

1997 Annual Award Winners

REALTOR® OF THE YEAR

Sharon M. Oliver Grubb & Ellis

MARTIN I. ISEN AWARD FOR PUBLIC SERVICE

Harry Schnipper International Realty Group

DONALD C. ROSINSKI AWARD FOR COMMERCIAL LEASING

Jean Pettit Wirsching Cushman & Wakefield

BRENDAN MCCARTHY AWARD

Steven N. Bralower Carr Real Estate Services

ROOKIE OF THE YEAR

Michael Benjamin Katcher Cushman & Wakefield

TOP SALES AWARD

John C. Norjen, Jr. Jones Lang Wootton

TOP LEASING AWARD

Thomas M. Fulcher Julien J. Studley, Inc.

TOP DEVELOPER AGENT

Robert M. Milkovich Carr Real Estate Services

TOP FINANCING AWARD

James P. Ventura The Carey Winston Company

DISTRICT OF COLUMBIA - SALES TRANSACTION OF THE YEAR

Eric T. Myers Grubb & Ellis

Mark R. Keller Grubb & Ellis

Walter R. Howell, III Grubb & Ellis

SUBURBAN MARYLAND - SALES TRANSACTION OF THE YEAR

John C. Norjen, Jr. Jones Lang Wootton

John F. Kevill Jones Lang Wootton

NORTHERN VIRGINIA - SALES TRANSACTION OF THE YEAR

Mark R. Keller Grubb & Ellis

Warren Amason Grubb & Ellis

DISTRICT OF COLUMBIA - LEASING TRANSACTION OF THE YEAR

Craig Lussi Julien J. Studley, Inc.

Neal Golden Julien J. Studley, Inc.

Peter Speier Julien J. Studley, Inc.

Sherry Cushman Julien J. Studley, Inc.

SUBURBAN MARYLAND • LEASING TRANSACTION OF THE YEAR

Jean Pettit Wirsching Cushman & Wakefield

Henry O. Chapman Cushman & Wakefield

NORTHERN VIRGINIA • LEASING TRANSACTION OF THE YEAR

Thomas M. Fulcher, Jr. Julien J. Studley, Inc.



Michael Katcher, Cushman & Wakefield, receives the GWCAR 1997 Rookie of the Year award from Susan Thomas of Cushman & Wakefield.



Harry Schnipper, International Realty Group, is presented the GWCAR 1997 Martin I. Isen Award for Public Service by Adam Singer of Julien J. Studley, Inc.



Sharon Oliver of Grubb & Ellis, is presented the GWCAR 1997 REALTOR® of the Year Award by last year's winner, Philip E. Meany, Jr., also from Grubb & Ellis.



Steven N. Bralower of Carr Real Estate is presented the first Brendan McCarthy Award for Selfless Service by James Conley of The Carey Winston Co.



The Donald C. Rosinski Award for outstanding service to the industry and community by a leasing agent is presented to Jean Pettit Wirsching, Cushman & Wakefield.

GREATER WASHINGTON COMMERCIAL ASSOCIATION OF REALTORS® COMMERCIAL AWARD WINNERS

1997 COMMERCIAL SALES WINNERS

QUALIFYING LIFE MEMBER, FIFTEEN YEARS OR MORE
Douglas E. Fleit.....Cushman & Wakefield

QUALIFYING LIFE MEMBER, TEN - FOURTEEN YEARS
Eric D. Berkman.....Smithy Braedon ONCOR Int'l.

Howard C. Brown.....West*Group, Inc.
Stephen C. Conley.....The Carey Winston Co.
Robert F. DonhauserGrubb & Ellis
Vernon E. Knarr.....Julien J. Studley, Inc.
John P. Kyle.....Julien J. Studley, Inc.
Sharon M. OliverGrubb & Ellis
Steven E. PerkinsThe Carey Winston Co.
Glenn H. RosenthalRosenthal-Shuler Realty Partners
Michael A. ShulerMillennium Realty Advisors

QUALIFYING LIFE MEMBER, SIX - NINE YEARS
William S. AsbillGrubb & Ellis
Al CisselThe Carey Winston Co.
Paul J. CollinsCassidy & Pinkard, Inc.
James Conley, Jr.....The Carey Winston Co.
Walter R. Howell, IIIGrubb & Ellis
R. William Kent.....Insignia/Barnes Morris
Richard LundreganInsignia/Barnes Morris
Jay B. OlshonskyCB Commercial Real Estate Group, Inc.

