

THE DC ASSOCIATION OF REALTORS



CELEBRATING 100 YEARS: AN INTERACTIVE HISTORY



The History of the District of Columbia Association of REALTORS®

Starting in 1913, the Washington Board was formed to promote and regulate the professionalism of a growing profession: selling property as a Real Estate agent. One hundred years later, the DC Association of REALTORS® - once called the Washington Board, later referred to as WDCAR - serves real estate practitioners in the areas of public policy advocacy and education. In an industry where markets are cyclical yet unpredictable, one thing has remained: DCAR is the voice of DC real estate.



The Founding Principles of the District of Columbia Association of REALTORS®

The National Association of REALTORS®

The National Association of Real Estate Exchanges was founded in 1908 in Chicago, Illinois. In 1972, the association was later renamed as the **National Association of REALTORS® (NAR)**.

The early organizers of the National Association set about defining real estate brokerage as a fiduciary agency business with the goal of moving real estate brokerage as not just a business of selling real estate on one's own account, but a trusted advisory relationship. The National Association focused its early efforts on furthering the goal of professionalizing the business. In 1916, the Association created the term "REALTOR®" to further define the profession.

Soon after forming in 1908, the leaders within National Association realized that to increase their influence with Congress, local organizations were necessary.

Real Estate Brokers Association of the District of Columbia

In March of 1912 **Samuel Thorpe**, then head of the National Association, paid a surprise visit to prominent Washington real estate broker **Herbert T. Shannon** and encouraged him to establish a real estate association in the city.

As part of Thorpe's plea to Shannon he is reported to have made his argument by saying, "You experience many pains,

aches, and hurts in competitive business. At times you are abused by the other fellow and possibly either consciously or unconsciously you may have abused someone in the business yourself. Now how in the world can you iron out these things except by contract and cooperation with your fellow brokers?It is in this way alone that there can be developed over time a spirit among you which strives to find what is best for the whole business."

Inspired by Thorpe, Shannon convened a meeting of prominent and trusted Washington real estate brokers in one of the Red Parlors of the "Ebbitt House" in the spring of 1913. The new Washington real estate group affiliated with the National Association and paid dues for 42 members in April.

Originally called the "Real Estate Brokers Association of the District of Columbia," Shannon served as the secretary and William H. Saunders was elected the Association's first president. The founding group also included George Worthington and Shannon's business partner, **Morton J. Luchs**.

Later on, the organization would change its name to the Washington Real Estate Board of Washington DC in 1921 and the Washington DC Association of REALTORS® (WDCAR) in 1987. Since 2012 the organization has been known as the District of Columbia Association of REALTORS® (DCAR).

DCAR Presents...The Founding of DC Association of REALTORS®



Code of Ethics

The national association issued a Code of Ethics and Standards of Practice to serve as a model for local organizations in 1913, which was the same year the District's association began. Revised throughout the years, all licensed real estate professionals must abide by the Code of Ethics.

The National Association Code of Ethics and Standards of Practices



DCAR 2014 President Bonnie Burke-Roberts describes what makes the Code of Ethics and Standards of Practices so special.

“The history of the Code of Ethics is so interesting,” Bonnie Burke-Roberts, DCAR President 2014 and professional standards committee member. “There was a shift from ‘Let the Public be Damned’ to ‘Let the Public be Served.’ I see DC Realtors serving the public. In the real estate community, we have a responsibility that is beyond that of ordinary commerce and other industries. We have a grave social responsibility to consumers to make sure our behavior is extremely ethical. We take that commitment very seriously.”

DCAR Presents...100 Years of an Intergenerational Code of Ethics



Mission

DCAR's mission is to be "The Voice of Real Estate" through its public policy advocacy measures.

"I found we could really make a difference in the industry," Brenda Small, 2010 DCAR President, said. "We are the voice of the industry. We impact policies and legislation every day. I personally have testified numerous times before the DC Council to make our voices heard and express the interests that we feel strongly about on behalf of our customers and clients. Specifically, these issues centered around transfer of recordation taxes, and making sure we aren't unduly taxed. Affordable housing has been a major issue to this day, making sure all DC residents have access to affordable home ownership."

"Doing our business without DCAR's involvement would be impossible," Holly Worthington, DCAR member since 1984 and fifth generation Washingtonian Real Estate professional said. "Specifically, we disseminate the information on new laws to our members. We advocate to keep REALTOR® or home owner policies friendly, such as our big legislative push to keep transfer taxes down, and keeping the \$5K first-time home owner's tax credit in place for many years...that totally changed our market. DCAR has really made a difference for REALTORS®."

DC ASSOCIATION OF REALTORS®



1930s – 1986



1987 - 1994



1988



1995 – 2012



Present

DCAR's History to Date: an Interactive Timeline

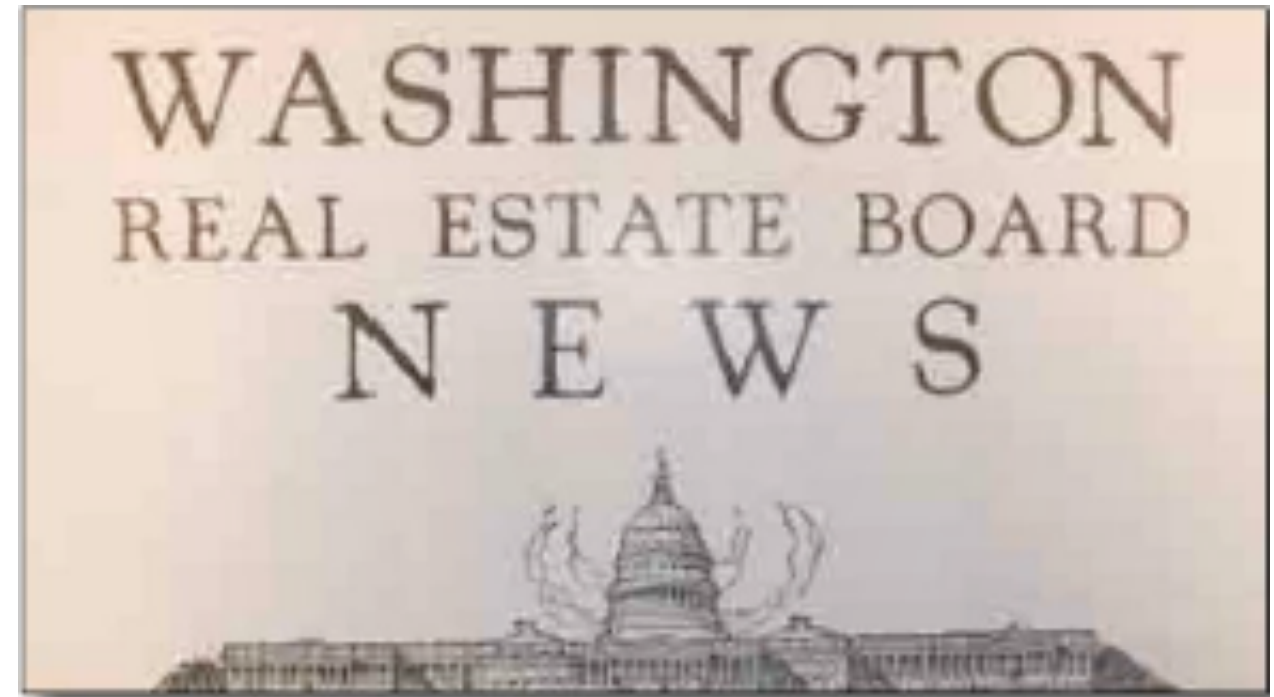


1920-1930

The Washington Real Estate Board

Rapid post-war growth in the District of Columbia, and the promise of profits in the real estate field further promoted the profession, but drew practitioners who weren't committed to the professional standards the association was formed to promote. Once again, the public's positive opinion of the industry was in jeopardy.

John Petty set up a brokerage in the District and joined the local association. He quickly gained prominence within the group and drove the reorganization of the association. He worked to turn the renamed Washington Real Estate Board into an organization dedicated to professionalizing the practice of the real estate business in DC. This was also the first time the association employed a small dedicated support staff.



The Board started collecting statistics about the DC housing market in order to give its members a sense of where development was headed. During this time period, the Board also promoted the value of real estate consumers utilizing REALTORS® affiliated with the local and national association.

Although the District required anyone engaged in business to have a license, it was not enforced regularly. For years, the Board and association worked to convince the city to enforce the law regularly. However, during the 1920s, the Board supported a law that would require a specific license to conduct real estate business. Eventually the law was passed in 1937.

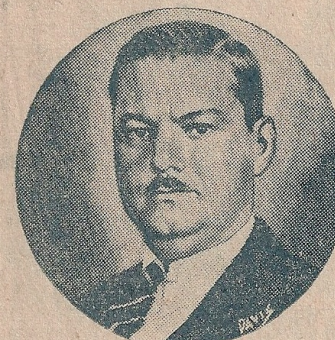
KNOW YOUR REALTOR



LEWIS F. COLBERT
Brodie & Colbert
1707 Eye St. N.W. NA. 8875



OLIVER T. CARR
Mills Building
NAational 2865



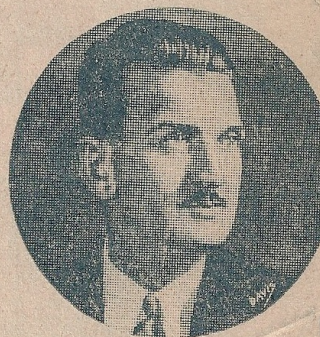
A. D. CRUMBAUGH
4703 Wisconsin Ave. N.W.
CLEVELAND 1364



J. LEE DONNELLY
Investment Bldg.
NAational 3317



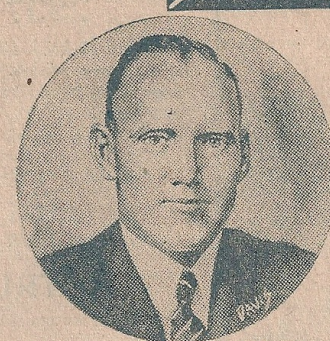
M. J. WAPLE, President
Waple & James, Inc.
1224 14th St. N.W. DI. 3346



CARL G. ROSINSKI
Homer Building
NAational 9254



J. GARRETT BEITZELL
Tower Building
District 3100



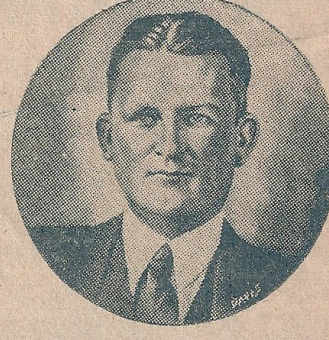
EVERETTE H. CROXTON, President
Realty Associates, Inc.
1506 K St. N.W. NA. 1431



LAURA HARLAN, President
Laura Harlan, Inc.
1207 19th St. N.W. NA. 4031



WM. M. THROCKMORTON
Investment Building
DI. 6092



FRANK S. PHILLIPS
927 15th St. N.W.
District 1411



ROBERT E. HEATER, Sales Manager
Toledo Guaranty Corporation
Woodward Bldg. NA. 2626

Here are some of the members of the Washington Real Estate Board—Realtors professionally qualified to give you the highest type of service in any real estate transaction. Every day during this week 10 pictures of other Washington Realtors will be presented in this newspaper by the Real Estate Board—so that you will "know your Realtor."

WASHINGTON REAL ESTATE BOARD

FOR BETTER

REALTOR



MEMBER

WASHINGTON
REAL
ESTATE
BOARD

REALTY SERVICE

1930-1940

Federal Programs

The stock market collapse in October of 1929 negatively affected the District's economy. However, the city's real estate business was revived during the 1930s as newly hired government workers flocked to the city to work in the Roosevelt administration on the country's economic problems.



Because of the economic conditions, financing for new construction was almost non-existent. The DC area soon faced a housing shortage. Congress established the Federal Housing Administration (FHA) in 1934, and it eliminated risks for lenders through its mutual mortgage insurance plan. However, FHA financing was designed for suburban development, not necessarily that of cities. In 1937, the FHA committed to development between the US Soldiers Home and Walter Reed Hospital, and the area between Rock Creek Park and Connecticut Avenue. Most of the commitments were in the suburbs such as Chevy Chase, Takoma Park, Silver Spring, Arlington and Alexandria. The National Board of REALTORS® supported the FHA because its policies would strengthen the weak property development market.

