

The Best of the Best!

Audrey Cramer, #1 Leasing, DC Leasing
 John Norjen, Jr., #1 Sales
 John Kevill, #1 DC Sales
 Alfred Cissel, # 1 MD Sales
 Mark Keller, #1 VA Sales
 Mark Glagola, # 1 MD Leasing
 Douglas Fleit, #1 VA Leasing

Over 400 brokers, developers, attorneys and architects were on hand to pay tribute to the region's top commercial real estate leaders at GWCAR's 1998 Commercial Awards Dinner in April.

Jay Olshonsky of CB Richard Ellis and 1998 GWCAR President took the Realtor® of the Year Award for his business activities, Realtor® spirit, and active involvement with, both, local board and civic activities.

Abe Greenstein of Greenstein DeLorme & Luchs earned the Brendan McCarthy Award for personifying the mentoring qualities closely identified with the life and career of Brendan McCarthy. McCarthy, who died in

1996, was known for tutoring younger brokers new to the business.

"The incredible production figures posted by the top award winners was a clear sign that many of us had our best years ever in 1998," noted 1999 GWCAR President Bill Prutting, Jr. "My personal satisfaction is reflected in the fact that, while our members were quite busy with business, they still made time to show their dedication by helping us to, through their attendance and active participation, sell out almost every member education event we sponsored. I am proud of our membership and proud to be leading this association and its ever-growing membership going into the new millennium."

A full list of 1998 Commercial Award winners and more photos from the dinner appear on pages 8-11.



GWCAR's 1998 Realtor® of the Year, Jay Olshonsky (center) of CB Richard Ellis stands between 1997 GWCAR President Sharon Oliver and 1999 GWCAR President Bill Prutting, Jr.



Abe Greenstein (second from right) of Greenstein DeLorme & Luchs earned the Brendan McCarthy Award. Greenstein has served as GWCAR's general counsel since its inception. Also pictured are (from left to right) J. Fernando Barrueta, Steven Bralower, the 1997 McCarthy winner, and President Prutting.

**GREENSTEIN
 DeLORME &
 LUCHS, P.C.**

ENGAGED IN THE PRACTICE OF LAW,
 INCLUDING:

Real Estate Development, Leasing and Financing
 General Litigation
 Administrative Agency Practice
 Zoning and Land Use
 Corporate and Tax
 Employment
 HUD-FHA and Other Housing Programs
 Bankruptcy and Creditors' Rights

1620 L Street, N.W. · Suite 900 · Washington D.C. · 20036-5605 · 202 452-1400

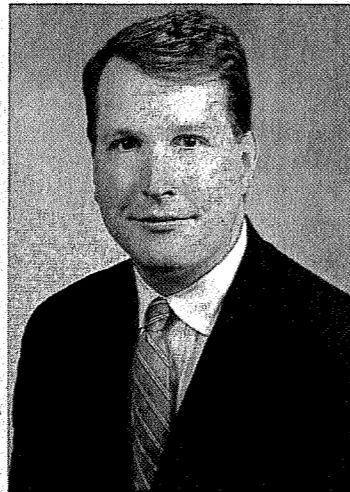
corridor

REAL ESTATE JOURNAL

*Enhance Your Marketing Strategy...
 Reach Your Audience...*

The Corridor Real Estate Journal is the only weekly newspaper covering Maryland, Virginia, and Washington, D.C. devoted exclusively to Commercial Real Estate. The primary news source for information used by the industry to keep abreast of the trends, transactions, legislations and your competition.

For Advertising and Subscription Information
 Call:
 (202) 737-6860



A Great Start!

Cassidy & Pinkard's Sullivan Takes Top Rookie Honors

If his first year in the business is any indication, Mark Sullivan has a bright future ahead as a commercial broker. Sullivan, of Cassidy & Pinkard, earned GWCAR's 1998 Rookie of the Year award for lease transactions posted by a first-year broker.