Brendan Owen.....CB Commercial Real Estate Group, Inc.
Nicholas C. Pappas.....Julien J. Studley, Inc.
William J. Prutting, Jr.CB Commercial Real Estate Group, Inc.

Thomas H. Shuler.....Rosenthal-Shuler Realty Partners
Bruce E. StrasburgTrammel Crow Real Estate Services, Inc.
Ronald D. StrawnRosenthal-Shuler Realty Partners

QUALIFYING NEW LIFE MEMBER, FIVE YEARS
Kenneth A. Goldberg.....The Carey Winston Co.
Nathan R. Isikoff.....The Carey Winston Co.
Geoffrey M. Kieffer.....CB Commercial Real Estate Group, Inc.

Mike Kuehn.....The Carey Winston Co.
Matthew G. McDewittSmithy Braedon ONCOR International
Jayne E. ShisterCassidy & Pinkard

QUALIFYING MEMBER, ONE - FOUR YEARS
Warren H. AmasonGrubb & Ellis
Don AtchisonThe Carey Winston Co.
James J. ClarkHBW Group
Andrew M. Cole.....CB Commercial Real Estate Group, Inc.

Gerald M. FayHBW Group
Emanuel G. FitzgeraldGoodman Segar Hogan Hoffer

Joel R. Cannon.....Grubb & Ellis
John E. DuffyThe Carey Winston Co.
Frank GraybealBarnes, Morris Pardoe & Foster
Margaret E. Hirl.....CB Commercial Real Estate Group, Inc.

Mark R. Keller.....Grubb & Ellis
John F. Kevill.....Jones Lang Wootton
Debra G. LacyLacy, Ltd.
David I. MachlinInsignia/Barnes Morris
John P. McEvilly.....Millennium Realty Advisors
Bernard F. McKeeverThe Carey Winston Co.
Scott L. MelnickJulien J. Studley, Inc.
Thomas A. Murray.....Smithy Braedon ONCOR International

Eric T. MyersGrubb & Ellis
John C. Norjen.....Jones Lang Wootton

Daniel P. PuntillGrubb & Ellis
 Wes ScottThe Carey Winston Co.
 Stephen H. Spencer ..Millennium Realty Advisors
 Joseph SuttonScheer Partners, Inc.
 Bob VerchekThe Carey Winston Co.
 Tony N. WornackGrubb & Ellis
 Jeffrey M. ZellZell Partners Ltd.

1997 COMMERCIAL LEASING WINNERS

QUALIFYING LIFE MEMBER, FIFTEEN YEARS OR MORE
 Joel R. CannonGrubb & Ellis
 Audrey Z. CramerCushman & Wakefield
 Douglas E. FleitCushman & Wakefield

QUALIFYING LIFE MEMBER, TEN - FOURTEEN YEARS
 Warren H. AmasonGrubb & Ellis
 Michael M. BolandThe Carey Winston Co.
 Henry O. ChapmanCushman & Wakefield
 Milton H. HamiltonInsignia/Barnes Morris
 Randolph C. HarrellSmithy Braedon
 ONCOR Int'l
 Thomas X. HilleyThe Carey Winston Co.
 John Marvin JonesSmithy Braedon
 ONCOR Int'l

David C. KinneyThe Fred Ezra Co.
 Philip E. MeanyGrubb & Ellis
 Glen R. MeltzerThe Fred Ezra Co.
 Sharon M. OliverGrubb & Ellis
 Peter M. ProminskiThe Carey Winston Co.
 Thomas C. RogersGrubb & Ellis
 Paul S. SchweitzerJulien J. Studley, Inc.
 Jeffrey K. ShragoJulien J. Studley, Inc.
 Michael A. ShulerMillennium Realty Advisors
 Bruce E. StrasburgTrammell Crow Real
 Estate Services, Inc.
 Jean Pettit WirschingCushman & Wakefield