In fact, many prominent members of the real estate and banking industries joined the FHA. John A. Petty later became an FHA estimator.

Fannie Mae was created by Congress in 1938 to free up capital so banks could lend money for new mortgages.

Before these efforts, the Board not only struggled with the flailing residential real estate market in DC, but its progress was complicated by Congressional oversight. The Washington Real Estate Board was accused by the Public Utilities Commission of rent fixing, which was denied by the Board's leadership. In fact, the Board's leadership team took its defense a step further by claiming they were professionalizing



the real estate industry, and had been fighting for six years for a REALTOR®-specific license.

Although the Department of Justice had been through the Board's files and found nothing that would suggest rent fixing, the Board created a special committee to look into rental complaints.

Finally, in 1937, legislation that required every real estate professional to get licensed passed. Further, Congress established a Real Estate Commission. The Board, who had championed the Real Estate Commission's development, was acknowledged for their support when a Washington Real Estate Board president, Harold Doyle, and an earlier Board organizer, John A. Petty, served on the Commission.

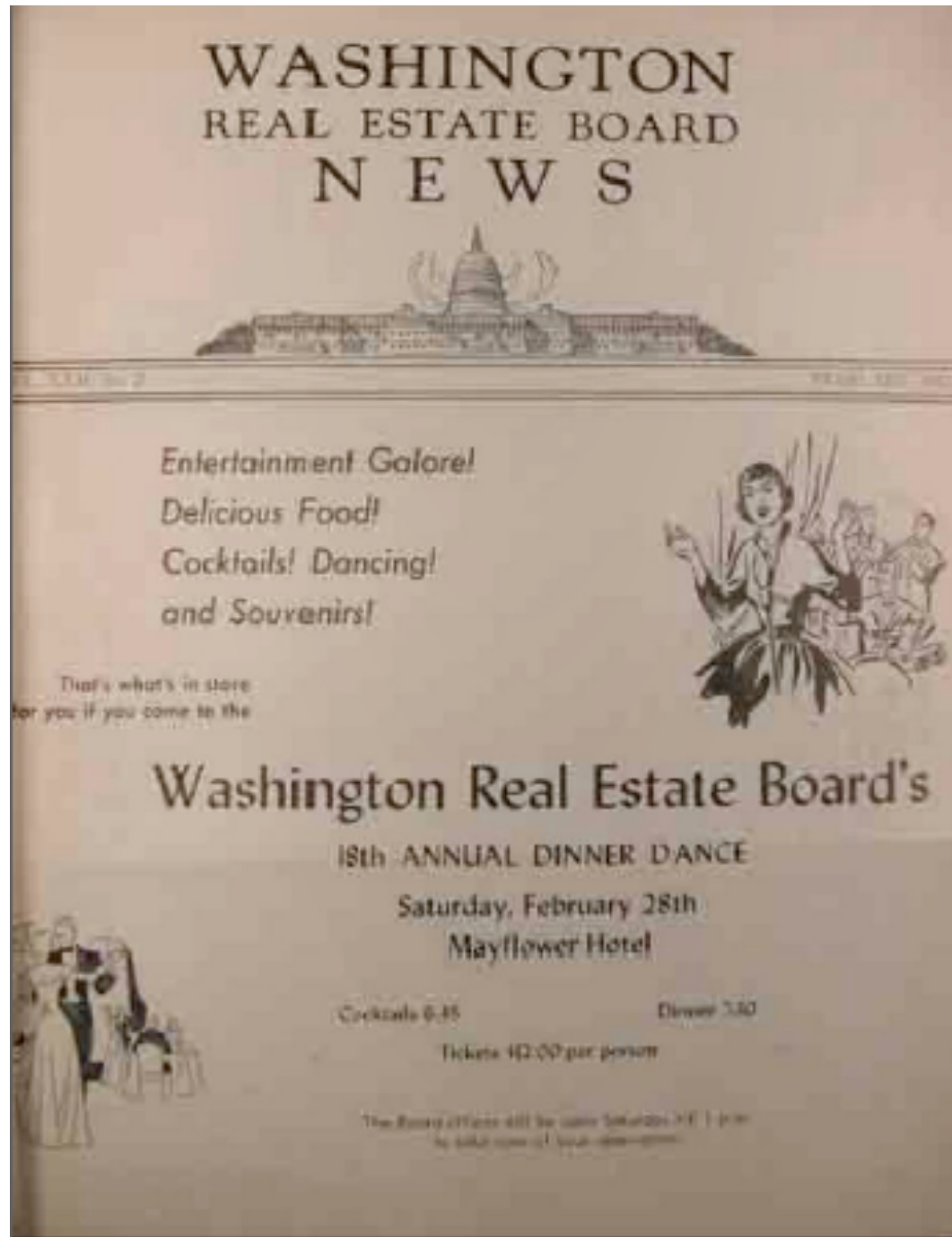
The Act required that all Brokers and Agents in Washington should be licensed within 90 days. Brokers were charged \$50

and Agents were charged \$10. In just a few months, the Commission had issued 1,419 licenses.

To further professionalize the industry, the Board began to establish relationships with local colleges to offer their members opportunities for continuing education. Starting in October 1936, the Board put together an eight-week lecture series featuring prominent members of the DC real estate community.

1940-1959

Suburban Expansion



Rent Control Policy

Increasing rentals to wartime workers created fears that rent would skyrocket in the District. The Board was concerned about two bills that Congress introduced, supporting **rent control**. Board President Fred Smith wrote a column on the subject in *The Washington Post*.

Just as the Board had worked tirelessly to get their licensing initiative passed, they took a similar track with the rent control issue. They created their own bill with help from an official Representative of the House District Committee. An Act passed that held rent at 1941 levels until the end of 1945.

Suburban Expansion and Montgomery County Real Estate Board

In 1946, a Washington Post article noted that "Real Estate Booming here Despite Drop in Other Cities." However, the bulk of construction was in the DC suburbs. In fact, Luchs of Shannon & Luchs noted that during the first five months of 1948, only 542 new houses were being built in the District, while 3282 were begun in nearby areas of Virginia and Maryland. From 1946-1950, the population in Montgomery County doubled, and then doubled again in the 1950s.

In 1946, the Montgomery County Real Estate Board was approved for membership in the National Association, and Montgomery County and DC Boards agreed to co-operate with regards to policy and services.

Women in Real Estate

With a push out to the suburbs, many middle-class women who were homemakers came to know the dispersed neighborhoods, arming them with knowledge of the schools, churches, community organizations and local politics. This knowledge led them to pursue successful careers in real estate, an industry that was booming in construction in the post-World War II era. This trend was first observable in the District, where the Board counted 54 female members in 1949.

Meanwhile, the National Association anticipated the rise of women in real estate and organized a Women's Council in 1939. By 1960, they had 2,100 members.

In Washington, DC, Dorothy Bell ran an all-women Agency in Washington, DC. Already in a leadership position at the national level, she was instrumental in starting the Washington Board's Women's Council in 1954. Flaxie Pinkett was the first woman to own a real estate company in DC, and was invited to join the Washington Board. She accepted and became the first woman on the board.



Flaxie Pinkett

1960-1980

Societal Changes and Trends

In addition to women entering the real estate field through their traditional role as homemakers, African-Americans became practitioners with the advent of the civil rights movement. This Washington Board was also on the forefront of acceptance and desegregation by fighting for the rights of minority buyers and sellers.

DCAR Presents...The Evolving Role of Women and African-Americans in DC Real Estate and DCAR



Fair Housing

The civil rights movement impacted real estate in the District of Columbia, as areas throughout the Capitol city desegregated. Several laws were passed that changed the real estate industry, starting with President Kennedy's Executive Order 11063 on November 20, 1962. The Executive Order instructed federal agencies to prohibit discrimination in the sale or rental of residential property and any other facility owned or assisted by the federal government.

Former Washington Board President Frank Luchs, Morton Luchs' son, was critical of the executive order, only because it applied to housing built with new FHA financing, and this type of housing was rare in the District. He was vocal about

the need for regulation against discrimination, and felt most of the city's real estate agents and brokers supported it as well.

In DC, a new ordinance went into effect on January 20, 1964, banning discrimination based on religion, nationality and race. A real estate professional would lose his or her license if they violated the ordinance. A month later, the National Association's Executive Council made an announcement in Washington, DC, asking its members to cooperate with civil rights groups to "intensify the drive for fair housing laws." The Association also adopted a resolution reaffirming "every citizens' right to equal opportunity and freedom of choice in housing."

The Federal Fair Housing Act of 1968, which is Title VIII of the Civil Rights Act of 1968, was signed by President Johnson on April 11, 1968.

Brenda Small, the first African-American President of the DC Association of REALTORS®, reflected on DC's support of African-American communities:

"The District of Columbia is so rich in history and particularly when we talk about African-American history. I would be remiss if I did not mention that our history is so steeped in this city...from free slaves in Georgetown buying land and property for the first time, to **U St.** and Randall Heights, to every community in the city, it is so important to recognize that our history matters when we talk about home ownership and this wonderful city of ours.

And, today, the DC Association leadership is much more reflective of our entire membership."

Rent Control

Although rent control had not been in effect since 1966, in 1973, Congress authorized the City Council to enforce it if they thought it was necessary. In 1974, the City Council approved a rent control bill. The Washington Board was concerned about the bill's fairness; specifically, the bill did not allow landlords to recoup the increase in operating costs. They filed a lawsuit with the Apartment and Office Building Association, and the DC Superior Court agreed that landlords were entitled to pass on to tenants the increased operating costs.

Rent-controlled apartments led to an increase in condo conversions within the DC city limits. Between September 1976 and March 1977, there were almost 2,000 buildings approved for conversion. The City Council, concerned with the number of condo conversions, that they halted all conversions for 90 days. The Washington Board sprang to action and tried to reassure the city that the boom in condo conversions was not as large a threat as they thought.

In continuing with the Board's emphasis on member education, they offered a seminar in October 1972 to address the legal, financial, sales and management and tax aspects of condominiums.

1980-2010

Brokerage Consolidation

In the 1980s, mortgage interest rates climbed to 17% and 18% and led to a crash in the housing market. In 1978, there had been sales of 4 million units; in 1982, the DC area had suffered a 50% decline in units, with about 2 million sold. It took another twenty years, until existing home sales surpassed the sales rate of 1978.

Although sales increased to 3.5 million existing-home units in 1985, the collapse of the savings and loans industry yet again thwarted DC real estate growth, due to tightened credit and interest rates for fixed-rate conventional home mortgages.

The Washington, DC area reacted to the economic and real estate market difficulties with a series of mergers of brokerage firms. Large companies such as Sears forayed into financial services, including commercial and residential real estate. They eventually purchased Coldwell Banker in 1981.

Shannon & Luchs, Polinger Merge Unit

By Kirstin Downey Grimsley
Washington Post Staff Writer

family-owned business.
Kenneth J. Luchs, formerly president of Shannon & Luchs and the

financial problems within the commercial part of the company.
Polinger's West yesterday disput-

Sears to Acquire Coldwell, Banker Real Estate Firm

By James L. Rowe Jr.
Washington Post Staff Writer

NEW YORK, Oct. 5 — Sears, Roebuck & Co., the nation's largest retailer, took a major step toward its

ance Co., one of the nation's biggest, a California savings and loan association with assets of \$2.3 billion, and already has a real estate arm, The Seraco Group. Seraco is a major de-

Long & Foster Division, BMP Brokers to Merge

By David S. Hilzenrath
Washington Post Staff Writer

Two of the Washington area's

ter President P. Wesley Foster Jr. said, and offices of the two firms eventually might be combined, BMP President Robert L. Cohen said.

