefit event, decorating a nursing home for the holidays, gifting her famous gift card trees to a family in need at Christmas, or working hard on behalf of the Delmar Police Department.

Most recently, Pam Price & Associates was the title sponsor for Dock Jam in Pocomoke, Md ([www.dockjam.com](http://www.dockjam.com)). Dock Jam benefits the local Somerset community and brought country music legends Aaron Tippin, Collin Ray and Sammy Kershaw to the small town for a concert in May 2023. This benefit is a two-part event with the next happening on October 7 that features the award-winning country music band Lonestar. Also on that night, Pam will be given an award by Caitlin and Jamie Evans, Dockside Restaurants owners and Executive Producers of DockJam. They will present her with the Woman of Vision Award for being a local hero and to recognize her work within the Delmarva community.



## **PAM'S AWARDS**

- Best Real Estate Company in Southern Delaware 2020, 2021, 2022 & 2023
- RE/MAX Titan Award 2020 - 2023
- #1 in Delaware 2021 & 2022
- Ranked in America's top 1% for Real Estate Agents
- #74 in America's Top 1,000 best real estate professionals 2021
- Best Realtor on the Eastern Shore (4) years in a row
- RE/MAX Community Citizenship Award 2019
- RE/MAX Chairman's Club 2019
- RE/MAX Platinum Club 2012 - 2017
- RE/MAX Hall of Fame 2013
- RE/MAX 100% Club 2011
- RE/MAX Multi-Million Dollar Club
- RE/MAX Lifetime Achievement Award

The Pam Price & Associates Team only began in July 2022, and they ranked in the top three in 3 Re/Max categories for 2022.  
#3 for closed transactions as a team  
#3 in commissions earned as a team  
#2 in commercial commissions paid as a team

"Pam sold our unit in 1 week! Very professional and her staff was very thorough and on top of everything! The entire process went smoothly and efficiently! Highly recommend."

*- Tami Mitchell*

"Pam and her staff are one of a kind, they are the best. They know the Real Estate Business so you don't have to. I would recommend them 1000 percent. Pam's not our MOM but I consider her family, so see Pam she's the best. "

*- Curtis Moore*



Pam has partnered with the Willowbrook Wedding Venue in Bridgeville, Del. for their upcoming Dream Wedding Giveaway slated for February 2024. She is outfitting one lucky bride and her bridesmaids with beautiful dresses from Downtown Bridal in Salisbury, Md. She also sponsors WMDT's "The Teacher Who Makes A Difference" award.

One can truly see her genuine love for people and the community in every conversation with her. She's passionate about every cause or organization she works with and every client she has. And to be recognized for her dedication to the community will be an exciting moment.

*Up Next...*

With an already extensive outreach, Price is eager to add the newest addition to the family of community support programs – the Pam Price Community Foundation ([www.pampricecf.org](http://www.pampricecf.org)). This is a brand-new community program that will help the non-profit organizations, communities and individuals of Delaware, Maryland and Virginia. Its work will also bring more joy to the people— and that's something that remains near and dear to her heart. Her publicist, Andrea Sims of Lion's Share Communications, exclaimed, "Pam is very excited for what this means for the tri-state community."

Also, she is passionately working with a local school district on ways to stop bullying. "I remember being bullied in middle school, as were many of my peers, and it has to stop," said Price. School should be a safe place where children go to learn and develop, without having to endure painful oppression that can cause permanent damage to a life. "We just want to make the world a better place, and this is another way for us to do what we can towards that goal," expressed Price.

Pam is excited for the next year in business and in the community. She and her team are ready as ever to roll their sleeves up and get to work for you as a buyer or seller, and to wholeheartedly serve the community they love.

**"Pam came highly recommended by a family member. She has an outstanding personality & is always willing to answer questions and concerns promptly. She knows pricing & is quite knowledgeable as a real estate agent. I was impressed with how quickly the entire process was for the home sale. Pam is the agent you want! She gets the job done with speed and accuracy."**

*- Carolyn Merryman*



**Pam Price**  
*& Associates*   
**RE/MAX**  
**ADVANTAGE**  
**REALTY**

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*Licensed in Maryland and Delaware*