QUALIFYING LIFE MEMBER, SIX - NINE YEARS
 Martha M. AlmquistGrubb & Ellis
 David BevirtCassidy & Pinkard, Inc.
 Louis G. ChristopherThe Carey Winston Co.
 Paul J. CollinsCassidy & Pinkard
 David R. DeCampGrubb & Ellis
 Paul F. DeFilippesCarey Winston/Barrueta
 J. Caulley DeringerThe Carey Winston Co.
 Andrew T. FelberCarey Winston/Barrueta
 Scott A. FrankelCushman & Wakefield
 Pamela W. GarrenThe Carey Winston Co.
 Fred M. GoberThe Carey Winston Co.
 Anne M. Ginsburgh-RosenauCushman &
 Wakefield
 Roslyn HaglerZalco Realty, Inc.
 John F. HanlonGrubb & Ellis
 Steven J. HochmanBlake Real Estate
 Walter R. Howell, IIIGrubb & Ellis
 Scott M. JohnstonBlake Real Estate
 Aaron KatzGoodman Segar
 Hogan Hoffer

Robert E. KravitzThe Carey Winston Co.
 Meredith W. La PierCar Real Estate Services
 John D. LesinskiGrubb & Ellis
 Patrick W. MarrCB Commercial Real
 Estate Group, Inc.

James R. MullenCushman & Wakefield
 Patrick W. NallsGoodman Segar
 Hogan Hoffer

Jay B. OlshonskyCB Commercial Real
 Estate Group, Inc.
 Brendan OwenCB Commercial Real
 Estate Group, Inc.

Bruce S. PascalInsignia/Barnes Morris
 Brian R. RaheCushman & Wakefield
 Mark S. RichardsonThe Carey Winston Co.
 Adam R. SingerJulien J. Studley, Inc.
 Peter M. SpeierJulien J. Studley, Inc.
 George F. VorisRandall H. Hagner & Co.
 Eric H. WestWest, Lane & Schlager Realty
 Advisors

QUALIFYING NEW LIFE MEMBER, FIVE YEARS
 Laurence D. BankThe Bank Companies
 Brett R. DiamondCarey Winston/ Barrueta
 John P. DuffyCarey Winston/Barrueta
 Wesley H. EdwardsThe Carey Winston Company
 Mark D. EzraThe Fred Ezra Co.
 Kenneth A. GoldbergThe Carey Winston Co.
 Michael Z. JacobyThe Fred Ezra Co.
 Charles W. KatisCB Commercial Real Estate
 Group, Inc.

John A. KerrInsignia/Barnes Morris
 Geoffrey M. KiefferCB Commercial Real Estate
 Group, Inc.

Michael P. McCarthyThe Carey Winston Co.
 Matthew G. McDevittSmithy Braedon ONCOR
 International

Kevin J. McGlooinSmithy Braedon ONCOR
 International

Kevin M. McSheaSmithy Braedon ONCOR
 International

Stephen D. MuttyGrubb & Ellis
 Susan A. PepperGrubb & Ellis
 Gary S. SchlagerWest, Lane & Schlager Realty
 Advisors

Julie McCarthy SchuelkeJulien J. Studley, Inc.
 Beverly A. ShefflerThe Carey Winston Co.
 Matthew D. SiegelInsignia/Barnes Morris
 Richard C. TonnerCassidy & Pinkard, Inc.

QUALIFYING MEMBER, ONE - FOUR YEARS
 John C. AlexanderAMR Commercial, LLC
 Alan AsmanThe Carey Winston Co.
 Daniel BeggyThe Carey Winston Co.
 Edward G. BrennanEquis
 Joseph B. CallahanEquis
 Peter B. CarroccioRandall H. Hagner & Co.
 James J. ClarkHBW Group
 Linda ClarkThe Carey Winston Co.
 Peter C. ConnollyGrubb & Ellis
 Thomas A. CresceTrammell Crow Real Estate
 Services, Inc.