Peter Rucci, DCAR President 1986 and active in the association from 1976-2008, recounts brokerage trends:

“When I first got into the business in 1973, DC was a small town. It was the center of government for the United States but hadn’t grown since World War II. The seventies was really the time when something happened in DC. Somebody recognized the center of the country, the center of the world, should be a bigger place. We saw a lot of companies move in, a lot more military industrial complex moved in. At the time, there were a lot of small brokerages. These brokerages were able to take a larger share of the market because they started to represent builders who were working on properties, and worked with relocation companies that were bringing people in droves to the DC areas. They hired a lot more agents. Shannon and Luchs, Long and Foster, Town and Country - they were some of the major players. We had a downturn in ’79. The market started coming back about 1983 and then surged through 1988 and then in 1989 there was another downturn that washed out a lot of REALTORS® and brokerages that had become over extended. In the mid to late 1980s, a lot of the builders started their own brokerages and brought their sales internal, as a result, those intermediate brokers who were dependent on that business had problems. That’s another factor that led to some of those brokerages struggling and having to get out of the business or consolidate.

So, in the ‘80s, large companies dominated the market. Weichert Real Estate company came in from New Jersey and bought a lot of larger local ones. A lot of smaller companies either got much smaller or joined the bigger companies, or consolidated in some other way or just went out of business. By the mid to late 90s you really only had two big real estate companies - Weichert and Long and Foster - and lots of little specialty companies that really survived. They were quiet throughout the early to mid 90s, nothing really took off until the tech boom started in the DC area. That’s when, in the late 1990s, brokerages started building up again. In the early 2000s things really took off. Back in the late 1990s, early 2000s, diversification into mortgage and insurance brokerage saved a lot of companies. They were able to survive the ups and downs of the marketplaces. Then the financial crisis hit in 2007, which decimated a lot of brokerages. When I left the field in 2008, in my opinion Weichert and Long and Foster owned 50% of the marketplace in the DC metro area. There were large and small companies and very few in the middle. The smaller ones were very good specialists in certain areas and the big companies were generalists over the entire marketplace, with offices that specialized in lots of areas.”

Collaboration & Technical Innovation

Washington Board Morphs into a State Association

“During my involvement, which went from 1976-1988, we decided to go to the National Association of REALTORS® and get them to recognize us as a State Association rather than a board,” Peter Rucci, WDCAR President 1986, said. “It gave us a recognition that is now on an even level with that of other state associations. We were an anomaly among the states as to how we were treated and it took us a couple of years to get the National Association to see us like the rest of the state associations.”

The Washington Board became known as the Washington DC Association of REALTORS® (WDCAR) in 2012.

“I think probably the largest challenge was getting acceptance in the larger region. Washington was small and people felt that perhaps we were somehow less than we were. We proved to be on the cutting edge of real estate. We certainly adapted

to the new realities of agency earlier than most,” Brooke Myers said.

“Today, we participate in the National Association of Realtors. The District of Columbia has more Realtors than 5 states and 3 territories,” Bonnie Burke-Roberts said.

Changes in WDCAR’s Organizational Structure

In 1995, WDCAR joined with the Montgomery County Association of REALTORS® (MDCAR).

“We were an active and fun group,” Elizabeth Blakeslee remembered. “When we joined with the Montgomery County Association of REALTORS® in the early ‘90s, a lot of what WDCAR did diminished. For instance, I was very active in public policy and was chairman of the public policy committee quite regularly. When we joined associations, our public policy committees merged. Our meetings would go on for several hours because we were discussing issues from DC and Montgomery County. It was very useful to learn what was going on in neighboring jurisdictions because often that legislation would filter into the District of Columbia or vice versa, something we were doing would look good to Montgomery County so they would adopt it. So it was very useful, but it made it difficult to have a meaningful dialogue. When we reformed DCAR, we had our own Public Policy committee once again. I think it’s much more useful - it doesn’t mean we don’t care what goes on in Montgomery County because we certainly do, we have just separated the two committees.”

DCAR Presents...The Evolution of DCAR into a State Organization



3 Organizations to Serve DC REALTOR® Interests

WDCAR

In 2011 WDCAR changed its name to DCAR to highlight its role as a state organization. REALTORS® who practice in the District of Columbia benefit from the efforts of three organizations who serve their interests, including DCAR at the state level, GCAAR at the local level, and NAR at the national level.

GCAAR

Real estate professionals looked for ways to reduce costs for themselves, and leaders within the industry looked to consolidate certain services among the area associations. The Greater Capital Area Association of REALTORS® (**GCAAR**) was created to share the burden of growing costs of technology and other professional expenses.

“I was at the cusp of regionalization, I’m pleased to report,” Brooke Myers, 1995 WDCAR President said. “DC and Maryland REALTORS® worked together, got to know each other and developed regional forms so you didn’t need a completely different form. We each had our own MLS system and it was expensive for the brokers, expensive for the agents, and it didn’t make sense.”

WDCAR President Dale Mattison and the President of the Montgomery County Association of REALTORS® (MCAR), Carole Maclure, took a lead role convincing their associations to accept the need for a new, regionally-based organization. In fact, MCAR members voted against a joint regional organization in September 1996 before its members reconsidered.

Formed since 1998, today GCAAR alternates presidents from DCAR and MCAR. GCAAR handles member services like lockboxes, signs, supplies, contracts, forms, education and dues collections. Representing over 8,000 REALTORS® in DC and Montgomery county, GCAAR is one of the largest and most effective local associations in the whole country.

With GCAAR handling most of the administrative duties for their members, WDCAR was able to focus on regulatory issues and legislation before the DC and federal government.

“I was involved in creating GCAAR to have a local level association that served more of our market,” Holly Worthington, who spent 14 years in local and state association leadership. “DCAR is a smaller association but they really have more impact politically and legislatively speaking, so it was really important they get the support of a local association. Our local association made life easier for REALTORS®, made us all advocate for REALTORS® in the local areas and it really made a difference for REALTORS® working here. Creating GCAAR and giving them some of the administrative duties of our organization enabled us to help clients much more easily by supporting laws that were pro-homeowner.”

National Association of REALTORS®

DCAR works with a strong National Organization in NAR. NAR focus on working the halls of Congress and Federal agencies like Fannie Mae and Freddie Mac, and creating Nationwide promotions, and discount partnerships for REALTORS® around the county. The headquarters of the National Association of REALTORS® is located in DC, where local real estate professionals gather for meetings and speaker series. Following their term, all DCAR presidents join the board of the National Association of REALTORS®, where they continue to serve their DC real estate constituents.

Collaborating with the Community

“We are now exposing ourselves to the community...we now participate with the Greater Washington Urban League and DC Housing Authority in their annual housing forum and foreclosure clinic,” Brenda Small said.

Technical Innovation

The technical and tactical elements of a REALTOR®’s work has been made easier by innovation and technology over the last thirty years.



“The landscape has changed considerably over the thirty years I’ve been in real estate,” said Dale Mattison, 1997 WDCAR President. “We are so many more tools we can use. I can remember when I first started selling real estate, we didn’t have electronic lockboxes. If I wanted to go show somebody a house, maybe we were looking at five houses, I’d have to go to

five different offices, show the properties, and return those five keys.”

“You wouldn’t believe how we used to get by and communicate with each other,” said Donna Evers, a DCAR member since 1975. “For example, my first sale was in the mid 1970s, and I was negotiating a contract for a \$75,000 house. My folks offered \$70,000. I brought a counteroffer back to them and I had to knock on their door late at night. They signed paperwork in their bathrobes. I drove back up to Northwest Washington, stopped at a pay phone on Connecticut Avenue and called the listing agency to tell her I’d be putting it through her door slot. By the way, that house is now worth 750,000.”

The most significant technical innovation has been the implementation of the **Multiple Listing Service**.

The Multiple Listing Service (MLS)

In 1973, the Washington Board set up its first MLS system. They were the first in the nation to create and use a buyer qualification estimator, which allowed real estate professionals to enter a client’s financial information to estimate how much they could afford to pay on their mortgage per month.

In the 1980s, WDCAR provided a service that transmitted real estate property information over telephone lines to members’ personal computers.

However, by the mid 1970s, most of the country had an MLS system. WDCAR had to approach the Department of Justice to get approval for it.

“There was no multiple listing service when I first joined the real estate field in 1972,” said Peter Rucci, 1986 WDCAR President. “We had to get approval from the Department of Justice to institute an MLS because in the early to mid 1950s, the Justice Department had gotten a judgment against the Washington Board that said the Board couldn’t do anything that brought brokers together because they considered it collusion. We couldn’t do anything without the approval of the Justice Department. We finally did get them to approve it. It took us a couple of years interviewing various providers and we finally were able to slowly institute a cooperative situation among REALTORS®.”

The Metropolitan Regional Information System (MRIS)

By 1990, each local real estate association was responsible for establishing and maintaining its own MLS system so members were armed with timely information.

MCAR Interim CEO, Dale Ross, approached five of the largest brokers in the region and 26 different organizations in 1991 to gain their support of a regional MLS system. He formed the Metropolitan Regional Information System (MRIS), a corporation owned by the area real estate associations. The service became available to WDCAR members in July of 1991.

However, in support of a regionalized system, WDCAR and MCAR gave up the revenue they would have earned by maintaining their own separate system. WDCAR was experiencing financial difficulties before forfeiting their MLS revenue, and had to renegotiate with MRIS in the early 1990s.

“In the early ‘90s, we had some financial constraints, impacted by poor market conditions. In the 1990s, our organization was at risk,” said Bruce Baschuk, WDCAR President 1994. “I remember that together with Zeke Dodson and a few other folks, we renegotiated our agreement with MRIS because it was untenable. They were completely understanding. Not happy, but based on that we were able to secure a much brighter future for the organization in the medium term. We recruited a lot of people to come into the organization and help out.”

The Impacts of the Multiple Listing Service

Area REALTORS® cheered a regionalized MLS.

“There was one platform, one system to learn, one set of fees to be paid,” Nathan Carnes, 2009 WDCAR President said. For the practitioners, it made it easier to do business on a more global basis.”

The very nature of the MLS significantly and unexpectedly altered the dynamics among real estate professionals.

Collaboration among REALTORS®

“It’s interesting because today, everybody figures cooperation is the key,” Peter Rucci continued. “But back then, cooperation was somewhat unknown among DC brokers. You were really all for one and one for one.”

“When there was no central clearing house, you had to create your own 3-by-5 index cards, jot down the addresses of properties you knew were for sale, and find out for the other broker if they would even cooperate,” Dale said. “Cooperation was not a norm in that point in time. The business has really evolved over the past 39 years.”

Buyer and Seller Focus

In the late 1980s and early 1990s, real estate professionals shifted their focus to their customer on both the buying and selling sides of a relationship, spurred by the forced collaboration caused by the MLS.

“If I had a listing, you didn’t know unless I chose to tell you or I chose to advertise, whereas now I have a listing and put it on the MLS,” Peter Rucci said. “It certainly serves the buyer/seller community much better today than back then.

“Certainly with MLS being able to know what was on the market, being able to cooperate with another broker, if I had a buyer and another broker had a seller, being able to know the rules of cooperation, allowed me as an agent and broker to concentrate on my buyer and seller instead of how I was going

to work with the other broker. It was the start of a buyer-seller centric business model which has evolved to this day into buyer-brokerage and seller-brokerage which we didn't have back then either. Everyone back then was representing the seller as either the primary agent or sub agent of the seller. REALTORS® worked with the buyer under the Code of Ethics that asked us to treat the buyer fairly, but we weren't representing the buyer...and this evolved out of MLS and the increased level of knowledge into, 'We really need one person representing one party and the other representing another.' This made it much easier to work with the buyer and seller and provide a better level of service."

The Washington Board and the National Association of REALTORS® instigated and supported the shift of focus to the customer.

"Once REALTORS® had the ability to become more comfortable with working with each other, they could work with buyer and seller more effectively," Peter said. "The MLS was just a start of this revolution."

Buyer and Seller Education

"When I got into the business in 1985, you had to go to great lengths to find out what was coming on the market," Nathan Carnes, WDCAR President 2009, remembered. "We had faxes of new listings that were sent to each office and you would go in every morning to review the list and check against your buyer list and you'd run out and look at them...it's so much easier now to conduct research, to help buyers, to work with

sellers. Even in the last ten years it's transformed dramatically to the point that you can get such deep, rich data to educate your buyers and sellers. As a result, buyers and sellers are educated. I'd say today the average buyer is so well educated, they know schools, architecture, etc. I'd say, when I joined the business in 1985, the average time between meeting a buyer and having them under contract was 75-90 days. The average settlement period today is 38 days."

