



## Takes You Further®

### Why NVAR Matters.

Our association brand, NVAR, aspires to provide leadership through quality education and valuable programs—in accessible formats to ensure professional and superior service—helping members achieve success and credentials. NVAR Takes You Further.

### Mission.

To elevate Realtor® success by delivering exceptional value, driving innovation and impacting the industry.

### Who We Are.

The Northern Virginia Association of Realtors® (NVAR) was established in 1921 as the Alexandria-Arlington-Fairfax Real Estate Board. With about 40 members, the association served a population of 60,250 at that time. NVAR has grown to over 12,000 Realtor® and affiliate business members. This group of Realtors® closed more than 22,000 transactions in 2017, with a dollar volume totaling more than \$13 billion, in a community of more than 2 million residents. A premier local association, NVAR is one of the hundreds of associations that comprise the National Association of Realtors®, which boasts more than 1 million members. NVAR is among the largest local associations nationwide.

NVAR membership consists of: sales agents, brokers, property managers, appraisers and others engaged in all aspects of the real estate industry. NVAR's geographic region includes Arlington County, Fairfax County, City of Fairfax, City of Falls Church, Town of Vienna, and City of Alexandria, although members live and work throughout the DC-Metropolitan area.

### NVAR Member Statistics (as of September, 2018).

374+ Affiliate Members



13,100+ Realtors® & Appraisers



### What We Do.

NVAR promises its members to “Take You Further” and provides a variety of services including educational opportunities, professional standards enforcement, market statistics, legislative reviews, issues lobbying, multiple listing and lockbox services and more. The mission of ensuring that property rights are protected extends beyond Northern Virginia to serve a national and international community. NVAR assists associations around the world, sharing knowledge about how the industry works in the U.S. with real estate leaders from Poland, China, Russia, Ukraine, Peru, the Middle East and other parts of the world interested in real property rights.

## FACT SHEET

- AFFILIATES
- EDUCATION
- LEGAL HOTLINE
- MEMBERSHIP
- NVAR FORUMS
- PROFESSIONAL SERVICES
- PUBLIC & GOVERNMENT AFFAIRS
- REALTOR® SHOP
- AND MORE!

703.207.3200

>NVAR.COM

>RealtorShop.com

>RealtorSchool.com



### Our Code.

All Realtors® are real estate agents, but not all real estate agents are Realtors®. The Realtor® designation is a registered collective membership mark that denotes membership in the National Association of Realtors®, whose members adhere to a strict Code of Ethics and employ professional standards through required educational programs, professional certifications and principles of real estate sales practice.

### Resources.

NVAR's website, [nvar.com](http://nvar.com), serves as a main resource for member services and industry news, including monthly market statistics.

The NVAR Realtor® School provides continuing education and post-licensing courses for Realtors® as well as opportunities to earn advanced professional designations.

NVAR Public and Government Affairs staff work directly with elected officials, government agencies, economic development and business leaders at the local and state levels to represent the interests of the real estate industry.

NVAR's Professional Services office strengthens and enhances the level of professionalism in the real estate industry through education about the Realtor® Code of Ethics and through its formal complaint process. NVAR proactively opposes predatory lending practices and discriminatory conduct.

### Our Leaders.

#### President

Lorraine Arora  
Berkshire Hathaway  
HomeServices PenFed Realty

#### President Elect

Christine Richardson  
Weichert, Realtors®

#### Secretary/ Treasurer

Nicholas Lagos  
Century 21 Gawen Realty

#### Immediate Past President

Bob Adamson  
McEneaney Associates

#### 2018 Directors-at-Large

Rob Allen  
Tracy Comstock  
Reggie Copeland  
Heather Embrey  
Coral Gundlach  
Gary Lange

Peter Nguyen  
Marc Pina  
Derrick Swaak  
Dallison Veach  
Rob Wittman  
Ann Yanagihara

#### NVAR Chief Executive Officer

Ryan T. Conrad CAE, CIPS, RCE, E-PRO

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