Sullivan joined Cassidy & Pinkard in 1994 as a market research analyst and was promoted to senior market analyst in 1996. He moved from research to brokerage in 1997 and represents local developers, institutional owners and tenants in the marketing and leasing of real estate.

"It's great to be recognized by an organization with whom we do a lot locally," Sullivan said. "A number of well-known brokers have won this award before me, and it's a real honor to be placed in the same category with them."

1998 Annual Award Winners

Realtor® of the Year

Jay Olshonsky – CB Richard Ellis

Brendan McCarthy Award

Abe Greenstein –
Greenstein DeLorme & Luchs

Rookie of the Year

Mark Sullivan – Cassidy & Pinkard, Inc.

Top Sales Award

John C. Norjen, Jr. – Jones Lang LaSalle



DC's Finest. Audrey Z. Cramer (right) claimed the number-one spot for DC in the leasing category. Cramer also earned the top leasing award overall. GWCAR President-Elect Susan J. Thomas presented Cramer with the award.

Top Leasing Award

Audrey Z. Cramer – Cushman & Wakefield

Top Developer Agent

Phillip Thomas – Carr Real Estate Services

Top Financing Award

James P. Ventura –
Transwestern Carey Winston

District of Columbia –

Sales Transaction of the Year

John C. Norjen, Jr. – Jones Lang LaSalle
John F. Kevill – Jones Lang LaSalle

Suburban Maryland –

Sales Transaction of the Year

Joseph Sutton, Jr. – Scheer Partners

Northern Virginia –

Sales Transaction of the Year

Timothy Eden – Grubb & Ellis

District of Columbia –

Leasing Transaction of the Year

Brendan Owen – CB Richard Ellis
Charles Chandler – CB Richard Ellis
Scott Frankel – Cushman & Wakefield
Brian Sullivan – Cushman & Wakefield

Suburban Maryland – Leasing Transaction of the Year

Tim McShea – McShea & Co., Inc.
Bob Dickman – McShea & Co., Inc.
Jack McShea – McShea & Co., Inc.

Northern Virginia – Leasing Transaction of the Year

Paul R. Adkins – Carr Real Estate Services
Steven Bralower – Carr Real Estate Services

Multi-Family Sales Transaction of the Year

Scott Melnick – Julien J. Studley Inc.

Industrial Transaction of the Year

John Thomas – Cushman & Wakefield
Henry Chapman – Cushman & Wakefield
Brian McVay – Cushman & Wakefield

Land Transaction of the Year

Scott Frankel – Cushman & Wakefield

Renovation Project of the Year

1307 New York Avenue –
The John Akridge Company

New Project of the Year

Monument One at Worldgate –
Monument Realty

Developer of the Year

The John Akridge Company



DC Sales Leaders. (From left to right) John Norjen, Louis Christopher, John Kevill, Robert Donohoe, Glenn Meltzer, Nicholas Pappas and Vernon Knarr placed in the District of Columbia's top ten category of sales leaders.

Top Ten Winners – Sales Award

District of Columbia

1. John F. Kevill – Jones Lang LaSalle
2. John C. Norjen – Jones Lang LaSalle
3. Warren L. Dahlstrom – Cushman & Wakefield
4. John E. Duffy – Transwestern Carey Winston
5. Stephen Conley – Transwestern Carey Winston

6. Vernon Knarr – Julien J. Studley
7. Nicholas Pappas – Julien J. Studley
8. Robert Donohoe – Donohoe Real Estate Services, Inc.
9. Glenn Meltzer – The Fred Ezra Company
10. Louis Christopher – Cushman Realty Corp.