DCAR Presents...DCAR at 100 Years



Advocacy & Education

“All of these initiatives were not as easy as they sound,” Peter Rucci said. “Today we look back and say, ‘Of course everyone wants education. Of course everyone wants the MLS.’ But back then, when you had an environment that was coming from a different direction, it took a lot more work and time than one might expect.”

Since the 1920s, the Association has strived to provide its members with information that will best serve the practitioner and their customer, the buyer or seller. Education to its members spans from certifications, forms, and best practices, to practical information about the industry and trends in the local arena, to policies currently being considered that may impact a real estate professional’s practice.

“I was president in 1986,” Peter Rucci said. “In that year, we put together an education foundation which was spearheading a lot more education for REALTORS® at large to help them stay up to date on laws, customs and regulations, and allowed us to start operating as a community more on an even level with one another. When we shared buyers and sellers, both of us hopefully had some common level of knowledge. Our education initiatives, over the last 20 years, created an even knowledge base amongst those helping buyers and sellers, which allows us to focus on our customers. In the past, that was not the case at all.”

“Over the last 18 years, I have seen the competence of real estate agents has increased exponentially,” Bonnie Roberts-Burke, DCAR President 2014 said. “Realtors of today get

extraordinary training. The classes that we take are geared toward the marketplace, protecting the rights of consumers and treating each other fairly. DCAR has committees that help Realtors understand all of the public policy issues that face our profession. We are very active in lobbying.”

Today, the Association’s relentless pursuit of policies that protect their buyers, sellers and practitioners continues.

“As a state level association, lobbying and public policy is our main focus,” said Holly Worthington. “We have a fabulous public policy team. There are a lot of bills that are proposed that need REALTOR® input. We have looked at lead paint hazard legislation, always looking at tenant issues, there have been bills proposed to new protected classes for fair housing, licensing bills that thought rental agents didn’t need to be licensed...it seems the majority of fair housing cases involve rentals. I think tamping down the level of what has to be done for lead hazards, there was a movement afoot that you’d have to have your rentals...we all want safety for tenants and residents but you have to approve it in a practical manner.”

DCAR is recognized as a state association by the National Association of Realtors. However, they must influence policymakers differently from other state associations because Congress does not recognize the District of Columbia as a state.

“In DC we don’t have voting rights; we have no representation in Congress,” Bonnie Burke-Roberts, DCAR President 2014, said. “We have to be extremely active with the limited amount

of government we’re allowed, which is our city council and our mayor’s office.

“DCAR has a full time lobbyist who keeps track of absolutely everything that goes on with the DC Council and our mayor. We have publications. We meet monthly and examine all the laws being brought before the council and we discuss how it’s going to affect our profession, and more importantly, consumers: buyers, sellers, renters. Sometimes we take a stand. We’ll send out a call to action to our 2400+ members to make sure they know what’s happening and give them a chance to voice their opinions to our policymakers.

“Our face is visible to all the policymakers in the District of Columbia.”

Holly Worthington said, “All REALTORS® know DCAR has been a voice for promoting legislation that protects homeowners, enables a real estate transaction to happen quickly, promotes an environment where business owners want to own property and create places for lower income people to live. Our advocacy is important.”

DCAR Leadership

Every year, DCAR elects a new leadership team, but the president's service does not end immediately. Outgoing presidents serve on the National Association of REALTOR®'s Board for at least another year. Each president is responsible for selecting a theme or cause and championing that charge throughout his or her term amongst the board and DCAR members.



Past Presidents

DCAR Past Presidents

William Saunders, 1913-1915

George Y. Worthington, 1915-1916

John L. Weaver, 1916-1917

Charles W. Fairfax, 1917-1918

Lee D. Latimer, 1918-1919

H.L. Rust, 1919-1921

Harry K. Boss, 1921-1922

Charles S. Shreve, 1922-1923

J.C. Weedon, 1923-1924

Thomas E. Jarrell, 1924-1925

Clarence F. Donohue, 1925-1926

John F. Maury, 1926-1927

W.C. Miller, 1927-1928

Ben T. Webster, 1928-1929

A.H. Lawson, 1929-1930

Arthur Carr, 1930-1931

J.F.M. Bowie, 1931-1932

H. Clifford Bangs, 1932-1933

Arthur C. Houghton, 1933-1934

Harold E. Doyle, 1934-1935

F. Eliot Middleton, 1935-1936

DCAR Past Presidents

F.L. Sandoz, 1936-1937
Morton J. Luchs, 1937-1938
Francis A. Murray, 1938-1939
Fred A. Smith, 1939-1940
Waverly Taylor, 1940-1941
Charles C. Koonen, 1941-1942
Claud Livingston, 1942-1943
Homer Phillips, 1943-1944
Lewis T. Breuninger, 1944-1945
S. Dolan Donohue, 1945-1946
Charles H. Hillegeist, 1946-1947
F. Moran McConihe, 1947-1948
Raymond M. Taylor, 1948-1949
Oliver M. Walker, 1949-1950
J. Garret Beitzel, 1950-1951
Edward R. Carr, 1951-1952
William M. Throckmorton, 1952-1953
Thomas L. Phillips, 1953-1954
Carey Winston, 1954-1955
Harvey L. Jones, 1955-1956
Charles L. Norris, Sr., 1956-1957

DCAR Past Presidents

Edward J. Kyle, 1957-1958
J.A. Weinberg, Jr., 1958-1959
Clarence Dodge, Jr., 1959-1960
Frank J. Luchs, 1960-1961
George W. DeFranceaux, 1962
Charles H. Purcell, 1963
Thomas M. Walsh, 1964
Earl W. Farr, Jr., 1965
Thomas W. Sandoz, Sr., 1966
Wallace B. Agnew, 1967
Martin R. West, Jr., 1968
Frederick A. Marstella, 1969
Henry E. Nichols, 1970
Thomas J. Owen, 1971
Foster Shannon, 1972
Joseph Donnelly, 1973
William C. Stuart III, 1974
C. Duke Brannock, 1975
Donald M. DeFranceaux, 1976
William S. Harps, 1977
James R. Ingham, Jr., 1978

DCAR Past Presidents

Raymond J. Howar, 1979

Kenneth J. Luchs, 1980

James L. Eichberg, 1981

G.V. Brenneman, Jr., 1982

Betty June Ingham, 1983

G. Thomas Borger, 1984

Richard R. Harps, 1985

Peter R. Rucci, 1986

F. Joseph Moravec, 1987

J. Fernando Barrueta, 1988

Frank Emmet, Jr., 1989

Ricki Gerger, 1990

Donald Denton, 1991

Blane T. Dodson, 1992

Joseph E. Borger, 1993

Bruce Baschuk, 1994

Brooke D. Myers, 1995

DCAR Past Presidents

Constance W. Maffin, 1996

Dale E. Mattison, 1997

Frank A. Pietranton, 1998

Yolanda M. Mamone, 1999

Jay. B. Olshonsky, 2000

Kenneth L. Frank, 2001

Carol J. Mitten, 2002

Keene Taylor, Jr., 2003

Scott Johnston, 2004

Elizabeth Blakeslee, 2005

Dave Bevirt, 2006

Dominic Turano, 2007

Susan Pepper, 2008

Nathan Carnes, 2009

Brenda Small, 2010

DCAR Past Presidents

Suzanne DesMarais, 2011

Ed Downs, 2012

Bo Menkiti, 2013

Bonnie Roberts-Burke, 2014



100 Year Gala

On September 28, 2013, over three hundred Washington DC area real estate professionals and their significant others celebrated the DC Association of REALTORS®' 100 year anniversary. Especially significant was the location of the gala: Old Ebbitt Grill, the very place the association got its start 100 years prior.



SEPTEMBER 28, 2013

Gala Memories

While DCAR's gala-goers celebrated the association's 100 years by dining, dancing, and reconnecting with one another, several members took a few moments to reflect on their experiences with the association and DC real estate in general.

Bonnie Casper



Delia McCormick



Chuck Ebert



Dominic Turano



Diane Ruggerio



Ed Downs



Tony Duncanson Part One



Michael McGreevy

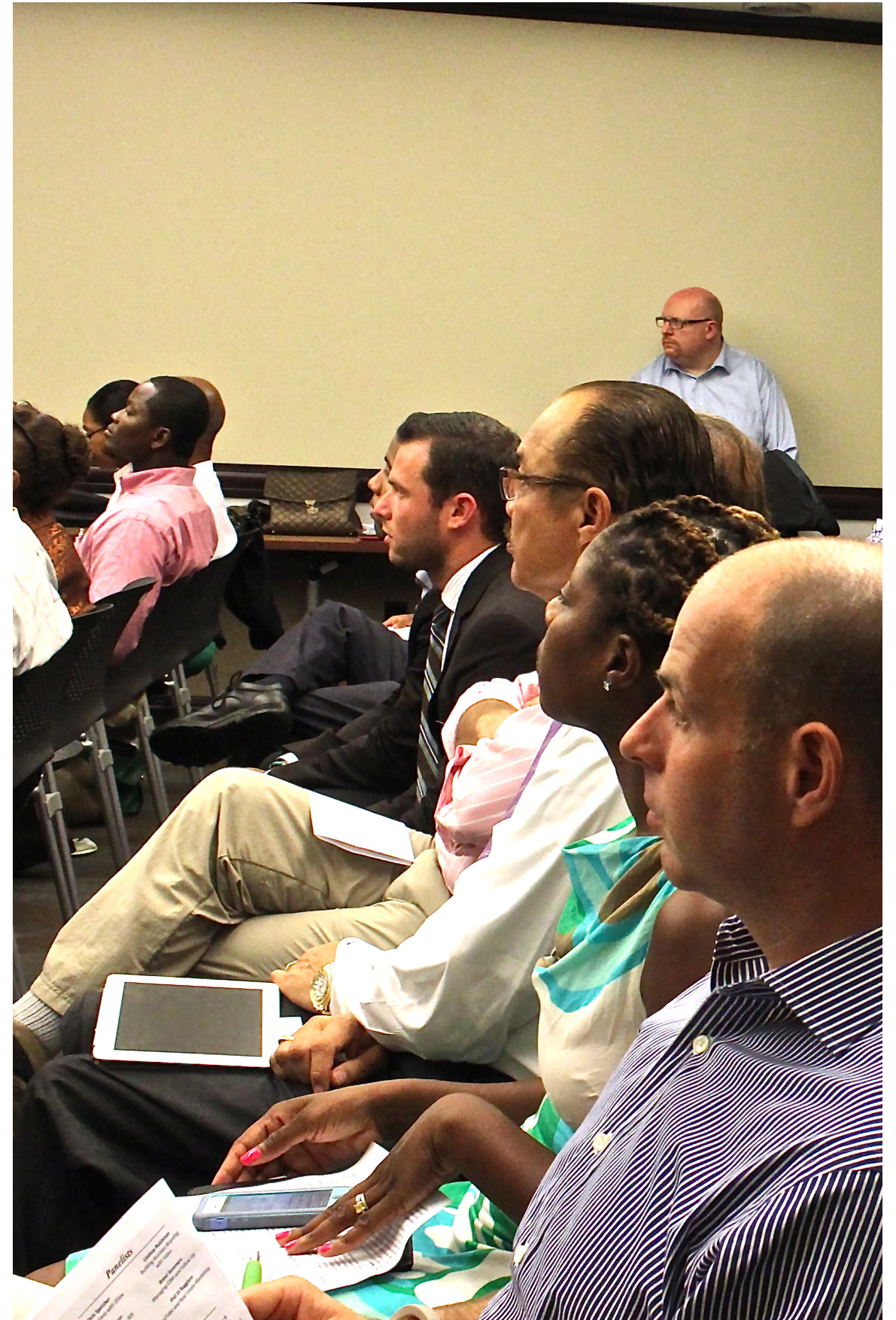


Tony Duncanson Part Two



The Future of DCAR

The DC Association of REALTORS® has evolved into a well-respected member organization with an active policy advocacy focus in a growing and dynamic city. However, there are challenges the organization faces in order to continue its member engagement and continued fight of the organization to be the voice of real estate.



