



**Cynthia L. Howar, JD, Realtor**  
Licensed in DC, MD & VA

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**Summary**

With more than 30 years of business, legal, sales and strategic marketing experience in several industries, Cynthia Howar brings a wealth of resources to any real estate marketing team. As a third generation Washingtonian and from a family of DC-based developers, she has a lifetime understanding of the Washington, Virginia and Maryland markets. She is licensed in DC, MD and VA.

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**Skills**

- Market Analyses
- Upper bracket Sales on behalf of Sellers and Purchasers
- Negotiating-both from a marketing and a legal perspective
- Matching Buyers Needs/ Meeting Sellers Sales Requirements
- Sophisticated, strategic marketing of luxury homes
- Highly developed personal communications skills

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**Experience**

- Sales of luxury homes in DC, MD, VA
- Commercial leases in DC
- Former Healthcare and IT consultant, Jefferson Consulting, Inc., Wash., DC
- Former Founding Partner, Potomac Strategies, Inc., Wash., DC
- White House political appointments/work during both Carter and Clinton Administrations
- Communications attorney, member of the DC and CA Bars

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**Education**

- JD, Georgetown University Law Center
- PhD Studies in Psychology, Graduate Center of the City University of New York
- B.S., Trinity College, Hartford, CT

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**Community**

- President, Hillandale Homeowners' Association Board of Directors, 2007-
  - Member of the District of Columbia and California Bars
  - Community work for the I Have a Dream Foundation and Children's Defense Fund and for The National Capital Area Chapter of the Alzheimer's Association
  - Board of Visitors, Children's National Medical Center, Active 1988-2003
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