Suburban Maryland

1. Alfred Cissel – Transwestern Carey Winston
2. Stephen Conley – Transwestern Carey Winston
3. John E. Duffy – Transwestern Carey Winston
4. Joseph Sutton, Jr. – Scheer Partners
5. William Asbill – Grubb & Ellis
6. Robert Donhauser – Grubb & Ellis
7. Daniel J. Beggy – Transwestern Carey Winston
8. Eric Berkman – Grubb & Ellis
9. Stephen Gichner – Grubb & Ellis
10. Bob Verchek – Transwestern Carey Winston



Sold! Northern Virginia's top ten sales award winners include: (From left to right) Timothy Eden, Scott Melnick, John Kevill, John C. Norjen and Mark Keller.

Northern Virginia

1. Mark R. Keller – Grubb & Ellis
2. Richard A. Lundregan – Insignia/ESG
3. John C. Norjen – Jones Lang LaSalle
4. Warren L. Dahlstrom – Cushman & Wakefield
5. Douglas E. Fleit – Cushman & Wakefield
6. John F. Kevill – Jones Lang LaSalle
7. Timothy Eden – Grubb & Ellis
8. Scott L. Melnick – Julien J. Studley, Inc.
9. Bob Verchek – Transwestern Carey Winston
10. Eric D. Berkman – Grubb & Ellis

Top Ten Winners – Leasing Award

District of Columbia

1. Audrey Z. Cramer – Cushman & Wakefield



DC's Lease on Life. Among those brokers placing in the District of Columbia's top ten category for leasing were (from left to right): Walter Howell, III, Patrick Marr, Brendan Owen, Audrey Z. Cramer and Thomas X. Hilley

2. Scott A. Frankel – Cushman & Wakefield
3. Thomas X. Hilley – Transwestern Carey Winston
4. Brian C. Sullivan – Cushman & Wakefield
5. E. Randall Lennon – Insignia/ESG
6. Brendan Owen – CB Richard Ellis
7. Walter Howell, III – Grubb & Ellis
8. Brian R. Rahe – Cushman & Wakefield
9. Patrick Marr – CB Richard Ellis
10. Geoffrey Kieffer – Woodmark Commercial Services

Suburban Maryland

1. Mark Glagola – Cushman & Wakefield
2. Joseph Sutton, Jr. – Scheer Partners
3. Keith Foery – Transwestern Carey Winston
4. Phil McCarthy – Transwestern Carey Winston
5. Matthew McDevitt – McDevitt Real Estate Services
6. Sharon M. Oliver – Grubb & Ellis
7. Paul Schweitzer – Julien J. Studley, Inc.
8. Fred M. Gober – Transwestern Carey Winston
9. Kenneth E. Fellows – Scheer Partners, Inc.
10. Kevin J. Greaney – Spaulding & Slye



Maryland's Top Leasers. (From left to right) Paul Schweitzer, Fred Gober, Kevin Greaney, Sharon Oliver, Phillip McCarthy and Keith Foery placed in Maryland's top ten leasers category.

Northern Virginia

1. Douglas Fleit – Cushman & Wakefield
2. Brian R. Rahe – Cushman & Wakefield
3. John P. McEvilly – Millenium Realty Advisors
4. Michael A. Shuler – Millenium Realty Advisors
5. Stephen H. Spencer – Millenium Realty Advisors
6. Milton H. Hamilton, Jr. – Insignia/ESG
7. Paul S. Schweitzer – Julien J. Studley, Inc.
8. J. Caulley Deringer – Transwestern Carey Winston
9. Thomas C. Rogers, Jr. – Grubb & Ellis
10. Anne N. Ginsburgh-Rosenau – Cushman & Wakefield

Top Ten Winners – Developer-Agents for the Region



Developing Nicely. GWCAR's 1998 Top Ten Developer Agents for the Region are (from left to right): Wayne Hoffman, Christopher Sowick, Jacqueline R. Connel, Brian Fitzgerald, Howard Brown, Delores Harper, Robert F. Donohoe, Jr., Christopher Smith, Steven Hochman and Phillip Thomas