The Future of DCAR

The DC Association of REALTORS® has evolved into a well-respected member organization with an active policy advocacy focus in a growing and dynamic city. However, there are challenges the organization faces in order to continue its member engagement and continued fight of the organization to be the voice of real estate.

“The biggest challenge that DCAR has to overcome is to distinguish itself from our state association to our local association. Who are we? What is our identity?” Brenda Small said.

The real estate market in DC, sure to continue its cyclical nature, will nonetheless continue to attract bright talent to a field that is dynamic and a city that continually evolves.

“I think the interesting thing about the city is, it’s grown so much lately,” Donna Evers said. “It’s become a popular city.

It’s a hot place for young people. We would have laughed if someone would have said that thirty short years ago.”

“Washington is a very dynamic community and I think the practitioner has done a lot to make that happen,” Brooke Myers said. “There is a period of time that I lived through and it wasn’t popular to live in DC and it wasn’t popular to preserve old beautiful buildings. It wasn’t conceivable for some people that someone might want to live by the Verizon Center - they thought everyone should go home to the suburbs at night. Today I have young buyers who say to me, ‘What I am looking for in a home is when I walk out the door at 10 o’clock at night, I experience nightlife.’ That’s exciting. We have good restaurants, public transportation; we have exciting things to do. It’s great that not everyone just leaves.”

“The industry is much more regional and global than it ever was,” Holly Worthington said. “Obviously pricing real estate is local but finding clients is global. We are finding clients in a way we never were.”

Like one of its first mandates, DCAR will continue to promote professionalism among DC real estate professionals.

“Knowing how people regard real estate professionals is important for our future,” Donna Evers said. “I think real estate agents have always been concerned about public opinion. DCAR has always been very protective of our reputation and has steered us, and lets us know what our next move should be.”

Future generations are advised to pursue the same level of care to their careers that they do the industry:

“Someone entering the profession today needs to be involved in shaping and enhancing and contributing to their professional growth and the industry,” Dale Mattison said. “There’s been a great focus to enhance the environment for myself, the consumers, and the industry as a whole.”

In return, DCAR will give back:

“I volunteered for some commercial activities, such as arbitration,” Bruce Baschuk said. “It was a good way for me to get to know people, and those people have become life-long friends. It was a good way for me to understand what some of the issues were in this market. I got very involved in affordable housing through WDCAR. I continue to stay involved in areas outside just developing and leasing in our for-profit ventures. It gave me some leadership skills based on working on the organization and ultimately leading the organization that were invaluable to me later.”

Other real estate titans have these words of wisdom to offer those just entering the real estate field and joining the association:

“The words of wisdom I would offer a newcomer is to do your business honestly, ethically and professionally, and it will take you a long way,” Brenda Small said.

Holly Worthington’s Advice to Future Real Estate Professionals

“The advice I got when I started in this industry was to focus on my strengths and compensate for my weaknesses,” Bruce Baschuk said. “This advice was invaluable to me. I would also advise young people to give back. We are blessed to be here. We are in one of the most dynamic markets in the world, even if we are in the middle of a difficult time in the commercial space. The boots on the ground involved in their community can have a great impact.”

Realtors Find 1940 a Year To Boast Of

DCAR History through the Washington Post

Washington Post, 12/29/1940

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Nathan Carnes

Geoff Clopton

Donald Denton

Norris Dodson

Donna Evers

Ricki Gerger

Kenneth J. Luchs

Yolanda Mamone

Dale E. Mattison

Bo Menkiti

Claude Murrel

Brooke Myers

Bonnie Roberts-Burke

Peter Rucci

John Sargent

Brenda C. Small

Holly Worthington

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Elizabeth Blakeslee

Colin Johnson

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Production by **Stories Incorporated**

Arthur Carr

from www.fundinguniverse.com/company-histories/carramerica-realty-corporation-history

CarrAmerica, as it stood at the beginning of the 21st century, represented the culmination of assets, interests, and companies whose origins stretched back to the late 19th century, to the arrival in the United States of the Carr family. In 1885, Solomon Carr emigrated from Leicester, England, taking his six children to Washington, D.C. Shortly after his arrival, Solomon Carr established himself as a homebuilder, developing a successful business in an area west of the Capitol building.

Generation by generation, Solomon Carr's progeny established themselves as prominent entrepreneurs in Washington, forging a family enterprise whose scope of operations broadened beyond home construction and the nation's capital. Solomon Carr's son, Arthur Carr, led the second generation of the family, guiding the company into its principal area of business for much of the 20th century. Arthur Carr managed office buildings in Washington, most notably the original Mills building. Arthur Carr's management of the Mills Building--a property that would be long affiliated with the Carr family--led to his collaboration with General Anson Mills. Together, they began building office buildings in Washington, D.C., and Houston, Texas.

CarrAmerica Realty Corporation operates as a real estate investment trust (REIT) focusing on the acquisition, development, ownership, and management of office properties in more than a dozen markets in the United States. CarrAmerica is distinguished as the first REIT to specialize in office buildings on a national scale. The company owns greater than 50 percent interest in 260 office buildings, which contain roughly 20 million square feet of net rentable area. CarrAmerica's properties are located in Washington, D.C.; Seattle, Washington; Phoenix, Arizona; Austin and Dallas, Texas; Chicago, Illinois; Atlanta, Georgia; south Florida; Denver, Colorado; and throughout California.

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Chapter 2 - Leadership

Bo Menkiti

from <http://www.menkitigroup.com/the-team/2011/8/23/bo-menkiti.html>



Mr. Menkiti is founder and CEO of The Menkiti Group, a values-based real estate services company dedicated to enhancing the fabric of America's urban communities. He is also the CEO and founding partner of Keller Williams Capital Properties, Washington DC fastest growing residential real estate brokerage.

Prior to forming The Menkiti Group and Keller Williams Capital Properties, Mr. Menkiti served as Chief Operating Officer of College Summit, a national non-profit organization dedicated to increasing the college enrollment rate of low-income students

where he oversaw the organization's growth into a multi-site national organization. Mr. Menkiti's work has been featured in David Bornstein's book on social entrepreneurs How to Change the World, and in Stephen Goldsmith's The Power of Social Innovation. Mr. Menkiti also serves on the board of City First Bank, Greater Capital Area Association of Realtors, and Dance Place. Mr. Menkiti is also the chair of the Public Policy Committee for Washington, DC Association of Realtors. Mr. Menkiti is a Graduate of Harvard University.

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C. Duke Brannock

From www.summitcre.com, 11 May 2010:

Mr. Brannock served as president of the Washington Board of REALTORS® in 1975 and authored their official method of measurement. He won the Perpetual American Donald C. Rosinski Award in 1980, was selected to develop the American Medical Association's headquarters in 1985, and received the John Akridge Company's award in 1999 for completing the largest transaction in Northern Virginia.

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Chapter 2 - Leadership

Clarence Dodge, Jr

Published in *Princeton Alumni Weekly*, May 14, 2003.

Clarence Dodge Jr. '36

Junie died at home in DC, Dec. 28, 2002, of congestive heart failure. He was 88. He graduated from Washington Friends School. At Princeton he majored in economics, graduating cum laude.

His WWII record was impressive. He enlisted in 1941 as a first lieutenant, Field Artillery (Reserves), and retired in 1945 with the rank of lieutenant colonel. He served in France and Germany, and received the Legion of Merit and three battle stars.

Junie was chairman of Weaver Bros. Inc. of DC, from 1970 to 1988, which was one of the region's largest privately owned companies engaged in mortgages, banking, real estate management, leasing, and insurance. Junie also was a director of several DC-area banks and business organizations. He was president of the Washington Board of REALTORS® and was named its REALTOR® of the Year. He was director emeritus of Decatur House Council, president of Chevy Chase Club, a member of the Burning Tree Club, Gulf Stream Golf Club, and the US Seniors' Golf Assn.

He is survived by his wife of 60 years, Lalla Harrison Dodge; a daughter, Lalla Dodge Brutoco; a son, Clarence; and four grandchildren.

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Chapter 2 - Leadership

Dale E. Mattison

“In 1997 when I was President, we were focused on making it easier for practitioners to do business,” Dale said about his presidency. “We were able to establish a reciprocity agreement with all our surrounding jurisdictional associations. So, as a member of DCAR if I needed services from Northern Virginia Association or Montgomery County Association or Prince Georges Association, I could get services at their member costs. That helped streamline the ability to do business on a more global landscape.”

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Chapter 2 - Leadership

Dominic Turano

from http://www.gofirsthome.com/dominic_turano



Dominic Turano has been in the mortgage industry for over 13 years, closing over \$500 million in production. Since joining the First Home Mortgage team, Dominic opened a new branch in Washington, DC, allowing him to continue working closely with clients to meet their specific needs. Dominic has held notable positions in the real estate and finance industries over the years, most notably as the President of the Washington DC Association of Realtors in 2007 and as a Residential Board member of the Mortgage Bankers Association of Metropolitan Washington in 2011 and 2012.

Dominic was born and raised in Michigan and attended the University of Massachusetts-Amherst, graduating Cum Laude with a degree in Economics.

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Chapter 2 - Leadership

F. Joseph Moravec

From <http://www.easterlypartners.com/team/#person-115>

Mr. Moravec was Commissioner, Public Buildings Service of the GSA, where he was responsible for asset management and design, construction, leasing, operations and disposal for over 350 million square feet in over 8,000 properties and with an annual budget of \$8 billion. Based on this experience, Mr. Moravec most recently served as an advisor, through his own company, to real property owners, operating companies and non- profits in the formulation and execution of successful asset, transaction management and organizational solutions. His clients have included the National Trust for Historic Preservation, the American Institute of Architects, the Port Authority of New York and New Jersey, the Chesapeake Crescent Initiative, American Enterprise Institute and Duke Realty. He serves as a member of the Real Estate Investment Advisory Committee of ASB Capital Management. Throughout his career, Mr. Moravec has served as President or Partner of the following firms: Leggat McCall & Werner; Grubb & Ellis; Barnes, Morris, Pardoe & Foster; and Faison. Mr. Moravec also acted as the Senior Advisor for Business Development at George Washington University, leading the university’s involvement in non-traditional, for-profit educational ventures. At present, he is a Trustee of Meridian International Center, the National Trust for Historic Preservation, and the Morris and Gwendolyn Cafritz Foundation. Mr. Moravec earned his AB from Harvard University.

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Chapter 2 - Leadership

F. Moran McConihe

From St. Paul’s School Digital Archive. <http://archives.sps.edu/>

Obituary: Francis Moran McConihe

1923 —Francis Moran McConihe, a long-time resident of Potomac, Maryland, died there on February 1, 1989, at the age of 84. He was the son of Eleanor Moran McConihe and Malcolm Stuart McConihe. He entered St. Paul's in 1918 and graduated as a V Former in 1922. He received an A.B. degree from Princeton in 1926.

Mr. McConihe, "created Potomac from the ground up" beginning in 1930: he was involved in the founding of the Potomac Hunt Club, the Potomac Elementary School's first PTA, the West Montgomery County Citizens Association, the "Potomac Village" shopping center, and St. Francis Episcopal Church. He was president of the community's first bank, Potomac Valley Bank 1959-1976, and president and chairman of Potomac National Bank. He served also as a special consultant to President Eisenhower.

Survivors include his wife, Marguerite Hagner McConihe, whom he married on January 14, 1938; a daughter, Eleanor M. Pisarra; a son, Michael H. McConihe; and grandchildren.

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Fair Housing

Fair Housing Act
Title VIII of the Civil Rights Act of 1968 (Fair Housing Act), as amended, prohibits discrimination in the sale, rental, and financing of dwellings, and in other housing-related transactions, based on race, color, national origin, religion, sex, familial status (including children under the age of 18 living with parents or legal custodians, pregnant women, and people securing custody of children under the age of 18), and disability. More on the Fair Housing Act

Title VI of the Civil Rights Act of 1964
Title VI prohibits discrimination on the basis of race, color, or national origin in programs and activities receiving federal financial assistance.

