

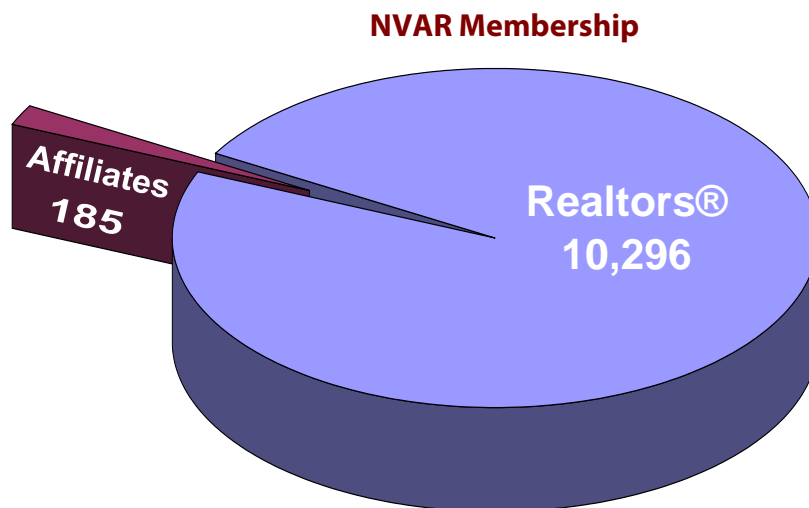
MISSION

To enhance the ability and opportunity of NVAR members to conduct their business successfully, to promote member professional competency, to maintain members' adherence to the Realtor® Code of Ethics and to promote the preservation of the right to own, transfer and use real property.

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. Eighty-eight years later, NVAR has grown to more than 10,000 Realtor® members including 185 affiliate business members. This group of Realtors® carries out more than \$11 billion in real estate transactions 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® (NAR), which boasts more than 1.1 million members. NVAR is the 10th largest local association nationwide.

NVAR membership consists of: sales agents, brokers, property managers, appraisers, counselors 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, and City of Alexandria, although members live and work throughout the DC-Metropolitan area.



WHAT WE DO

NVAR serves as The Voice for Real Estate in Northern Virginia and provides a variety of services to its members including educational opportunities, professional standards enforcement, market statistics, legislative reviews, issues lobbying, multiple listing and lockbox services, and more. The mission of promoting "the right to own, transfer and use real property" extends beyond Northern Virginia to serve a national and international community. NVAR assists struggling 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 areas.

NVAR & REAL ESTATE BACKGROUND

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 practices.

The NVAR Web site, **nvar.com**, serves as a main resource for member services and industry news including monthly market statistics.

The NVAR School of Real Estate provides continuing education and post-licensing courses for Realtors® as well as opportunities to earn any of 10 advanced professional designations.

NVAR Government Affairs Department 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 on the Realtor® Code of Ethics and a formalized complaint process.

NVAR proactively opposes predatory lending practices and discriminatory conduct.

OUR LEADERS

Officers:

Vinh Nguyen – Chairman of the Board, Westgate Realty Group, Inc.

Karen Trainor – Chairman-Elect, Weichert Realtors®

Pat Kline – Secretary/Treasurer, Avery Hess Realtors®

Susan Mekenney, ABR, CRS, GREEN, GRI, e-Pro – Immediate Past Chair, RE/MAX Allegiance

Directors-At-Large:

Val August	Robyn Burdett	Scott MacDonald	Trudy Severa
Julia Avent	Chris Call	Peter Rickert	Merlin Smith
Tammy Bagnato	Delk Hamaker	Mario Rubio	Jon Wolford

NVAR Chief Executive Officer:

Christine M. Todd

- CAE (Certified Association Executive)
- RCE (Realtor® Certified Executive)
- CIPS (Certified International Property Specialist)
- 1997 recipient of William R. Magel Award of Excellence in Association Management (presented by the National Association of Realtors®)

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