

John Young

RE/MAX Excellence Realty

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EXECUTIVE SUMMARY

- REALTOR® with 21 years as a top producer and leader in the industry
 - National speaker on fair housing related content and real estate marketing
 - Served in top real estate leadership positions at national, state and local levels
 - Residential Real Estate Council volunteer – the largest non-profit affiliate REALTOR® organization under the National Association of REALTORS®
 - 35+ years of sales experience with an established track record of top performance
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SPEAKING EXPERIENCE

2/2019 – present

- Spoken on a national stage at the NAR Conference & Expo, REMAX R4, RE/MAX NE Agent Rally, RRC "Sell-a-bration", Triple Play and at over 25 state/local associations for CE credit on fair housing and marketing topics including:
 - "The 'Do's and Don'ts' of Serving Clients with Special Needs"
 - "Steal These Ideas! Creative, Inexpensive + Unique Ways to Grow Your Business"
 - "Financial Mistakes Agents Make and How to Avoid Them"
- Licensed and/or certified instructor for continuing education in Alabama, Florida, Idaho, Maryland, Mississippi, Oregon, Tennessee, Texas and Virginia
- Taught over 150 hours of real estate education (90 for CE credit) at real estate conferences and events in 27 states

REAL ESTATE VOLUNTEERISM

National

- 2023-2026 – NAR Diversity Committee member
- 2025 – RRC Leadership Development Training Committee, Chair
- 2024-2025 – RRC Leadership Development Committee member
- 2023 – RRC Region 5 Regional Vice President for IL, IN, OH, MI, WI
- 2021-2022 – RRC Board of Directors elected member
- 2020 – RRC Presidential Advisory Group (PAG) member

State

- 2026 – Maryland DEI Advisory Group, Chair
- 2025 – Maryland DEI Advisory Group, Vice Chair
- 2024 – Maryland DEI Leadership Award Winner
- 2023-2024 – Maryland DEI Advisory Group member
- 2023-2024 – Maryland Leadership Development member
- 2020 – Maryland/DC RRC State President

Local

- 2024-2026 – Greater Capitol Area Association of REALTORS® (GCAAR) Grievance Committee member
- 2019 – GCAAR Political and Campaign Affairs Committee (PCAC) member

WORK EXPERIENCE

12/2015 – present

RE/MAX EXCELLENCE REALTY - METRODCFORSALE

REALTOR® – ABR, AHWD, BPOR, C2EX, CLHMS, CRS, e-PRO, GREEN, MRP, SFR

- \$200M+ in sales since becoming licensed
- Licensed in Maryland, DC and Virginia
- Sold properties in 11 of the 24 counties in Maryland
- 2015-2025 – Top Agent - Washingtonian Magazine

- 2020 – RE/MAX Lifetime Achievement Award – \$3M in commissions earned
- 2020-2022 – Chairman’s Club (\$500k+ in annual paid commissions)
- 2015-2019, 2023, 2024 – Platinum Club (\$250k+ in annual paid commissions)
- Featured in print multiple times in the Washington Post and on WTOP radio
- 2020 Maryland Leadership Academy graduate

2/2011 – 11/2015

**RE/MAX REALTY SERVICES
REALTOR®**

- 2014 RE/MAX ‘Hall of Fame’ - \$1M in commissions earned
- 2013-2014 Platinum Club
- 2011-2012 100% Club
- Featured on the front page of the Washington Post Real Estate section - May 2012

2/2010 – 2/2011

**LONG & FOSTER
REALTOR®**

- Sold \$5M of real estate in the first 10 months as a licensed REALTOR®

11/2004 – 2/2010

**MERCK/SCHERING-PLOUGH CORPORATION
District Manager – Primary Care**

Cardiovascular, Dermatology, Anti-Infective, Pulmonary and Allergy Franchises

- Achieved an EXCEEDS EXPECTATIONS annual evaluation for ‘04, ‘05, ‘06, ‘08, ‘09
- Raised performance of the DC District from bottom 10% of the Nation to Top 25% in 3 months after taking over in December 2008
- Managed 24 representatives simultaneously, covering 7 products and 4 states
- Promoted 3 direct reports, mentored 2 new District Managers and trained 15 reps
- Represented the Mid-Atlantic on a National Business Brand Team

6/2000 – 11/2004

**SCHERING-PLOUGH CORPORATION
Sales Representative**

- Promoted allergy, cardiovascular, respiratory and dermatology pharmaceuticals
- Promoted to District Manager Pro-Tem, District Trainer and Managed Care Liaison
- Chosen “Best of the Best – Top 10” Rep by VP of Sales and Regional Director
- Consistently ranked #1 in District share growth

12/1993 - 5/2000

**THE NEW YORK TIMES COMPANY – The Gainesville Sun
Retail Account Executive - Sales Development**

Gainesville, Florida

- Developed and sold new revenue streams for a New York Times owned newspaper
- 3-time winner of a New York Times “Chairman’s Award” for original ideas that significantly increased revenue (nominated 12 additional times)
- 10-time recipient of “Salesperson of the Month” for excellence in sales

EDUCATION

UNIVERSITY OF FLORIDA

Gainesville, Florida

Bachelor of Science in Journalism, 1993

Computer and Information Sciences/Mathematics Minor