Section 504 of the Rehabilitation Act of 1973
Section 504 prohibits discrimination based on disability in any program or activity receiving federal financial assistance.

Section 109 of Title I of the Housing and Community Development Act of 1974
Section 109 prohibits discrimination on the basis of race, color, national origin, sex or religion in programs and activities receiving financial assistance from HUD's Community Development and Block Grant Program.

Title II of the Americans with Disabilities Act of 1990
Title II prohibits discrimination based on disability in programs, services, and activities provided or made available by public entities. HUD enforces Title II when it relates to state and local public housing, housing assistance and housing referrals.

Architectural Barriers Act of 1968
The Architectural Barriers Act requires that buildings and facilities designed, constructed, altered, or leased with certain federal funds after September 1969 must be accessible to and useable by handicapped persons.

Age Discrimination Act of 1975
The Age Discrimination Act prohibits discrimination on the basis of age in programs or activities receiving federal financial assistance.

Title IX of the Education Amendments Act of 1972

Title IX prohibits discrimination on the basis of sex in education programs or activities that receive federal financial assistance.

Fair Housing-Related Presidential Executive Orders:

Executive Order 11063
Executive Order 11063 prohibits discrimination in the sale, leasing, rental, or other disposition of properties and facilities owned or operated by the federal government or provided with federal funds.

Executive Order 11246
Executive Order 11246, as amended, bars discrimination in federal employment because of race, color, religion, sex, or national origin.

Executive Order 12892
Executive Order 12892, as amended, requires federal agencies to affirmatively further fair housing in their programs and activities, and provides that the Secretary of HUD will be responsible for coordinating the effort. The Order also establishes the President's Fair Housing Council, which will be chaired by the Secretary of HUD.

Executive Order 12898
Executive Order 12898 requires that each federal agency conduct its program, policies, and activities that substantially affect human health or the environment in a manner that does not exclude persons based on race, color, or national origin.

Executive Order 13166
Executive Order 13166 eliminates, to the extent possible, limited English proficiency as a barrier to full and meaningful participation by beneficiaries in all federally-assisted and federally conducted programs and activities.

Executive Order 13217
Executive Order 13217 requires federal agencies to evaluate their policies and programs to determine if any can be revised or modified to improve the availability of community-based living arrangements for persons with disabilities.

Related Glossary Terms

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Murray Stresses Advantages of Home Ownership

Chicago Survey Cited As Showing Added Income From Investment

The advantages of home ownership were stressed in a statement today by Francis A. Murray, president of the Washington Real Estate Board, who pointed out that economists and financiers have preached for years the safety of a reasonable amount of real estate investment and the security obtained by a family in owning a home.

Mr. Murray pointed out that one of the speakers at last week's conference of realtors in Atlantic City stated that 80 per cent of American families should own their homes. This, he said, would place the country on a much more sound economic footing.

"No matter where one turns," Mr. Murray continued, "he will find examples of the advantages of home ownership. Nationally known authorities continue to stress the safety of real estate as an investment. Recently Roger W. Babson made the following statement: 'The wise investor should follow a program of diversification to meet all contingencies, and part of that program should include the ownership of a certain amount of well-chosen real estate. A modest, up-to-date home, well chosen as to locality, offers one of the most attractive hedges against inflation, as a useful store of value and a real necessity.'

Survey of Incomes.

"The United States Department of Labor recently made a survey of family incomes in the city of Chicago for the period of 1935-36. A resume of this report was published in the May issue of the Federal Home Loan Bank Review. The article states in part: Given two families with the same monetary income and the same living standards, if one group owns their home and the other rents, it is quite likely that the owning family will have more money left for other purchases after they have paid the operating expenses of their home than will the renting family after the rent has been paid. This difference between owning a home and renting the same piece of property in the city of Chicago has been estimated to average \$224 a year or almost \$19 per month. Although this additional income is not in the form of money, it must be added to the monetary income of an owning family to provide a comparable basis for studying consumer pur-

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G. Thomas Borger

From <http://www.borgermanagement.com/tomborger.shtml>

From 1983, G. Thomas Borger was the President of Borger Management, Inc. He served as the 2002 President of the Apartment and Office Building Association of Metropolitan Washington. He is a graduate of Georgetown University and served as an officer in the U.S. Marine Corps. He is a licensed real estate broker in D.C., Maryland and Virginia. He was the 1984 President of the Washington DC. Association of REALTORS® and its 1987 REALTOR® of the Year. He has testified on numerous occasions before the D.C. Council on rent control and housing issues as well as served on commissions and panels on local housing issues. Mr. Borger currently serves as the Chairman of the Board of Trustees St. Anselm’s Abbey School. He is a principal in Mid City Financial, which owns and has developed more than thirty affordable housing developments, and Edgewood Management, Inc, which manages in excess of 24,000 affordable rental units located primarily in the Eastern United States. He also served on the Boards of Directors of two firms, Universal Building, Inc. and Pentagon Plaza, Inc., which have extensive commercial real estate holdings in Washington, D.C. and Virginia.

Related Glossary Terms

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GCAAR



GCAAR provides association management for the Frederick County Association of REALTORS, the Washington, DC Association of REALTORS®, and the Greater Washington Commercial Association of REALTORS®.

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Chapter 1 - Collaboration and Technical Innovation

George Y. Worthington

George Worthington was the third in a long line of Washington real estate brokers.

His granddaughter Holly was GCAAR President in 2005.

“I am fifth generation Washington Real Estate broker,” she stated. “My great grandfather was in the business, and my grandfather George was one of the first presidents of WDCAR. I used to sled on my dad’s metal real estate slides and I remember playing by my dad’s office in Georgetown. I’ve been around real estate all my life.”

Related Glossary Terms

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Harry K. Boss

Source: Foxhall Village historic district. DC Historic Preservation Office.

Harry K. Boss, a native Washingtonian and prominent real estate developer, began his career at age seventeen. Together with Glenn Phelps, Harry started a real estate development company known as Boss & Phelps. They purchased the undeveloped land to the north of P Street and were instrumental in the creation on Foxhall Village.

Not only did Harry serve as president of the Washington Real Estate Board, he was also director of the American Security and Trust Company, chairman of the Convention Committee of the National Association of Real Estate Boards, and member of the Washington Board of Trade.

Source: Foxhall Village historic district. DC Historic Preservation Office. <http://dc.gov/DC/Planning/Planning%20Publication%20Files/OP/HP/Historic%20District%20Brochure%20PDF%20Files/Foxhall%20%20Village%20FINAL%202%20.pdf>

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Chapter 2 - Leadership

Henry E. Nichols

From *Dignity Memorial*.com:



Henry E. Nichols

Lawyer, REALTOR®, Banker, Real Estate Columnist and FBI Counter Intelligence Officer

Henry E. Nichols a well known lawyer, banker, REALTOR® and syndicated real estate columnist, who also spent (since 1967) 40 years as an undercover FBI counterintelligence officer passed away peacefully on 7/20/12, he was 88 years old.

Mr. Nichols, a fifth generation New Yorker, started his career in 1948 as a law clerk for the prestigious Wall Street law firm of Wellman and Smyth. But after one year he grew tired of the tensions of New York and decided to move to Washington D.C. In 1949 he was admitted to practice before the US Court of Appeals and in 1950 to the US Supreme Court. He branched out into real estate that same year and soon became active in the Washington Board of REALTORS®. In the late fifties and early sixties he played a dominant role in abolishing the "white only" policy of the board. In 1970 he was elected President of the Washington Board of REALTORS®. His first act was to name Flaxie M. Pinkett, who was president of the John R. Pinkett Company, an African-American real estate firm, to his board of directors. 1970 was a tumultuous year for the real estate industry following the riots of 1968. A dynamic speaker, Mr. Nichols' photograph appeared on the cover of The Washington Star on May 22, 1970 when he led a march of 800 REALTORS® who were opposed to the City Council's proposed move to introduce rent control to Washington. His march was successful and rent control was delayed for 2 years.

Mr. Nichols, who spoke Spanish, recognized that the rapidly growing Hispanic population needed help with their housing problems. In 1969 and 1970 he organized a series of free seminars, with Spanish speaking lectures held in the grand ballroom of the Washington Hilton Hotel. It elicited great praise in the press as well as from great praise in the press as well as from the Spanish speaking diplomatic corps.

In 1970, the real estate industry honored him as REALTOR® of the Year. In 1981 he was honored again with the Martin Award for Distinguished Public Service. He was active in the National Association of REALTORS® and served as a member of the REALTORS® Washington Committee, its political arm. He represented the association as a delegate to the International Real Estate Federation in London in 1971. In 1977 the National Association of REALTORS® honored him by presenting its Omega Tau Rho Medallion for distinguished public service. He contributed a chapter to the Federal National Mortgage Associations book, "The Fannie Mae Guide to Buying, Financing, and Selling Your Home".

In 1971, he started his banking career, when he was invited to become a director of the Home Building Association, at the time the second oldest savings and loan Association, in the District founded in 1888, which was suffering from slow growth. In three years Mr. Nichols tripled its assets, changed the name to Hamilton Federal Savings and Loan association of which he became Chairman of the Board, a position held until October 1990. He was also president of Century Financial Corporation, a subsidiary which specialized in making loans to low income families.

In the 1966 he was invited by The Washington Star newspaper to present his column "You and Your Real Estate" which received national recognition when it was published each week for 15years and syndicated in 32 jurisdictions throughout the country. In all he published 2773 articles on a wide variety of real estate subjects. His last column appeared in the Star in its final day of publication August 7, 1981.

Mr. Nichols was a former director of the Columbia Real Estate Title Insurance Company, the District Realty Title Insurance Company, the Greater Metropolitan Washington Board of Trade and the North American Hospital Technology Company. In 1967 he served on Mayor Walter Washington's Ad Hoc committee on Housing Code Problems and was appointed a commissioner on Housing Code problems and was appointed a commissioner of Landlord Tenant Affairs by the City Council. That same year President Lyndon Johnson named him a delegate to this Conference on Law and Poverty. In 1970 he was named Vice Chairman of the Area's REALTORS® Council. For years he served as a director of The Harker Preparatory School and the Landon School for Boys and served on the executive committee of the Father Walter E. Schmitz Memorial Fund at Catholic University. He was also a director of the International Real Estate Federation and the Washington Savings and Loan League. He was also a member in the Yale Club, The Cosmos Club, Rolls Royce, Antique Auto and St. Elmo Clubs.

Considered a child prodigy on the piano, Mr. Nichols started piano lessons at the age of 4. When he was 11 he made his debut at New York's Town Hall. Unfortunately, his piano career came to a sudden halt when he was in a bicycle accident that left him without the tips of two fingers on his right hand. When he was 16 and World War II was in its early stage, he entered Yale University. At the age of 18 he was half through his senior year when Army recruiters came onto the campus, promising no "call ups" until graduation for all those who signed up. Well, he and 387 of his classmates signed up. At the age of 18 he was one of the youngest Second Lieutenants in what was then called the Army Air Corps. In 1946 he was promoted to First Lieutenant. He was 20 years old when he made Captain. His first task was to go back to Yale to finish his last semester. The very next day after graduating, he left for the University of Virginia Law School. Like so many veterans he sought to make up for "lost time" while in the military by accelerating his education. He completed his 3 years legal education in 2 years.

Mr. Nichols best kept secret was his involvement with the FBI, starting in 1967 in various capacities both counter intelligence and intelligence support operations. Only a handful of people knew of his involvement with the FBI. On March 23, 1987 he was cited for his contributions to the intelligence community in a quiet ceremony in the Department of Justice. Attorney General Edwin Meese and Judge William H. Webster, Director of the FBI, presented him with the Attorney General's Award for Distinguished Public Service, an honor given only to a few Americans each year. Throughout his life Mr. Nichols considered this his greatest achievement, the equivalent of the Congressional Medal of Honor.

Henry Nichols was a tall imposing man known for his erect posture and athletic physique. He started weight lifting as a teenager, long before the current interest in body building but would never enter a competition though his friends used to urge him. Instead he became chief judge for the District from 1950 to 1965 at the Weightlifting and Physique contest. But he was also on call to be a judge at other non-local contests, including Mr. Universe, Mr. America and various state competitions.