1. Phillip Thomas – Carr Real Estate Services

2. Christopher G. Smith – CarrAmerica
3. Steven J. Hochman – Blake Real Estate
4. Wayen L. Hoffman, Jr. – West*Group
5. Robert F. Donohoe Jr. – Donohoe Companies
6. Christopher A. Sowick – Centennial Management Corp.
7. Howard C. Brown – The Mark Winkler Co.
8. Jacqueline R. Connel – Manulife
9. Delores A. Harper – The Cafritz Co.
10. Brian J. Fitzgerald – Washington Real Estate Investment Trust

Continued, Page 10

Top Financing Awards

James P. Ventura – Transwestern Carey
Winston
Stephen G. Stoycos – Transwestern Carey
Winston

1998 Commercial Sales Winners

Qualifying Life Member, 15 Years or More
Stephen C. Conley – Transwestern Carey
Winston
Douglas E. Fleit – Cushman & Wakefield

Qualifying Life Member, 10 – 14 Years
Eric D. Berkman – Grubb & Ellis
H. Alfred Cissel, Jr. – Transwestern Carey
Winston
Robert F. Donhauser – Grubb & Ellis
Vernon E. Knarr – Julien J. Studley, Inc.
Richard Lundregan – Insignia/ESG
William J. Prutting – Insignia/ESG
Sidney S. Rothman – Transwestern Carey
Winston
Bruce E. Strasburg – Trammel Crow Real
Estate Services, Inc.

Qualifying Life Member, Six – Nine Years
William S. Asbill – Grubb & Ellis
Warren L. Dahlstrom – Cushman &
Wakefield
Nicholas C. Pappas – Julien J. Studley

Qualifying New Life Member, Five Years
John E. Duffy – Transwestern Carey Winston
Gerald M. Fay – Tishman Real Estate
Services
Mark R. Keller – Grubb & Ellis

Qualifying Member, One – Four Years
Daniel Beggy, Jr. – Transwestern Carey
Winston
Peter Carroccio – Randall H. Hagner & Co.
Louis G. Christopher – Cushman Realty
Corp.
James J. Clark – Tishman Real Estate
Services
James M. Darby – Transwestern Carey
Winston
J. Caulley Deringer – Transwestern Carey
Winston
Robert F. Donohoe, Jr. – Donohoe Real
Estate Services
Timothy S. Eden – Grubb & Ellis
Emanuel G. Fitzgerald – Insignia/ESG
Scott A. Frankel – Cushman & Wakefield

Steven F. Gichner – Grubb & Ellis
Sandra T. Hunt – HBW Group
John F. Kevill – Jones Lang LaSalle
Andrew D. Klaff – Grubb & Ellis
Scott L. Melnick – Julien J. Studley, Inc.
Glenn R. Meltzer – The Fred Ezra Company
John C. Norjen – Jones Lang LaSalle
David C. Smith – Randall H. Hagner & Co.
Joseph Sutton, Jr. – Scheer Partners, Inc.
Robert A. Verchek – Transwestern Carey
Winston
George F. Voris, III – Randall H. Hagner
& Co.
Eric H. West – West, Lane & Schlager LLC

1998 Commercial Leasing Winners

Qualifying Life Member, 15 Years or More
Joel R. Cannon – Grubb & Ellis
Audrey Z. Cramer – Cushman & Wakefield
Douglas E. Fleit – Cushman & Wakefield
J. Andrew Masters – Trammell Crow
Company

Qualifying Life Member, 10 – 14 Years
Michael M. Boland – Transwestern Carey
Winston
Henry O. Chapman – Cushman &
Wakefield
Fred M. Gober – Transwestern Carey
Winston
Milton H. Hamilton – Insignia/ESG
Randolph C. Harrell – Grubb & Ellis
Thomas X. Hilley – Transwestern Carey
Winston
Walter R. Howell, III – Grubb & Ellis
John Marvin Jones, II – Grubb & Ellis
Robert E. Kravitz – Transwestern Carey
Winston
Glen R. Meltzer – The Fred Ezra Company
Sharon M. Oliver – Grubb & Ellis
Peter M. Prominski – Transwestern Carey
Winston
Thomas C. Rogers, Jr. – Grubb & Ellis
Paul S. Schweitzer – Julien J. Studley, Inc.
Michael A. Shuler – Millennium Realty
Advisors, LLC
Jean Pettit Wirsching – Cushman &
Wakefield