Sherry A. CushmanJulien J. Studley, Inc.
 John P. DondenhoffSmithy Braedon ONCOR
 International

Gerard M. FayHBW Group
 Emanuel G. FitzgeraldGoodman Segar Hogan
 Hoffer

Keith FoeryThe Carey Winston Co.
 Thomas M. Fulcher, Jr.Julien J. Studley, Inc.
 Mark J. GlagolaCushman & Wakefield
 Neal B. GoldenJulien J. Studley, Inc.
 Frank GraybealInsignia/Barnes Morris
 Kevin J. GreaneySpaulding & Slye
 Thomas W. HagueEquis
 Steven HubbermanJulien J. Studley, Inc.
 Michael C. JonesSmithy Braedon ONCOR
 International

Michael B. KatcherCushman & Wakefield
 Mark R. KellerGrubb & Ellis
 Michael KimJulien J. Studley, Inc.
 Andrew D. KlaffGrubb & Ellis
 Craig H. LussiJulien J. Studley, Inc.
 David I. MachlinInsignia/Barnes Morris
 Stuart B. MargelWest, Lane & Schlager Realty
 Advisors

Phillip McCarthyThe Carey Winston Co.
 John P. McEvillyMillennium Realty
 Advisors

Benjamin A. MeiselGrubb & Ellis
 Joseph A. MichelTrammell Crow Real
 Estate Services, Inc.

Mark F. MinichThe Carey Winston Co.
 Thomas A. MurraySmithy Braedon ONCOR
 International

Eric T. MyersGrubb & Ellis
 Dominic OrfitelliInsignia/Barnes Morris
 David T. PalankFaison Associates
 Robert C. SchwartzCushman & Wakefield

Stephen H. SpencerMillennium Realty
 Advisors

Gregory M. StorrsThe Carey Winston Co.
 Brian C. SullivanCushman & Wakefield
 Joseph SuttonScheer Partners, Inc.
 John F. ThomasCushman & Wakefield
 Susan J. ThomasCushman & Wakefield
 Tony N. WornackGrubb & Ellis

1997 COMMERCIAL FINANCING AWARD WINNERS

QUALIFYING MEMBERS, ONE - FIVE YEARS
 Don H. AtchisonThe Carey Winston Co.
 Wes ScottThe Carey Winston Co.
 Stephen G. StoycosThe Carey Winston Co.
 James P. VenturaThe Carey Winston Co.

1997 DEVELOPER-AGENT AWARD WINNERS

QUALIFYING LIFE MEMBER, TEN YEARS OR MORE
 Steven J. HochmanBlake Real Estate

QUALIFYING LIFE MEMBER, SIX - NINE YEARS
 Harold C. BrownWest*Group, Inc.
 Jacqueline R. ConnellManulife Financial
 Robert F. Donohoe, Jr.The Donohoe
 Companies

Wayne C. HallheimerWest*Group, Inc.
 Wayne L. HoffmanWest*Group, Inc.
 Scott M. JohnstonBlake Real Estate
 Eugene J. KennyThe John Akridge
 Companies

Meredith W. La PierCarrAmerica
 Irving P. LiebermanManulife Financial
 Robert M. MilkovichCarr Real Estate Services
 Phillip S. ThomasCarr Real Estate Services

QUALIFYING NEW LIFE MEMBER, FIVE YEARS
 Gary R. ArabakBlake Real Estate

QUALIFYING MEMBER, ONE - FOUR YEARS
 Joseph H. BurkeWashington Real Estate
 Investment Trust
 Patricia D. JurgonisWashington Real Estate
 Investment Trust

Karen K. MayManulife Financial
 Richard M. MeadowsThe Mark Winkler
 Company

Douglas D. OlsonCarr Real Estate Services
 Patricia E. RogersWashington Real Estate
 Investment Trust

Christopher G. SmithCarr America
 Christopher A. SowickCentennial Management
 Corp.

Edward R. ZaptinWashington Real Estate
 Investment Trust