In 1950 he married Francis Griffin Morrison. She died in 1978. His son, Dr. Clyde W, Nichols died in 2005. He is survived by two grandchildren and his devoted and loving wife, Mary Ann Nichols whom he married in 1987.

<http://obits.dignitymemorial.com/dignity-memorial/obituary.aspx?n=Henry-Nichols&lc=2216&pid=158664276&mid=5178429>

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Herbert T. Shannon

Salesman Morton Luchs and construction foreman Herbert Shannon opened their full-service real estate office in 1906. They developed neighborhoods like Burleith and Rollingwood. By the 1980s the firm was one of the area’s largest real estate offices.

Services included insurance, commercial and residential leasing, sales, and property management. The company’s early office was at 704 13th Street, NW.



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James L. Eichberg

From *The Washington Post*, *January 1, 2000*:

James Leonard Eichberg, 63, executive vice president of the Grubb & Ellis Co., a global real estate business advisory concern, who was a past president of the D.C. Association of REALTORS® and the Apartment and Office Building Association, died of myelodysplasia Dec. 30 at Sibley Memorial Hospital.

Mr. Eichberg, who had been active in local real estate businesses for more than 40 years, was a past director of the National Association of REALTORS® and the Greater Washington Board of Trade. He was named 1985 REALTOR® of the year by the D.C. Association of REALTORS® and was the recipient of awards from the National Association of REALTORS® and the Washington Board of REALTORS®.

He began his career in 1960 with the Shannon & Luchs mortgage banking and real estate brokerage company.From 1962 to 1969, he worked for the Carey Winston mortgage and real estate brokerage concern, where he was a vice president.

In 1969, he founded J.L. Eichberg & Associates, and in 1970, he organized the Braedon Cos. real estate concern, serving as president and chief executive officer until it merged into the Smithy Braedon Co. in 1982. He then served as chairman of Smithy Braedon-ONCOR International and was responsible for that company's commercial real estate services until 1998, when it merged with Grubb & Ellis.

Mr. Eichberg, a Bethesda resident and Washington native, served in the Army Reserve. He was a 1956 graduate ofWilson High School and a 1960 business administration graduate of American University, where he majored in real estate.He had been an all-city pitcher in high school and a starting varsity pitcher at AU.

Over the years, he served as a director of the Washington Better Business Bureau, a trustee of the Federal City Council, chairman of the Washington Committee for Good Government and president of the D.C. Schools Foundation and the D.C. Housing Industry Corp.

Mr. Eichberg also served on the board of Big Brothers and Big Sisters of the National Capital Area and the advisory board and property committee of the Salvation Army. He served on the associates board and was a past business campaign chairman for Gallaudet University and did fundraising work for such groups as the YMCA.He coached soccer, football and baseball teams.

He served on the advisory board of the National Bank of Washington and the board of directors of the National Bank of Commerce.

At the time of his death, Mr. Eichberg was the D.C. Workforce Investment Council's chairman and president-elect of Woodmont Country Club.He was a member of the Kiwanis.

He was the recipient of awards for his civic work from Big Brothers and Big Sisters and the Anacostia Economic Development Committee.

Survivors include his wife, Cynthia Aitken Eichberg, whom he married in 1963 and who lives in Bethesda; a son, Andrew James Eichberg of Chevy Chase; a daughter, Meredith Eichberg Lee of Rockville; a brother, John August Eichberg of Chevy Chase; his mother, Evelyn S. Eichberg of Washington; and a grandchild.

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<http://www.zoominfo.com/p/James-Eichberg/6079534>

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Chapter 2 - Leadership

John L. Weaver

from *Presidents of the National Association of REALTORS®*



Born on a farm in the District of Columbia, John L. Weaver spent 51 years in the real estate business in Washington, D.C. retiring in 1939.

During the First World War, Mr. Weaver, as a member of a committee of five, undertook the curious and unprecedented task of commandeering housing in Washington for federal purposes. The committee appointed 145 houses ranging in price from five thousand to hundreds of thousands of dollars, finally returning all properties to the owners without a single dispute reaching the

courts. Mr. Weaver also served during World War I as fuel administrator for the capital city. He was a member of Washington’s first zoning committee. One of the organizers of the Washington Real Estate Board, he served as its president.

Known as the “peace president” of the National Association of Real Estate Boards, John Weaver steered the Association through the troubled period that followed the war’s close. The high cost of living, excess profit tax and regulatory legislation were topics of the day, as the whole country strove to resume normal production and to rid itself of difficulties brought about by wartime abnormalities and dislocations. Through these trying times of readjustment, Mr. Weaver strove to guard the long-term interests of real estate and the welfare of the nation’s property owners. He lead the Association’s fight for the amelioration of hardships imposed on real estate by war revenue legislation and for a more equitable place for real estate in the national tax structure.

Presidents of the National Association of REALTORS®, (Chicago: NAR, 1980).

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Lee D. Latimer

Lee established Henry A. Latimer & Sons, a Bethesda, MD company still in existence today as a full-service insurance firm.

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Chapter 2 - Leadership

Martin R. West, Jr

From *Princeton Alumni Weekly*, published in Mar. 8, 1998.

Martin R. West Jr. '43

Martin died Jan. 5, 1998, of cancer, at his home in Chevy Chase, Md. He was 77.

A native of Washington, D.C., he prepared at Episcopal H.S. in Alexandria, Va. During WWII, he served in the Navy.

Martin began his extensive career in the financial sector when he joined Weaver Brothers in 1946 in the mortgage loan department. By 1955, he had become a corporate v.p. and a member of the board of directors. Following his elevation to e.v.p. and company treasurer, Weaver elected him board chairman in 1970, a post Martin held until he retired in 1989.

Many honors came to him down through the years: presidency of the Mortgage Bankers of Metropolitan Washington and the Washington Board of REALTORS®, which named Martin Man of the Year in 1969. Other collateral activities included presidency of Columbia Country Club and chairmanship of the Washington committee of Project Hope.

Divorced from his first wife, Adele, Martin is survived by his second, Juanita, of Chevy Chase and Manalapan, Fla., where the couple maintained a winter home; two children from the first marriage, Martin III and L. Adele West; two brothers, Richard '45 and Donald '50; a sister, Barbara McLane; and two grandchildren. To the entire family, we offer our most heartfelt condolences.

<http://paw.princeton.edu/memorials/48/37/index.xml>

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Chapter 2 - Leadership

Morton J. Luchs

Salesman Morton Luchs and construction foreman Herbert Shannon opened their full-service real estate office in 1906. They developed neighborhoods like Burleith and Rollingwood. By the 1980s the firm was one of the area’s largest real estate offices.

Services included insurance, commercial and residential leasing, sales, and property management. The company’s early office was at 704 13th Street, NW.

Morton Luchs’ grandson, Kenneth Luchs, donated materials from Shannon & Luchs to the American University. The university library now has six decades worth of scrapbooks with pictures and articles from the days Shannon & Luchs were in operation as well as the appraisals from DC properties at that time. Digital archives are now available.



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Multiple Listing Service

The Multiple Listing Service (MLS) is a suite of services that enables real estate brokers to easily share listing information with each other, their clients and the public. A real estate professional using the MLS can also establish contractual offers of compensation (among brokers), facilitate cooperation with other broker participants, and accumulate and disseminate information to enable appraisals. It is also a public system that real estate buyers and sellers can access for information on listing. The listing data stored in a multiple listing service's database is the proprietary information of the broker who is working on behalf of a property's seller.

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Nathan Carnes

from <http://nathancarnes.infre.com/About-Me.aspx>



Nathan Carnes has been a licensed agent in Washington D.C. for over 26 years; he joined W.C. & A.N. Miller Realtors in 2000. In 2001, Nathan was nominated and elected to the Board of Directors of the Greater Capital Area Association of Realtors in 2001 (GCAAR); he served in that capacity for four years. Nathan has also served on the nominating committee for GCAAR, as a member of the Professional Standards Grievance committee, and led many other board-related activities. Nathan was the Treasurer of the Washington D.C. Association of Realtors in 2008 and became President of WDCAR in 2009. He is currently serving a 2 year term on the Board of Directors for the National Association of Realtors (Risk Management Committee) Mr. Carnes is an active supporter and volunteer for Habitat for Humanity and Manna Housing Inc. He also provides valuable financial and volunteer support for numerous neighborhood schools including Wilson High School, Deal Junior High, Lafayette, Murch, Janney and The Cleveland Elementary School. Nathan’s passion for coaching and teaching comes naturally. His father was a Sociology Professor and his mother a music teacher and Church Choir Director. Nathan excels in motivating agents to focus on developing their business. “A concise, well written business plan is the critical component to succeeding in real estate sales,” Nathan says, when asked what he does to get his agents up-and-running; he is expert in contract negotiations and conflict resolution.

Born and raised in Chapel Hill, North Carolina, Nathan graduated from the University of North Carolina in 1985 with a B.A. in Psychology (and a minor in Political Science. Nathan’s love of Washington D.C. architecture and cultural diversity is what led him to begin his career in real estate sales. He has lived in many different parts of the city, from Capitol Hill to Adams Morgan to Barnaby Woods. Nathan currently resides in Wakefield, D.C. with his wife Kelly and his two children, Jason and Haley.

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Chapter 2 - Leadership

National Association of REALTORS® (NAR)

The National Association of REALTORS® is known as “The Voice for Real Estate.” It is also America’s largest trade association, representing 1 million members in the residential and commercial real estate fields.

Membership is composed of residential and commercial REALTORS®, who are brokers, salespeople, property managers, appraisers, counselors and others engaged in all aspects of the real estate industry. There are more than 1400 local associations and 54 state and territory associations. Every member pledges to a strict Code of Ethics and Standards of Practice.

The National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

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Oliver M. Walker

From *The Washington Post*, February 4, 1990:

Oliver M. Walker, 91, a founder of Walker & Dunlop, a noted real estate and mortgage banking firm in the Washington area, and a past president of the Washington Board of REALTORS®, died of cardiac arrest Feb. 2 at his home in Washington.

Mr. Walker founded Walker & Dunlop in 1937. He retired as chairman of the board in 1973 but remained a director for the rest of his life. Walker & Dunlop was among the first companies to make FHA-insured mortgages on single-family homes and to sell FHA construction loans to a union pension fund.

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Rent control

Rent control refers to laws or ordinances that set price controls on the rental rates of residential housing. It functions as a price ceiling and it is intended to protect tenants from excessive rent increases, while at the same time ensuring that landlords receive a fair return on their investment. Rent control promotes economic stability by slowing displacement in booming economic cycles, but tends to create shortages and scarcity in the housing market.

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Chapter 1 - Suburban Expansion

Samuel Thorpe

From <http://www.REALTOR®.org/bios/samuel-s-thorpe>



When Samuel S. Thorpe was president, the National Association of REALTORS® consisted of a room in Mr. Thorpe's Minneapolis office, the first permanent headquarters which the Association was able to maintain. It was during his presidency that the Association employed its first executive secretary, Thomas S. Ingersoll. Mr. Thorpe equipped the young Association, which then boasted 42 member boards, with two desks and a typewriter.

Head of Thorpe Brothers, the largest real estate firm in Minneapolis, which he helped establish in 1885, Samuel Thorpe was a leader of his city's real estate development for more than 50 years. During this time Thorpe Brothers, dealing with homes, farms and mortgages, marketed over 70 subdivisions in the Twin Cities and in other cities and states.

Instrumental in securing the deepening of the Mississippi River channel which made steamship traffic to Minneapolis possible, Mr. Thorpe was credited by Minneapolitans as chiefly responsible for establishing the city as head of Mississippi navigation. One time president of the Upper Mississippi Barge Line Company, he resigned to become president of the federal government's Inland Waterways Advisory Board.

During the First World War, he was one of the REALTORS® who aided the federal government in large scale land appraisal and purchase.

A president of the Minneapolis Real Estate Board, Samuel Thorpe's first job was working for a Minnesota farmer for \$8 per month. The farmer, he said, never got around to producing the monthly pay and finally rewarded the boy with a jackknife for his summer's work.

