

For Immediate Release

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McWilliams|Ballard sales teams win at the Real Trends Top 200 Real Estate Professionals Competition in Las Vegas

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McWilliams|Ballard announced today that two of the firm's sales teams are winners in the 2006 Real Trends Top 200 Real Estate Professionals competition. Dennis Kunselman and Eric Solomon and their respective sales teams took honors in the Top Teams by Sales Volume as well as Top Team by Transaction Sides.

Top Teams by Sales Volume

Eric Solomon's team ranks 35 out of 200 with a volume of \$140,201,700
 Dennis Kunselman's team ranks 50 out of 200 with a sales volume of \$123,056,197

Top Teams by Sales Transactions

Dennis Kunselman's team ranks 20 out of 200 with 466 transactions
 Eric Solomon's team ranks number 30 out of 200 with 409 transactions

Real Trends sent out notifications about the survey to more than 7,500 real estate firms nationwide. Sales professionals were divided into two categories; individuals and teams. Any sales professional with more than one full-time person working with him or her was classified as a "team". Within these two categories, sales professionals were ranked separately by total volume and total number of closed transactions. More than 1,600 entry applications were submitted. The top 60 submissions in each category were re-checked and verified. Verification included both the level of sales in units and volume, and investigation as to whether the applicant was an individual or team as established in the survey methodologies. The process included searches of MLS sales records, discussion with supervising brokerage firms and review of applicants' 1099 forms.

"Dennis and Eric embody a commitment to excellence in real estate sales", say Ross McWilliams, co – President of McWilliams|Ballard. "Their drive, team spirit and dedication to the firm are an inspiration to us all. We are ecstatic that their outstanding achievements have been recognized at the national level."

The awards ceremony was held on November 12, 2007 at The Bellagio in Las Vegas, NV.

About McWilliams|Ballard

McWilliams|Ballard, headquartered in Alexandria, VA, is a progressive sales and marketing firm specializing in multi family housing. The firm creates partnerships with developers and builders to provide start to finish sales and marketing solutions as well as effective consulting and market research. While based in the DC Washington metropolitan area, the firm's experience is wide ranging with successful work in ten states nationwide. Founded in 1996, McWilliams|Ballard has quickly become one of the most successful real estate and marketing firms on the East Coast. Real Trends 500 – the annual research report which names the country's largest and most successful residential real estate firms, recently published their 2007 list; identifying McWilliams|Ballard as the largest sales firm whose sole focus is new homes. The Washington Business Journal has ranked McWilliams|Ballard the 8th largest Residential Real Estate Company in the Washington Metropolitan Area.