Qualifying Life Member, Six – Nine Years
Martha M. Almquist – Grubb & Ellis
Laurence D. Bank – The Bank Companies
David Bevirt – Cassidy & Pinkard, Inc.
Paul DeFilippes – Transwestern Carey
Winston

J. Caulley Deringer – Transwestern Carey
Winston
Brett R. Diamond – Transwestern Carey
Winston
John P. Duffy – Transwestern Carey Winston
Wesley H. Edwards – Transwestern Carey
Winston
Mark D. Ezra – The Fred Ezra Co.
Andrew T. Felber – Transwestern Carey
Winston
Scott A. Frankel – Cushman & Wakefield
Pamela W. Garren – Transwestern Carey
Winston
Anne M. Ginsburgh-Rosenau – Cushman &
Wakefield
Roslyn Hagler – Zalco Realty, Inc.
Michael Z. Jacoby – The Fred Ezra Co.
Charles W. Katis – Cushman & Wakefield
Aaron Katz – Goodman Segar GVA
John A. Kerr – Insignia/ESG
Geoffrey M. Kieffer – CB Richard Ellis
John D. Lesinski – Grubb & Ellis
Patrick W. Marr – CB Richard Ellis
Matthew G. McDevitt – McDevitt Real
Estate Services Inc.
Kevin J. McGlooin – McDevitt Real Estate
Services Inc.
James R. Mullen – Cushman & Wakefield
Stephen D. Mutty – Grubb & Ellis
Patrick W. Nails – Goodman Segar Hogan
Hoffler
Jay B. Olshonsky – CB Richard Ellis
Brendan Owen – CB Richard Ellis
S. Bruce Pascal – Insignia/ESG
Susan A. Pepper – Grubb & Ellis
William J. Prutting, Jr. – CB Richard Ellis
Brian R. Rahe – Cushman & Wakefield
Mark S. Richardson – Transwestern Carey
Winston
Gary S. Schlager – West, Lane & Schlager
Realty Advisors
Beverly A. Sheffler – Transwestern Carey
Winston
Richard C. Tonner – Cassidy & Pinkard, Inc.
George F. Voris – Randall H. Hagner &
Co., Inc.
Eric H. West – West, Lane & Schlager
Realty Advisors

Qualifying New Life Member, Five Years
Gerard M. Fay – Tishman Real Estate
Services
Mark J. Glagola – Cushman & Wakefield
Susan J. Thomas – Cushman & Wakefield
Tony N. Womack – Grubb & Ellis

Qualifying Member, One – Four Years

John C. Alexander – AMR Commercial, LLC
Alan Asman – Transwestern Carey Winston
Daniel Beggy, Jr. – Transwestern Carey Winston
James J. Clark – Tishman Real Estate Services
Peter B. Carroccio – Randall H. Hagner & Co.
Andrew M. Cole – CB Richard Ellis
Peter C. Connolly – Grubb & Ellis
John P. Dondenhoff – Grubb & Ellis
Kenneth E. Fellows – Scheer Partners, Inc.
Emanuel G. Fitzgerald – Insignia/ESG
Keith Foery – Transwestern Carey Winston
Kevin J. Greaney – Spaulding & Slye
Thomas W. Hague – Equis
Kevin L. Howard – Transwestern Carey Winston
Sandra T. Hunt – HBW Group
Michael B. Katcher – Cushman & Wakefield
Andrew D. Klaff – Grubb & Ellis
E. Randall Lennon – Insignia/ESG
Craig H. Lussi – Julien J. Studley, Inc.
Kathryn J. Marsch – Trammell Crow Company
Phillip McCarthy – Transwestern Carey Winston
John P. McEvilly – Millennium Realty Advisors, LLC
Benjamin A. Meisel – Grubb & Ellis
Eric T. Myers – Grubb & Ellis
Robert Osinoff – Transwestern Carey Winston
Joseph A. Ruzecki – Millennium Realty Advisors, LLC
Robert C. Schwartz – Cushman & Wakefield
David C. Smith – Ranhall H. Hagner & Co.
Stephen H. Spencer – Millennium Realty Advisors
Gregory M. Storrs – Transwestern Carey Winston
Brian C. Sullivan – Cushman & Wakefield