Source: Presidents of the National Association of REALTORS® (Chicago: NAR, 1980).

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Chapter 1 - Founding

Susan Pepper

From <http://www.ngkf.com/home/about-our-firm/global-offices/us-offices/washington-dc/professional-profiles.aspx?d=19966&title=Susan-A.-Pepper>



Susan Pepper has been with Newmark Grubb Knight Frank since 1998. She has over 19 years of experience in the commercial real estate industry as a practitioner, manager and advisor to landlords and tenants throughout greater Washington. Licensed in Maryland, Virginia and the District of Columbia, Ms. Pepper has specialized in working with nonprofits and associations -- having represented over 150 of these specialized organizations throughout her career. For the past 16 years, she has been a member of the Multi-Million Dollar Club of the Greater Washington Commercial Association of Realtors and she was recognized by the firm as one of the top 20 producers throughout the company in 2006 and 2007.

Ms. Pepper holds a B.A. in marketing from The American University. She earned an A.A. degree in journalism from Virginia Intermont College.

PROFESSIONAL RECOGNITIONS/AFFILIATIONS

- President-Elect, Greater Washington Commercial Association of Realtors, 2009
- President, Washington, D.C., Association of Realtors, 2008
- No. 3 broker, Newmark Grubb Knight Frank Washington, D.C. region, 2007
- A top 10 largest private sector transaction, 2006
- Leadership Greater Washington - Chair, Board of Directors, 2003
- World Cancer Research Fund, Board of Directors, 1990 to Present
- American Institute for Cancer Research, Secretary/Treasurer, 1985 to Present
- Commercial Real Estate Women (CREW), Member

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Thomas E. Jarrell

From *Home Sites of Distinction: The History of Woodside Park, Silver Spring, Maryland:*

Thomas E. Jarrell completed purchase of Woodside Park's Block D on May 15, 1923. Mr. Jarrell had begun his career in buying and selling real estate in 1904. In 1915 with only one employee besides himself, he established the Thomas E. Jarrell Company, to deal in both real estate and insurance. He was responsible for erecting the first houses on Shepherd Street between Georgia Avenue and Fourteenth Street and the first two brick houses on Rock Creek Church Road in northwest Washington. Besides closing on the purchase of Block D in 1923, Mr. Jarrell also became President of the Washington Savings Bank that same year. **He was active in the Washington Real Estate Board and was elected its president in 1924. He served at various times as chairman of several of its committees.** He was on the Board of the Acacia Mutual Life Insurance Company. His interests also extended to construction. The Stambaugh Construction Company, which built several homes in Wynnewood Park and Woodside Park, was a Jarrell operation. At the time development of Wynnewood Park was beginning, Jarrell moved his operations to larger quarters in the Washington Savings Bank building at 721 10th Street, NW. The move was said to be necessary because of an "increase in his real estate activities." He then had 12 employees. He died in 1947. His son, Karl E. Jarrell, who along with his wife Mary Jarrell moved to 1001 North Mansion Drive in Wynnewood Park in 1926, was vice president of the company. Karl Jarrell died in 1953.

Robert E Oshel. “Home sites of distinction: the history of Woodside Park, Silver Spring, Maryland.” Woodside Park Civic Association. 1998.

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U St.

Often called “Duke Ellington's neighborhood,” U St. predates New York’s Harlem as a mecca for African Americans.

U St. sheltered freedom seekers in the 1860s, and the mission churches they founded are still in existence today. Howard University attracted the nation's black intellectual and artistic leadership in the 1870s and by the early 20th century, the area was the nerve center of the city's black community, where businesses, entertainment venues, and the major social institutions were owned and attended by African Americans.

All the great entertainers played at its lively theaters and clubs. The old timers say that U Street was so grand that “you had to wear a tie.” Duke Ellington, whose name and image is featured today throughout U St., is one of many who called this neighborhood home.

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W.C. Miller

From: Presidents of the National Association of REALTORS®, (Chicago: NAR, 1980).



A citizen of Washington, D.C., William Cammack Miller and his brother founded the W.C. & A.N. Miller Development Company in 1912. They built several residential homes and developed two of the city’s outstanding residential communities, Wesley Heights and Spring Valley. Mr. Miller was one of the first community planners to abandon the rectilinear pattern of subdivision layout; Mr. Miller adopted for Spring Valley a system of curvilinear roadways, thus preserving the natural contours of the gently rolling land as well as most of the large trees in this richly wooded area. He was also one of the first developers to substitute underground wiring for overhead electric wires and exposed poles. His work won recognition for its architectural merit by the Municipal Arts Committee of the Board of Trade and by the Architectural Council of the American Institute of Architects.

Mr. Miller served on the committees on construction and on subdivision layout of President Hoover’s Conference on Home Building and Home Ownership.

Closely identified with public life in Washington, Mr. Miller was a member of the Washington Board of Trade, a president of the Lions Club, a director of the Washington Chamber of Commerce, a member of the advisory committee of the Riggs National Bank, president of the Washington Yale Club, and a director of Columbia Country Club. He was a president of the Washington Real Estate Board.

Under his leadership as president, the National Association of Real Estate Boards adopted for the first time a comprehensive program for real estate tax modernization and secured exemption for mortgages and mortgage bond issues under the Federal Securities Act.

Mr. Miller served as chairman of the National Association’s Home Builders and Subdividers Division and was long active on its consultation committee.

Source: Presidents of the National Association of REALTORS®, (Chicago: NAR, 1980).

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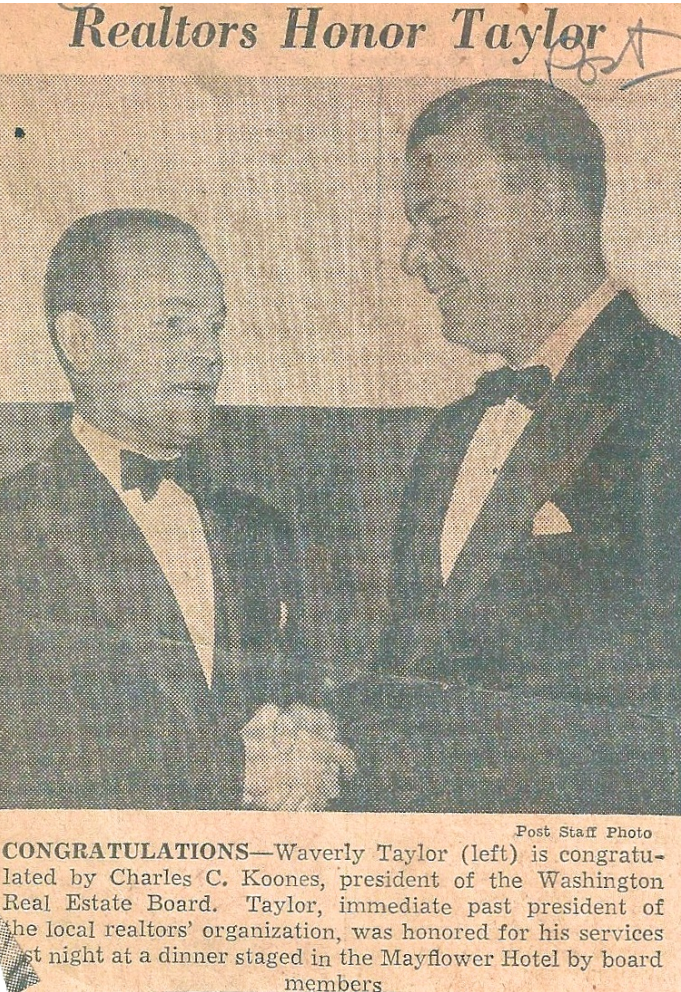
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Waverly Taylor

Waverly Taylor, former vice president and general manager of Shannon and Luchs' construction division, formed his own company and completed Foxhall Village after Boss & Phelps developed the first section.



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Chapter 2 - Leadership

William C. Stuart III

William C. Stuart III, 86, a co-founder of Stuart & Maury REALTORS® in Washington, died Dec. 7 of cardiac arrest at the Rockville Nursing Home. A son, William C. Stuart IV, confirmed his death.

Mr. Stuart began his career in Washington in 1948 with Boss & Phelps, a development company. In 1956, he and two partners, Deane Maury and Charles “Ted” Berry, founded Stuart & Maury, which focused primarily on residential real estate.

According to his family and news accounts, Mr. Stuart sold a house in the 1950s to then-Vice President Richard M. Nixon.

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William S. Harps

from *Junior Achievement of Greater Washington's Washington Business Hall of Fame, 1999.*

Had Bill Harps been a richer youth, he might not be the man that he is today.

Harps came from Philadelphia to study chemistry at Howard University. But as graduation loomed, he realized that he would need a Ph.D. to be taken seriously as a chemist. Harps had come to Howard at the height of the depression. Although he had an academic scholarship, he had to wait tables nights and weekends to pay for room and board. There was no way he could afford graduate school.

Then a friend introduced Harps to John R. Pinkett, who owned the leading real-estate firm in the black community. In 1939 Pinkett hired young Bill Harps as a property manager and salesman. With Pinkett's blessing, Harps studied real-estate appraising in 1950. He felt he finally had found his niche. Like chemistry, real estate appraising requires a lot of mathematics.

His timing couldn't have been better. The federal government had begun the redevelopment of Southwest DC and was selling land to developers. Harps was one of seven appraisers selected to value the property; he appraised 27 blocks in Southwest slated for development.

After 44 years of working for Pinkett, Harps left to start Harps & Harps in 1983. The other Harps was Bill's son Richard.

Over the years Bill Harps has acted as a real-estate appraiser/consultant to major banks and corporations, including Prudential, Mobil, IBM, Pepco, and Bank of America. He also has lectured on appraising in universities across the country and was an instructor at American University.

One of his proudest accomplishments is that he integrated the American Institute of Real Estate Appraisers in 1960 by convincing the membership that he should be admitted. "Some of the members said I'd get in over their dead bodies," Harps recalls. "They're all dead now."

Harps worked hard on AIRE committees and moved up in the organization. "I used to get angry but I never let it show," he says. He was elected president of the institute in 1980. In 1976, he was named president of the Washington Board of REALTORS®.

Harps credits John Pinkett, his teachers, his colleagues, and his wife Justine for contributing to his success.

"Everybody has to be helped by somebody," he says. "Nobody makes it alone."

http://www.myja.org/halloffame/history/laureates/biography_William_Harps.html

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Chapter 2 - Leadership

William Saunders

From *Who’s Who in the Nation’s Capital, 1921-1922. First Edition. The Consolidated Publishing Company, Washington, D.C.*

Saunders, William H., head of William H. Saunders and Co., REALTORS®, loan and investment agents. Born Apr. 18, 1856, in Loudon County, Va., son of Henry and Sarah Frances (Haw- ling) Saunders. Educated in private school, 5 years; under private tutor, 10 years; took short course at Univ. of Virginia. Instructor in elocution. Washington and Lee Univ., 1882-7 ; delivered short courses of lectures at Univ. of Virginia, Univ. of North Carolina, Univ. of South Carolina, Univ. of Tennessee and others; later entered real estate business in DC; an organizer and first vice-president, American National Bank, 1903-8; an organizer and first president of Park Savings Bank; resident director, and an executive officer. Southern Commercial Congress. Director: National Metropolitan Bank. Member: Board of Trade (member since 1893 ; director, 12 years). Chamber of Commerce (charter member), **Washington Real Estate Board (an organizer and first president)**, National Real Estate Association (member of executive committee, 2 years). Southern Society of Washington (president, serving second term). City Club, Old Colony Club, Columbia Heights Citizens Association (president, 1912-15), Order of Lafayette, Sons of the Revolution, Washington Readers' Club (an organizer; president, 2 years) , St. Stephen's Protestant Episcopal Church. D.C. resident since 1887. Married Golda Calhoun Norris; two daughters, Edna Bach (Saunders) Chatfield, Marie Frances (Saunders) Bell. Home: 1457 Fairmont St. Offices: 1433 K St. and 1000 Vermont Ave.

Who’s Who in the Nation’s Capital, 1921-1922. First Edition. The Consolidated Publishing Company, Washington, D.C.

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