Major Transaction. (From left) Brendan Owen and Charles Chandler were honored with the District of Columbia's Leasing Transaction of the Year Award. Richard Ruben (far right) presented the award. Scott Frankel and Brian Sullivan of Cushman & Wakefield also claimed this award.

Mark O. Sullivan – Cassidy & Pinkard, Inc.
Joseph Sutton, Jr. – Scheer Partners, Inc.
John F. Thomas – Cushman & Wakefield
Peter E. Weitz – Transwestern Carey Winston

1998 Commercial Financing Award Winners

Qualifying Members, One – Five Years

Stephen G. Stoycos – Transwestern Carey Winston
James P. Ventura – Transwestern Carey Winston

1998 Developer-Agent Award Winners

Qualifying Life Member, Ten Years or More

Howard C. Brown – The Mark Winkler Company
Wayne C. Hallheimer – West*Group, Inc.
Steven J. Hochman – Blake Real Estate
Phillip S. Thomas – Carr Real Estate Services, Inc.

Qualifying Life Member, Six – Nine Years

Gary R. Arabak – Blake Real Estate
Jacqueline R. Connell – Manulife Financial
Robert F. Donohoe, Jr. – Donohoe Real Estate Services
Eugene J. Kenny – The John Akridge Co.
Irving P. Lieberman – Manulife Financial

Qualifying Member, One – Four Years

M. Leland Bobo – Blake Real Estate
Carla C. Cavanaugh – Cafritz Co.
P. Brian Connolly – The John Akridge Companies
Brian Fitzgerald – Washington Real Estate Investment Trust
Delores A. Harper – Cafritz Co.
Patricia D. Jurgonis – Washington Real Estate Investment Trust
William Lillis – Virginia Management, Inc.
Karen K. May – Manulife Financial
Richard M. Meadows – The Mark Winkler Company
Patricia E. Rogers – Washington Real Estate Investment Trust
Christopher G. Smith – CarrAmerica
Christopher A. Sowick – Centennial Management Corp.
Edward R. Zaptin – Washington Real Estate Investment Trust

GWCAR Wishes to Thank its Sponsors for The Annual Awards Dinner

Gold Sponsor/Underwriters

CarrAmerica
The JBG Companies & J.E Roberts Companies
Lincoln Square

Dinner Wine

Greenstein DeLorme & Luchs, P.C.

Reception Host

Manulife Financial

Silver Sponsors

The John Akridge Companies
The Clark Construction Group, Inc.
Douglas Development
Jones Lang LaSalle
Lowe Enterprises Mid-Atlantic, Inc.
Trammell Crow Company
Washington Real Estate Investment Trust

After Dinner Cigars

Watt, Tieder, Hoffer & Fitzgerald, LLP

Bronze Sponsors

Millennium Realty Advisors LLC
VOA Associates, Inc.
West*Group

Signage

The Ad Solution

General Sponsors

Brennan Beer Gorman Monk
John J. Doyle Builder & Co., Inc.
The Kaempfer Company
Robert Theobald & Associates, P.C.
TrizecHahn Office Properties



Super-NOVA. Northern Virginia's top ten leasing award winners include (from left to right): Stephen Spencer, John McEvilly, Michael Shuler, Paul Schweitzer, Thomas C. Rogers, Jr., J. Cauley Deringer and Milton H. Hamilton, Jr. of Insignia/ESG.